

Institutional Presentation

peca portinari нydra puratex castelatto ceusa purafloor

Disclaimer

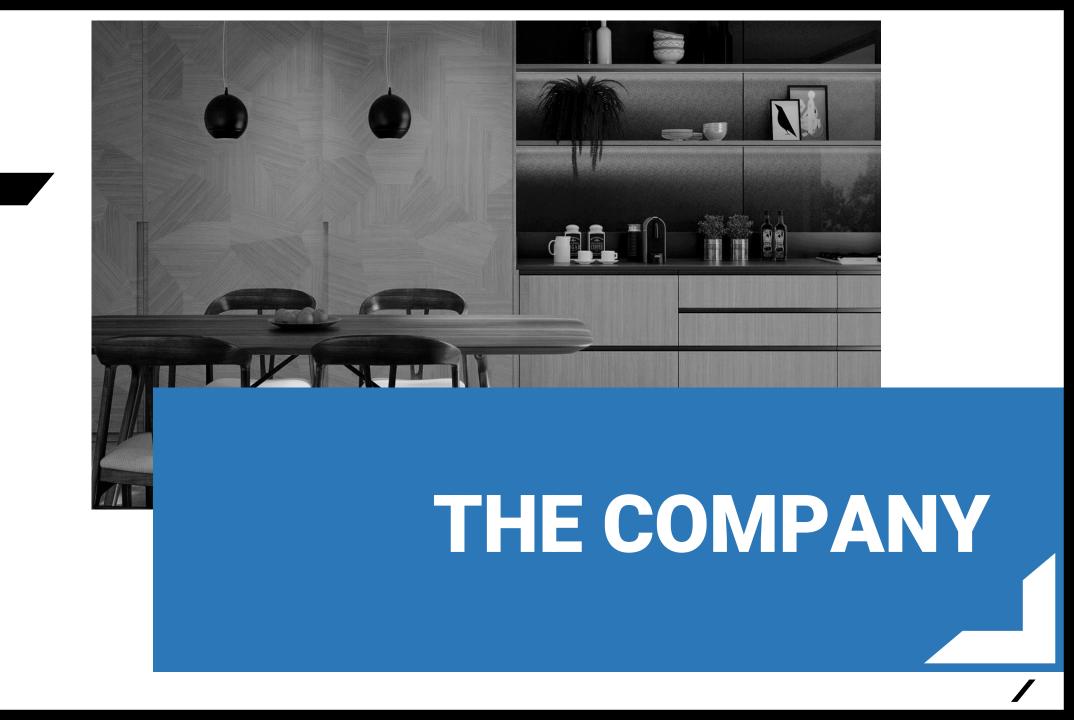
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DEXCO WHO ARE WE

71 years of history, listed since 1951 on the stock Exchange market

+14 Thousand employees

19 industrial units, 3 in Colombia, 5 forest units and 2 joint ventures

Leader in the market where it operates

WOOD



PANELS AND FORESTS Duratex Durafloor

 Production and sale of MDP and MDF and laminated and vinyl panels



DISSOLVING WOOD PULP



■ Joint venture set up with Lenzing AG, for the production of Dissolving Wood Pulp

FINISHINGS FOR CONSTRUCTION & HOME IMPROVEMENT



METALS & SANITARY WARE

реса нуdra

 Production and sale of metals, sanitary ware and electric showers



TILES

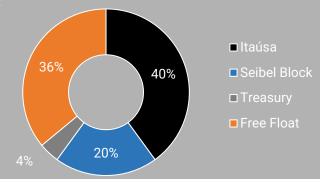
ceusa po<u>rtinari castelatto</u>

Production and sale of ceramic and cement tiling

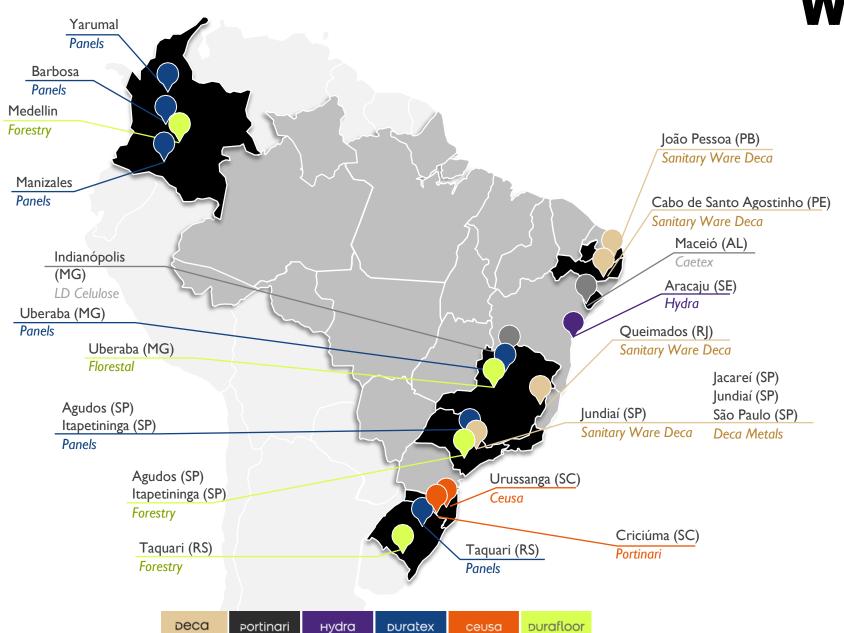
CORPORATE GOVERNANCE

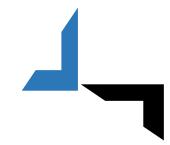
- Dividend policy requiring minimum distribution of 30% of adjusted net earnings;
- 30% of independent members on the Board Directors:.
- Senior board members can not hold an executive position within the Company;
- 6 executive comittees
- Risk management, Compliance, Audit an Ombudsman Departments:

Shareholders Structure



Where are we





Strategic Development

Growth Cycle

Boom in demand

Increase in market share

Geographical and product diversification

Economy expanding

2007 _____ to 2014

Cultural Transformation

Straategic review of the **Dexco** culture

Rejuvenated culture ready to face **new challenges**

High performance teams

Active and engaged leadership

Economic Crisis

2016-

2017-

Management Excellence

Dexco Management System (SGD)

