

## DISCLAIMER

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Dexco does not offer any assurances or guarantees regarding the fulfilment of expectations described.

## We are Dexco

## More than 70 years of history

listed since 1951 on the Stock Exchange

> **DXCO B3** LISTED NM

#### Wood

Production and sale of MDP and MDF panels, laminate and vinyl flooring.

**puratex** purafloor



## **Finishings for** Construction

Production and sale of Metals and Sanitary Ware for Bathroom, Toilet, Kitchens and Outdoor Area. as well as Ceramic Tiles and Architectural Concrete

peca

нуdra

ceusa

portinari

castelatto

## Forestry<sup>1</sup>

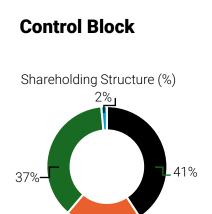
132 thousand hectares

187 thousand total

## **Dissolving Wood Pulp**



Joint Venture created with Lenzing AG, for the production of Dissolving Pulp



## ~12 thousand

employees



Added to the operations in Brazil and Colombia

- Dividend policy guaranteeing a minimum payout of 30% of Adjusted Net Income;
- No member of the board holds or may hold an executive position in the Company;
- 1/3 (one third) of independent members on the Board of Directors.

## **Sustainability** Strategy 2025

Public commitments to environmental, social and corporate governance practices.

22 manufacturing and forestry units

in Brazil and Colombia



■ Itaúsa

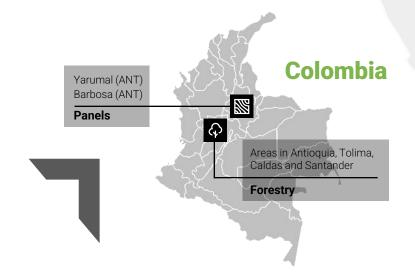
Free Float

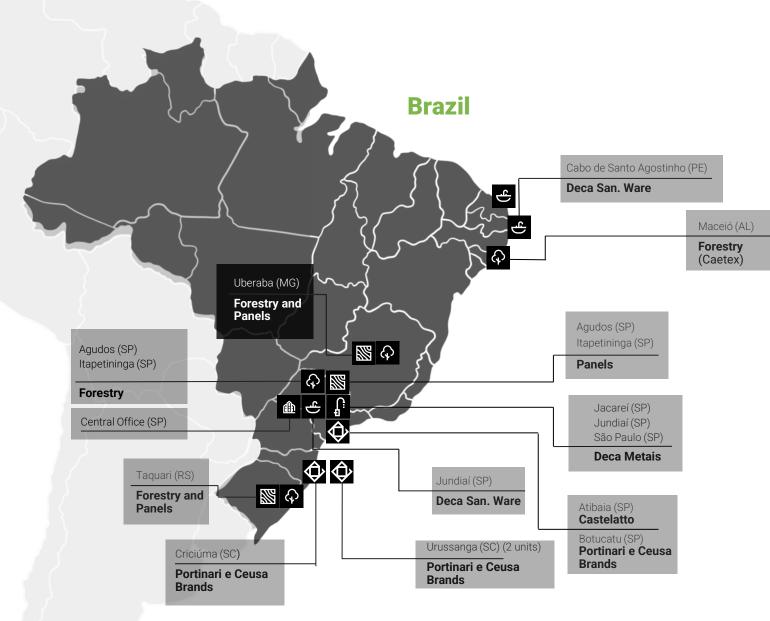


Seibel Block

Treasury

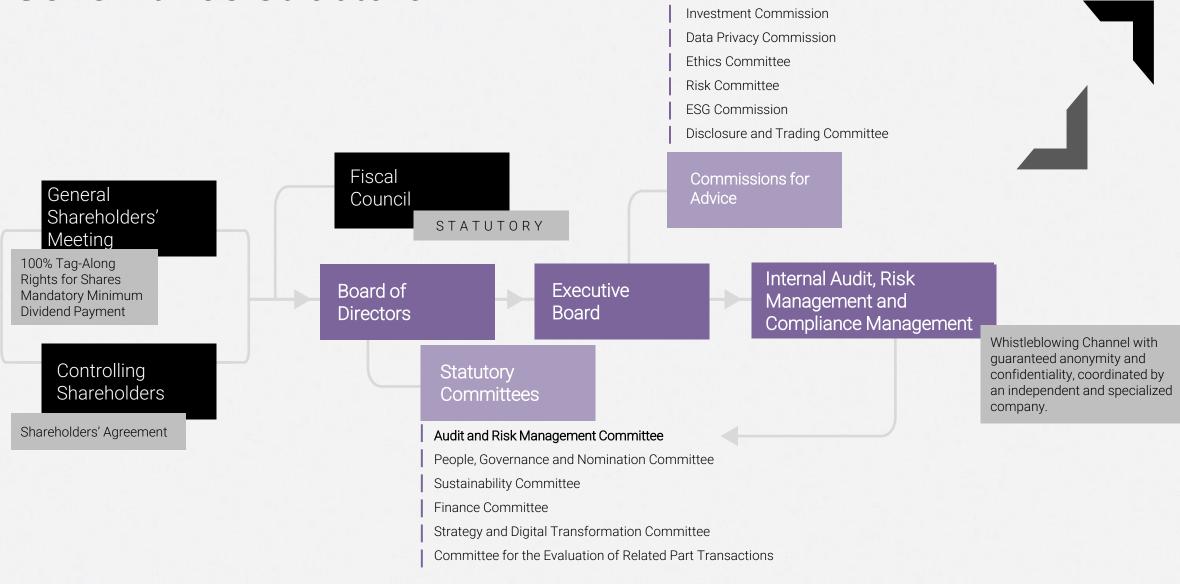
Where are we?