2015

Zero Based Budgeting

EVA as performance metric

The New December

The New Dexco

The New Proposal: Solutions For Better Living

Dexco 2025

Client as center of strategy

Welcome: **Ceusa** and **Viva Decora**

Asset Management

Sale of land and forestry assets

Sale of the **Hardboard business**

Closure of Botucatu unit and reopening of Itapetininga unit

Unification of shower operations with the closure of Tubarão/SC unit

Strategy Translated into Numbers

Partial shutdown of industrial units in the 1H20

Market share gain with the demand resumption

Industries operating in **full capacity** in the end of the year

Record Results

First Integrated Reporting

Launch of **Deca's marketplace**

2018 2019

Economy

Recovery

Company in Transformation **COVID-19 Pandemic**

Aquisition of Cecrisa

Closure of São Leopoldo/RS (Louças) and Santa Luzia/MG (Cecrisa) units

Approval of the **creation of the joint venture LD Celulose** to produce dissolving wood pulp

Sale of land and forestry assets

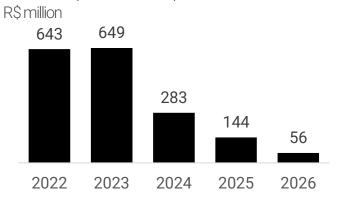
New Cycle of Investments 2021-2025

Looking for the Future

~R\$ 2.1 Bi invested

Focus on high return projects

EXPECTED TIMELINE CAPEX(PROJECTS)





Focus on improving the mix and productivity gains

PANELS AND FORESTS

Factory Debottlenecking

+10% capacity

MIX

+45% capacity

Forestry Base

Expansion to the Northeast region

+R\$500 million

METALS AND SAN. WARE

Capacity & MIX (Metals)

+35% capacity

Capacity and Automation

(Sanitary Ware)

+R\$750 million

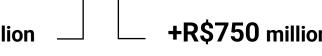
TILES

New Factory

+35% capacity

Factory Modernization

+R\$620 million



DX ventures **CORPORATE VENTURE CAPITAL**

Investment fund for start-ups and scale-ups, addressing the business environment of renovations and constructions

urbem

noah building design



Construction in the Industrial. Residential, Hospital and Building segments

Investment: R\$ 74 million (jan/22) Participation: 13%

Construction company that aims to use engineered wood in sustainable premium buildings Investment: R\$ 30 million (sep/21)Participation: 24%

Development of customized and Construction company commercial ventures Investment: R\$ 15 million (nov/21)

consulting Investment: R\$ 123 million (dec/2021) Participation: ~10%

offering materials and

New sustainability strategy

2020 2021

Development of the Strategic Framework



CONSUMER ENVIRONMENT



COMPANY ENVIRONMENT

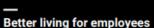


SOCIETY ENVIRONMENT



Comfort and experience

Promote comfortable experiences in environments, through a portfolio of solutions that seek the perfect balance between form and function.



Promote diversity, development and better living for our employees in the work environment.

Promote conscious renovation

Facilitate access and improve the renovation experience, promoting better living for the whole society



Eco-efficient solutions

Offer sustainable solutions in the use of water, energy and materials, contributing to conscious consumption along the value chain.

Positive carbon footprint

Ensure that the company has a positive carbon footprint by using materials and inputs efficiently in operations and developing the value chain and local communities.

Low impact construction and renovation

Develop products and services that contribute in a sustainable way to the new construction methods.



Health in environments

Spearhead solutions that contribute to safety, maintenance, prevention and promotion of health in the environments where we live.

Conscious management

Drive sustainable and innovative practices in forest management, industrial asset management, and health and safety.

Influencer engagement

Engage and influence professionals from civil construction, renovation, decoration and furniture industry.

Roll out

STRATEGIC COMMITMENTS

TO FACILITATE THE BUILDING AND REFURBISHMENT JOURNEY

TO ENSURE SUSTAINABLE GROWTH, MAINTAINING POSITIVE CARBON **BALANCE**

TO PROMOTE HEALTH AND WELL-BEING IN THE ENVIRONMENTS

2022

Dissemination and Tracking

CRITICAL ANALYSIS

Consolidation and periodic reporting of the status of targets at forums such as the ESG Commission, and the Executive and Sustainability Committees.

MANAGEMENT TOOL

Online platform with dashboard that centralizes the management system.

DISCLOSURE

Disclosure Book for the New Sustainability Strategy and Integrated Annual report.



Dexco

A company focused on...

... cash generation, while maximizing shareholder value

Remuneration of executives based on cash generation and EVA

... sustainable growth

Organic and inorganic growth within our Way of Being and Doing

... innovation and digitalization

As a way to simplify our processes and leverage our sales channels

... strategic assets

Optimization of current assets and productive management with strategic partners

... client solutions

One-stop shop, complete experiences and environments

Strategic Pillars



People

People are our strength



Results

Sustainable high performance



Processes

We work well, simply and safely



Client

We are the best choice





BUSINESS UNITS



Portfolio – Wood Panels

purafloor puratex



MDP

Uncoated MDP, with applications in the furniture and real estate sectors



Madeplac LP¹

Coated MDP, standard and textured



55% of the capacity in coated wood panels



MDF

Uncoated MDF, with applications in the furniture sector



Madefibra LP¹

Heavy-duty, coated MDF, standard and textured



Low use of formaldehyde



Durafloor

Laminated wooden floor coverings and vinyl floor coverings made from PVC 100% recyclable



High-gloss LP¹

Coated MDF, with different degrees of gloss finish



Market benchmark in design

¹ Low pressure: production process for coating wood panels.

How about knowing more about Duratex products?

Click on the links below and check out our content



Origin of the Wood



MDP and MDF Production



Panels Finishing



Evolution of Wooden Furniture

Sector Environment Wood Panels

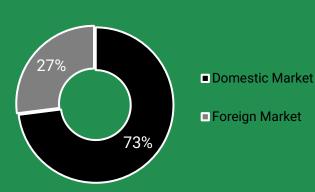
Main Association: IBÁ (Indústria Brasileira de Árvores)

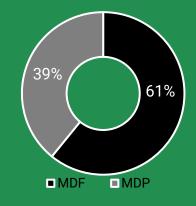
Main indicators:

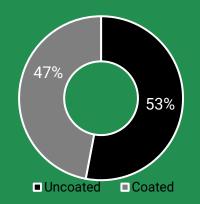
- Brazilian GDP
- GDP -Civil Construction
- Consumer Confidence

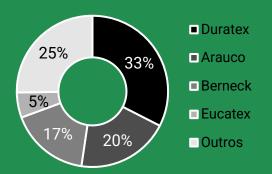


Final Destination Volume by type¹ Capacity Share Brazil²









Operational Data Wood Panels

Verticalized production with more than **140k ha** of forestry base



Annual production capacity (m³)

- MDP Brazil: ~1.7 million
- MDF Brazil: ~1.8 million
- Colombia: ~0.3 million

4 Indutrial Units - Brazil

- · Agudos (SP): MDF and Durafloor
- Itapetininga(SP): MDF and MDP
- Uberaba (MG): MDF and MDP
- Taquari (RS): MDP

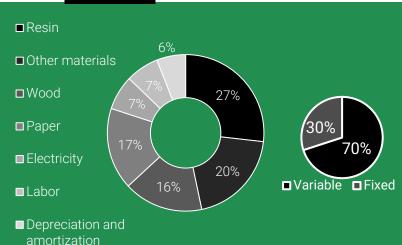
Capacity Share Brazil (2020)

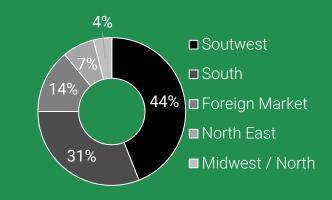
- MDP: 39%
- MDF: 28%

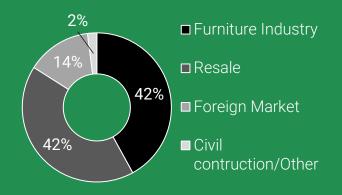
Cost Breakdown (%)

Net Revenue Geographic Breakdown(%)

Sales Breakdown by Industry (%)







Dexco

StrategicPillars

To be among the companies with the best forest products in the world, promoting sustainable growth and unquestionably leading the panel markets, Brazil and Colombia



To lead the game

Lower Costs
Integration of the Chain
Judicious capital allocation

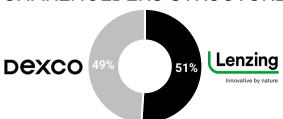
To change the rules of the game

Preferred brand and differentiated products Leverage competitive essentials and diversify

Dissolving Wood Pulp Unit

Creation of a JV to supply Lenzing's demand for DWP

SHAREHOLDERS STRUCTURE



INVESTMENT OF AROUND



USD 1.4 BILLION



PRODUCTION VOLUME OF 500 Thousand ton/year, with a debottlenecking capacity of +10%



Generation of **CLEAN ENERGY**, with 95 mw for sale



START OF OPERATION IN APRIL/2022, with expectation to end 2022 close to full capacity



Long-term average price **DWP USD ~900/ton**



Production cash cost
USD ~300/ton (freight China)





PRODUCTION CHAIN



pexco

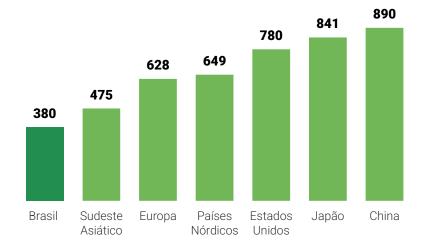
Sector Environment Dissolving Wood Pulp

Global Insights



Cash cost per Region

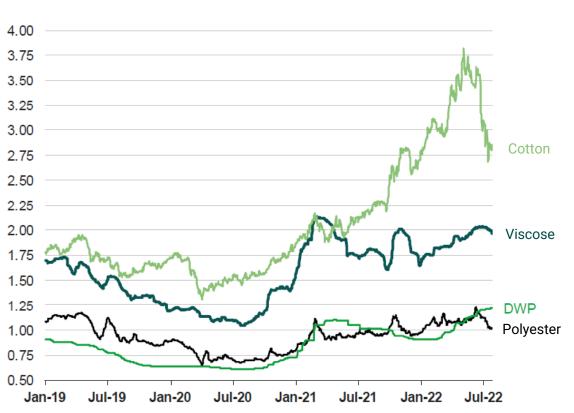
US\$/ton



- Cash cost of production a differential for the project, being one of the most competitive in Brazil;
- Prices of DWP China at high levels, with good prospects in the medium term.

Price of fibers/China

US\$/kg, excl. VAT





Deca Portinari ceusa Hydra castelatto

FINISHES FOR CIVIL CONSTRUCTION

Portfolio - Metals and Sanitary Ware

Deca нуdra



Sinks

Applications in comercial and residencial kitchas and bathrooms (Inox sink, "Brutalistas")



Sanitary Ware ("SW")

Applications in comercial and residential bathrooms



Electric Products

Electric taps and showers for bathrooms and kitchens



Valves

Used to activate the water systems of the sanitary basin



Metals

Wide range of tap and shower heads for bathrooms and kitchens



Accessories

Towel racks, soap dishes, among others



~40% of Metals Market Share¹



~40% of Sanitary
Wares Market Share¹



~20% of Showers Market Share¹

How about knowing more about Metals and San. Ware products?

Click on the links below and check out our content



Casacor 2021



Institutional Plant



Kitchen Sinks



Sector Environment

Metals and Sanitary Ware

Main Association: ABRAMAT (Associação Brasileira de Materiais de Construção)

Main Indicators:

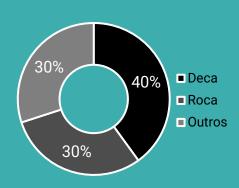
- Brazilian GDP
- GDP Civil Construction
- Consumer Confidence
- New Constructions
- Resale Civil Construction

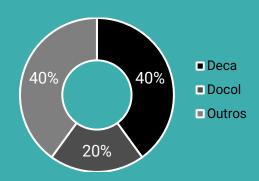


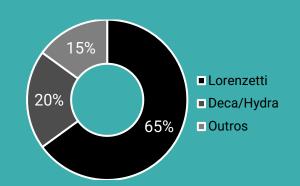
Market Share Metals (% Revenue)¹

Market Share San. Ware (% Revenue)1

Market Share Showers(% Revenue)¹







Operational Data Metals and San. Ware



Metals

3 Industrial Units

- São Paulo (SP)
- Jacareí (SP)
- Jundiaí (SP)

Annual production Capacity (units)

- San. Ware: ~11 millions
- Metals: ~ 22 millions
- Showers: ~ 12 millions

Sanitary Ware

4 Industrial Units

- Jundiaí (SP)
- Queimados (RJ)
- João Pessoa (PB)
- Cabo de Santo Agostinho (PB)

Showers

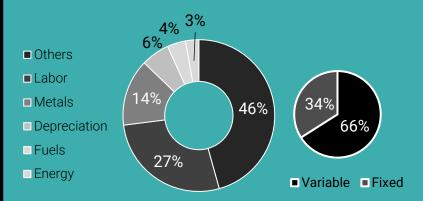
1 Industrial Unit

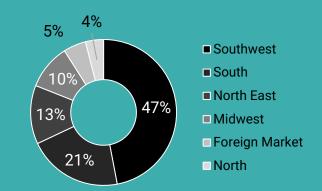
Aracaju (SE)

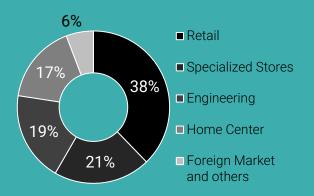
Cost Breakdown (%)

Net Revenue Geographic Breakdown (%)

Sales Breakdown By Industry







Portfolio - Tiles

portinari ceusa castelatto

Product Differentials











Polished Porcelain Tiles

Applications in drier environments such as living rooms, corridors and bedrooms





Tiles

Wide range of applications for wet or dry environments







Roof Tiles

Wide range of applications with high durability and lifetime, preserving characteristics over time

Special Finishings

Wide range of applications with exclusive designs using 3D technology



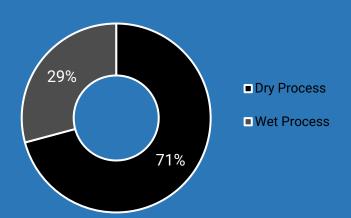


Sector Environment

Tiles

Main Association: ANFACER (Associação Nacional dos Fabricantes de Revestimentos Cerâmicos)

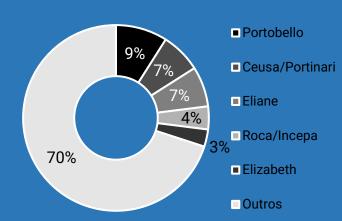
Production By Type (%)

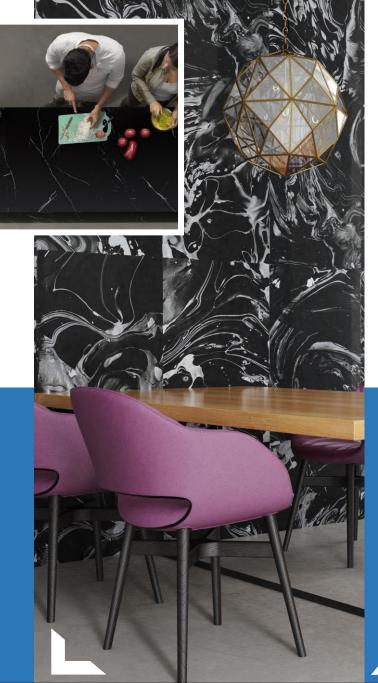


Main Indicators:

- Brazilian GDP
- GDP Civil Construction
- Consumer Confidence
- New Constructions
- Resale Civil Construction

Market Share (% Revenue)¹





Operational Data **Tiles**

4 Industrial Units

- 2 in Urussanga/SC
- 2 in Criciúma/SC

Annual Production Capacity

• 31 million of m²/year

Capacity Share

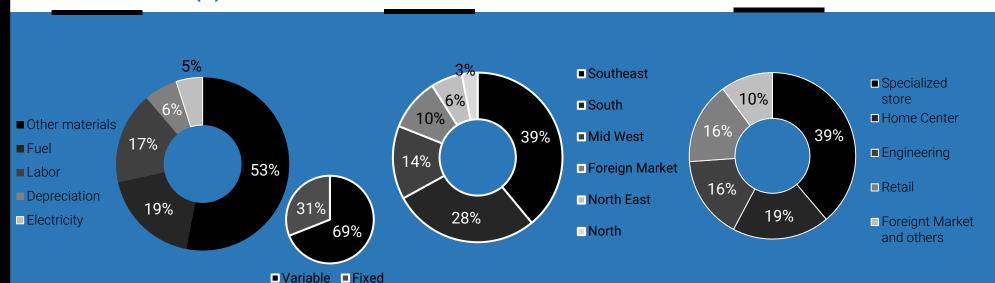
• 3%

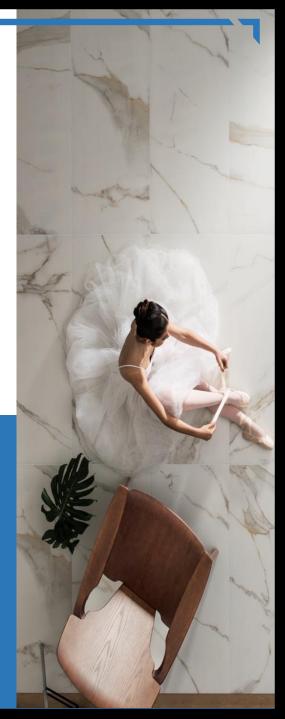
Product Differentials

- Monotone
- Mono-caliber
- Dry Joint Fitting

Cost Breakdown (%)

Net Revenue Geographic Breakdown (%) Sales Breakdown By Industry





STRATEGIC PILLARS

FINISHES FOR CIVIL CONSTRUCTION

METALS

TILES

SANITARY WARES

CASTELATTO

HYDRA

LEVEL OF SERVICE



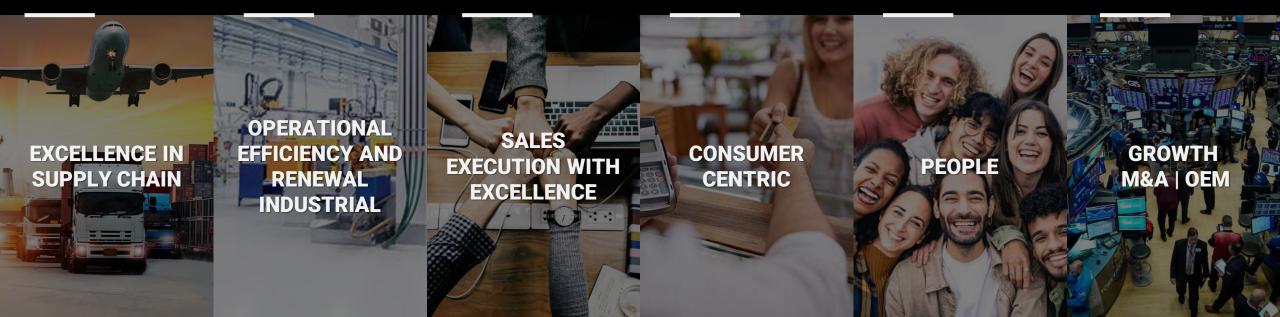










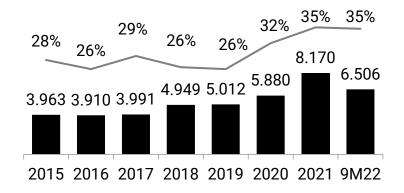


FINANCIAL INFORMATION

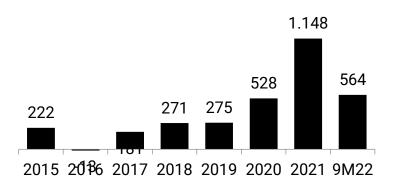


Consolidated Results

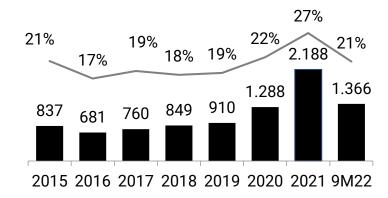
Net Revenue and Gross Margin

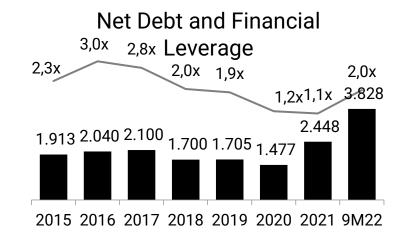


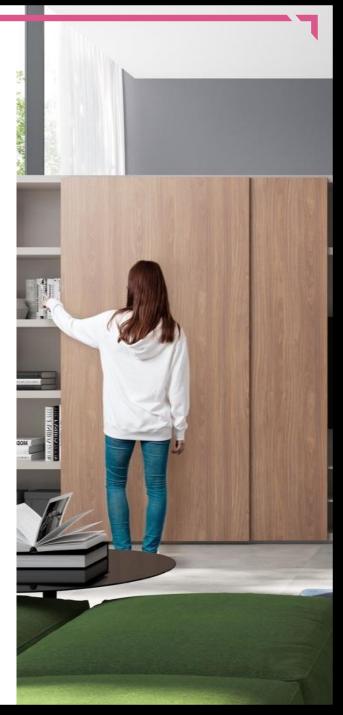
Recurring Net Income



Recurring EBITDA and EBITDA Margin



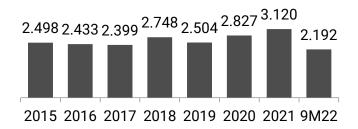




Business Units Results

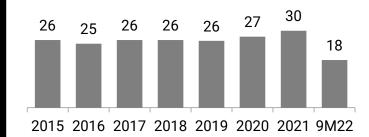
Wood Panels

Volume (`000 m³)

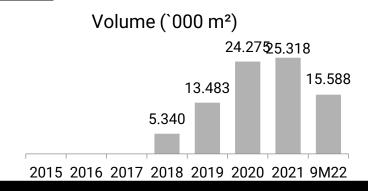


Metal and Sanitary Ware

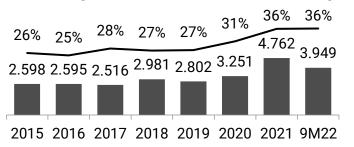
Volume (millions of itens)



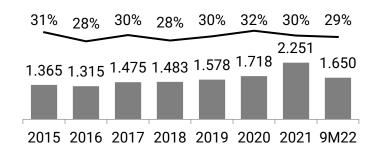
Tile



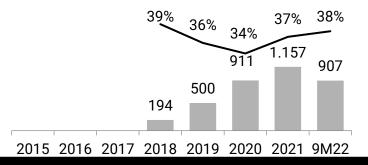
Recurring Net Revenue and Gross Margin



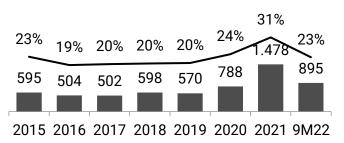
Recurring Net Revenue and Gross Margin



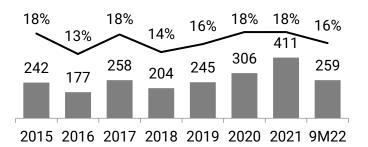
Recurring Net Revenue and Gross Margin



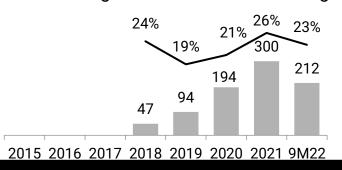
Recurring EBITDA and EBITDA Margin



Recurring EBITDA and EBITDA Margin



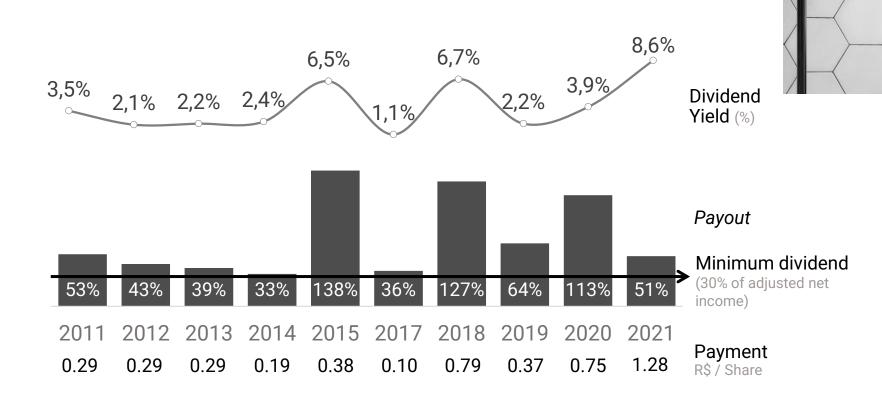
Recurring EBITDA and EBITDA Margin



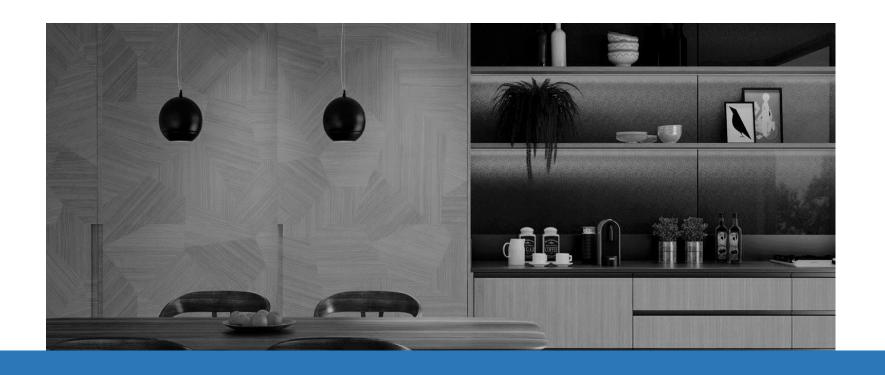
Dividends Policy¹

Payments at least once per fiscal year.





¹ In 2016, no disbursements was made regarding dividends and interest on capital



QUARTERLY RESULTS

3Q22

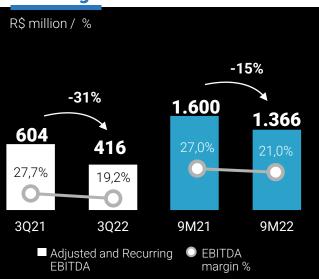
Highlights 3Q22

Adjusted & Recurring EBITDA of **R\$1.365M** in 9M22, despite the deteriorating macro scenario

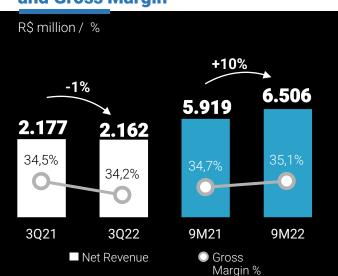


- Shrinking market impacted results, especially for Sanitary Ware and Tiles;
- Price and mix adjustments maintained Revenue levels;
- EBITDA of R\$ 416 million in 3Q22, under strong cost and volume pressures;
- Positive pre-operating results for LD Celulose, with an EBITDA of USD 23 million in 3Q22 and USD 12 million in 9M22, which are not reflected in the numbers below.

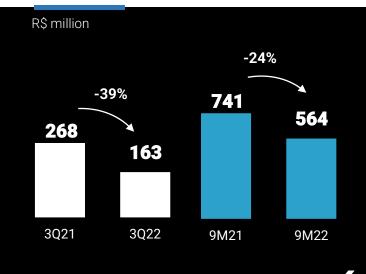
Adjusted and Recurring EBITDA and Margin



Recurring Net Revenue and Gross Margin



Recurring Net Income



Cash Flow 3Q22

Working Capital /Net Revenue remains at low levels (~16%)

- Replacement of inventory to support service levels in the face of the market scenario;
- Sustaining Capex focused on rebuilding forestry assets;

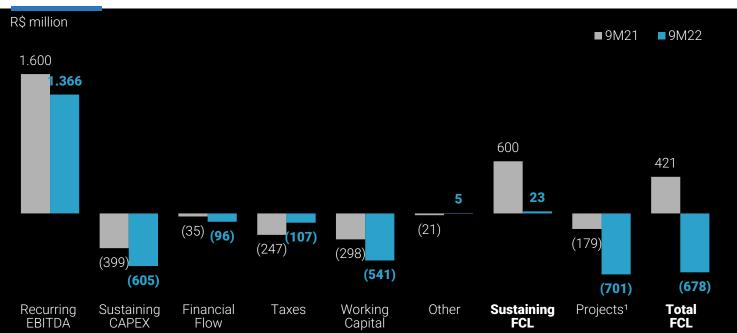
Days

Confirmation of investment in projects in 9M22, with:

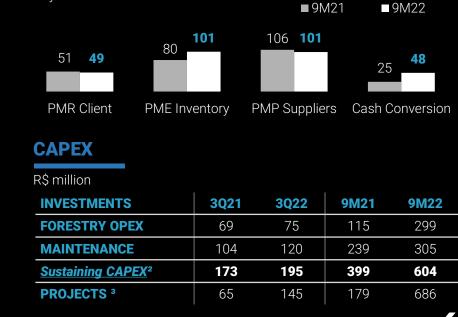


- R\$ 169 million: New ceramic tiles unit in São Paulo;
- R\$ 94 million: Projects driving productivity, improvements to the mix and Deca automation;
- R\$ 76 million: Improvements to the panels mix, factory debottlenecking and forestry expansion.

Free Cash Flow YTD



Cash Conversion Cycle



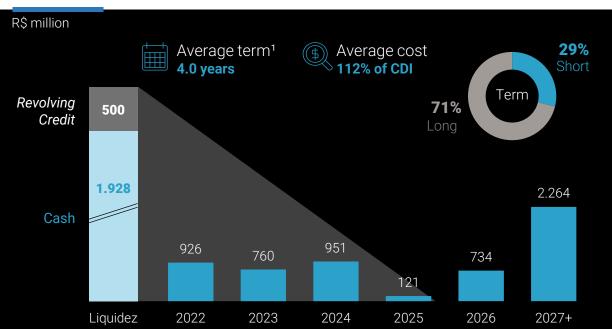
Corporate Debt 3Q22

Leverage at 2.0x - at healthy levels for the operation

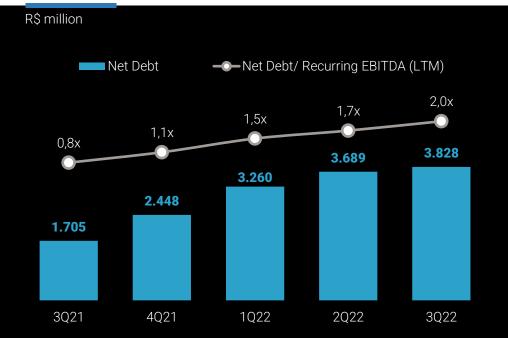
- Increase in leverage arising from investment in projects;
- Renewal of revolving credit facility to the amount of R\$ 500 million, available for drawdown over the next 12 months
- Significant impact on financial costs arising from the increase in interest rates vs. 2021.



Amortization Timeline



Financial Leverage



34



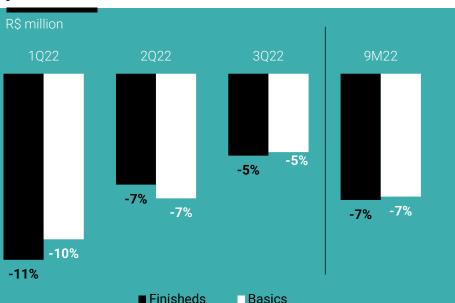
Deca Portinari ceusa Hydra castelatto

Sector Environment Metals and Sanitary Ware

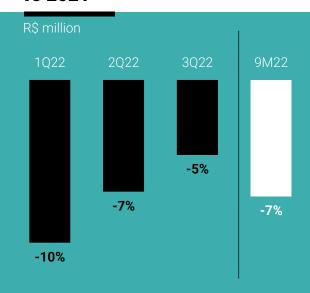
ABRAMAT data

- Industry revenue has been declining since the beginning of the year.;
- Positive trend for 4Q22.

Gross deflated revenue by type of product vs 2021¹



Construction materials revenues vs 2021¹



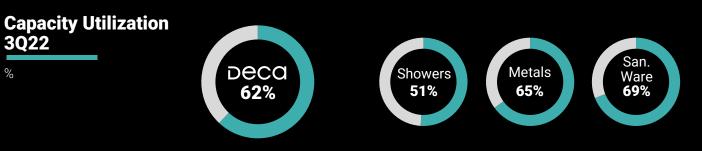


Results

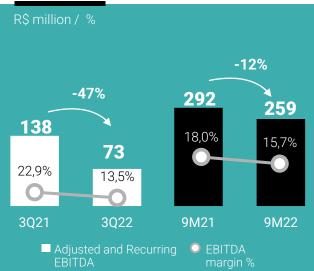
Metals & San. Ware-

- Deterioration of the market led to a drop in both quarterly and 9M22 sales;
- Increase in unit revenue of 18% in 3Q22, and of 25% in 9M22, with an improvement in the mix and price adjustments;
 - Adjusted and Recurring EBITDA of R\$ 73 million;

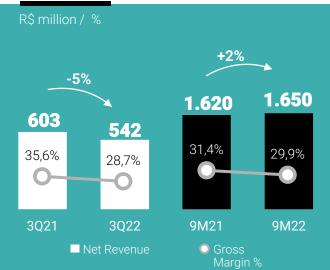




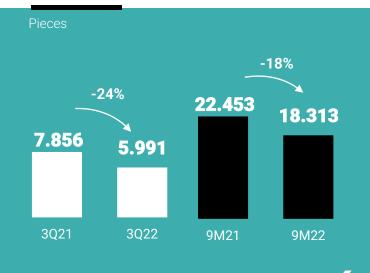
Adjusted and Recurring EBITDA and Margin



Pro Forma Recurring Net Revenue and Gross Margin



Volume



Sector Environment **Tiles**

ANFACER data

- Fall in the factory utilization rates as sales volumes have cooled;
- Drop off in results in September, with little sign of an upturn, according to data provided by ABRAMAT.

-14%

-17%

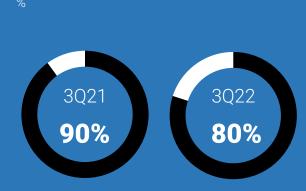
Sales volumes for the Ceramic Tiles industry v 2021¹

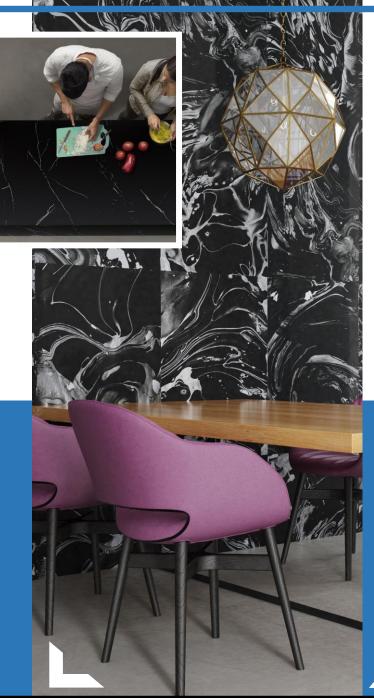
-15%

Jul/22 Aug/22 Sep/22 3Q22 9M22

-19%

Capacity utilization





-18%

Results **Tiles**

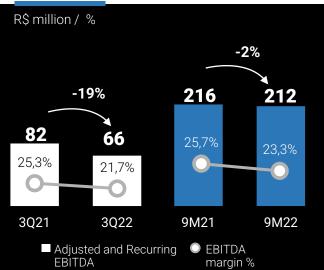


- More challenging market hurting sales in both the quarter and year;
- Implementation of price adjustments compensating for increase in the cost of natural gas, with gains in gross margin;
- Adjusted and Recurring EBITDA of R\$ 66.3 million in 3Q22, with a margin of 21.7%.

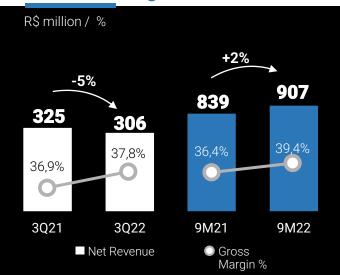
Capacity Utilization 3Q22



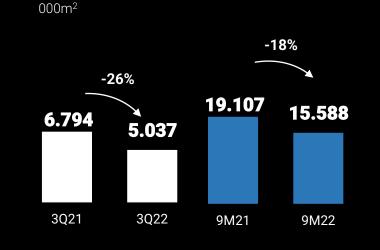
Adjusted and Recurring EBITDA and Margin



Pro Forma Recurring Net Revenue and Gross Margin



Volume



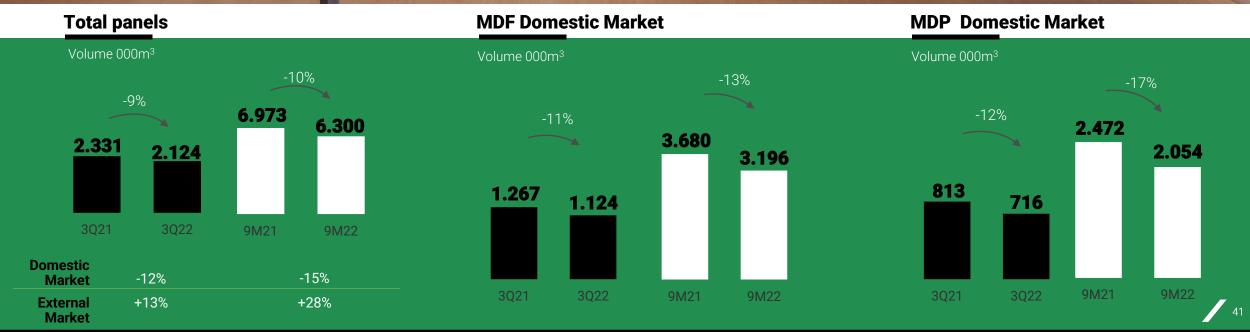


Sector Environment Wood Panels

IBÁ data

- Market saw a fall in relation to 2Q22, highlighting an even more challenging demand scenario
- Slight drop off in the sector's capacity utilization.

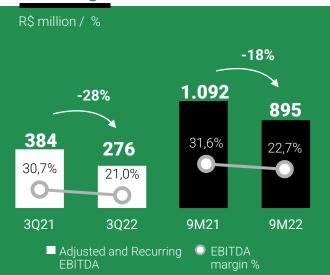




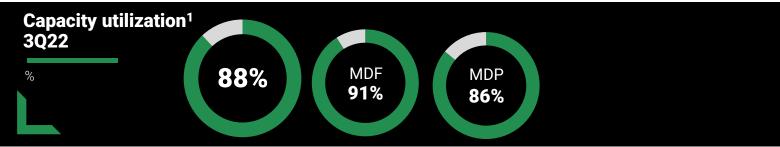
Results **Wood**



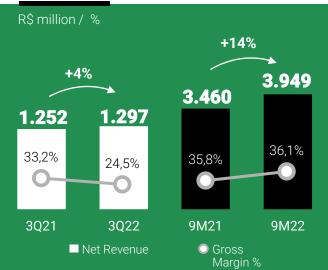
Adjusted and Recurring EBITDA and Margin



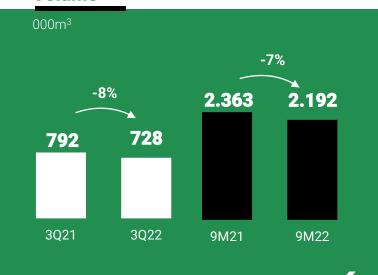
- Maintenance of volume, with a strong presence in the domestic market and evolution in the foreign market;
- Inflationary pressure, FX and shipping costs impacted margins during the period;
- Adjusted and Recurring EBITDA of R\$ 276 million in the quarter, an increase of 6% versus 2Q22.



Recurring Net Revenue and Gross Margin Pro Forma



Volume



Results Dissolving Wood Pulp:

3Q22 with a pre-operating result, before becoming operational in 4Q22

Volumes sold: 45k tons in 3Q22;

Quality levels exceeding initial expectations;

 Costs under pressure from high cost of chemicals and the ramp up process;

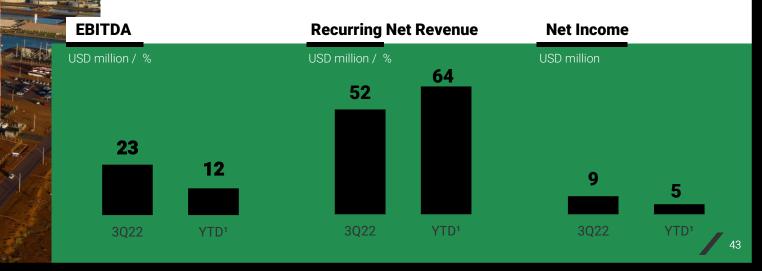
Results reflect 100% of the operation, equity equivalence (49%) of R\$ 15.3 million in 3Q22

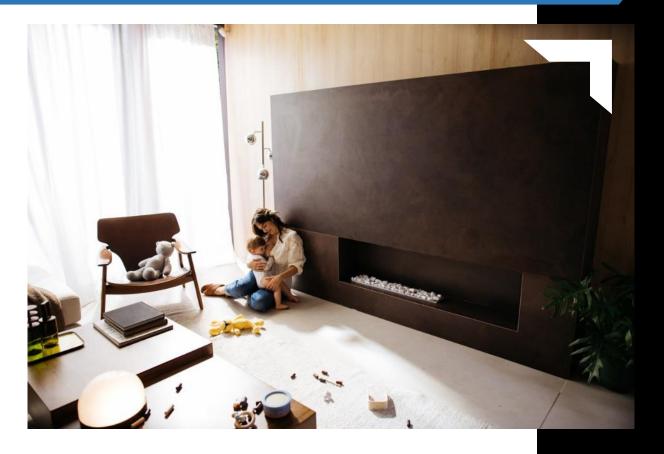
VOLUME OF PRODUCTION

500k tons / year, with potential debottlenecking of +10% in the medium term

Ramp up expected to reach **Full Capacity** later this year

Generation of **CLEAN ENERGY**, with surplus to sell to the market





Dexco

peca portinari Hydra Duratex castelatto ceusa Durafloor

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Henrique Haddad - VP de Adm., Finanças e RI

Natasha Utescher - Gerente de RI

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