## **Governance** Structure





## Our **History**

Where do we come from



- Pioneering: Sheets, MDF, MDP, Metals
- Market Leadership
- Reputation: Quality and Solidity
- Merger with SATIPEL

Succession and growth plans



- Acquisition of Colombia Unit
- New Shareholder Culture and Beginning of Cultural Transformation
- Entry into the Electric Shower Business
- Closure of operations in Argentina
- Growth of panel operations
- Implementation of a Robust Management System (Duratex Management System)

Moments of Crisis and transformations



- New purpose: Solutions for Better Living
- Consolidation in the electric shower business
- The universe of startups and the acquisition of Viva Decora
- The 3rd Business: Ceramic Tiles and acquisition of Ceusa
- First publication of commitments related to Sustainability

Cultural and financial challenges



- Sale of fibreboard and forestry assets
- Acquisition of Cecrisa and consolidation in the Ceramic Tiles market
- LD Celulose and the 4th Business: dissolving pulp
- Closure of the Botucatu/SP panel unit and reopening of the Itapetininga/SP unit
- Closure of the Sanity ware unit in São Leopoldo/RS

**Pandemic** 



- Moments of tension with factory closures and lockdown
- Record results and another twist for Dexco's history
- Start of construction of the LD Celulose plant



## Our **History**

Now we are Dexco



Hangover Moments and Business Alternatives



Restructuring: challenges and opportunities



- Corporate rebranding
- A new investment cycle for all the Company's businesses
- DX Ventures and the approach to New Business
- New Sustainability Strategy
- New level of financial results

- Start of operations of LD Celulose
- Portfolio diversification:
   Acquisition of Castelatto
- Closure of the Coating unit in Urussanga/SC (RC3)
- Operational Challenges in Metals, Sanitary Ware and Tiles

- Change in the Executive Committee
- Forest performance sustaining results
- Review of the Sustainability Strategy
- Closure of the Sanity Ware unit in Queimados/RJ and panels in Manizales, Colombia
- Suspension of the Ceramic Tiles operation in Criciúma/SC (RC2)

Preparing for the future

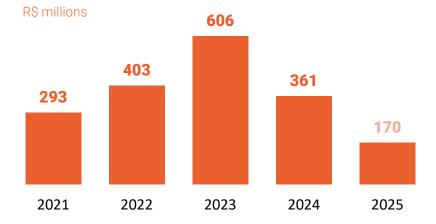
2024

- Casa Dexco: entry into Retail and advancement in the consumer journey
- Conduct of the CEO Succession process by the Board of Directors
- Announcement of the exit from the electric faucets and showers segment
- Wood Division sustaining results
- End of construction of the new Coatings plant in Botucatu (SP), the largest project of the Investment Cycle started in 2021



## Investment Cycle **2021-2025**

## CAPEX TIMELINE (PROJECTS)



## **Investments**

forecasted total

## **R\$ 1.8 bn**

after a reduction of R\$ 700 million in the initial plan, considering gains from negotiation and adaptation of projects to the market scenario

## Ceramic Tiles

New plant in Botucatu (SP), with new technologies, products and factory modernization

## R\$ 0.7 billion

## Metals and Sanitary Ware

Improved product mix with investments in automation and manufacturing innovation

## R\$ 0.5 billion

## Wood

2 lines of panel coatings and factory debottlenecking already implemented, and a forest-based expansion project in the Northeast, still in progress

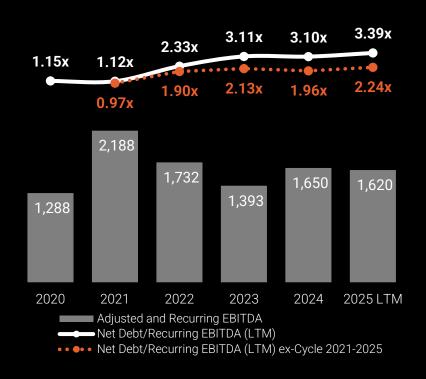
## R\$ 0.4 billion

## Innovation and Retail

Investments in DX Ventures and projects to get closer to the end consumer, such as Casa Dexco

## R\$ 0.3 billion

## Leverage levels impacted by investments made





## Results by **Division**

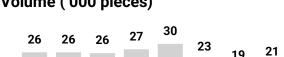
### **Wood Panels**

Volume ('000 m<sup>3</sup>)

#### ls

YTD

### Volume ('000 pieces)



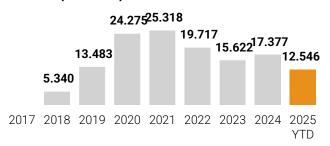
**Metals and Sanitary Ware** 



### **Tiles**

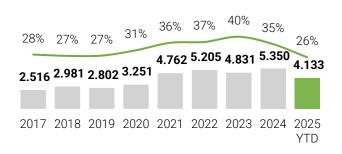
### Volume ('000 m<sup>2</sup>)

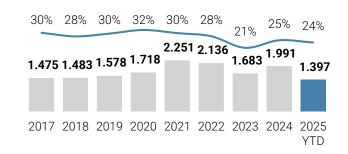
13

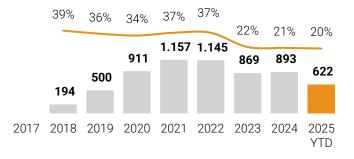


### Recurring Net Revenue and Gross Mg. Pro Forma

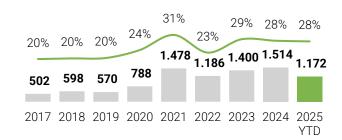
2017 2018 2019 2020 2021 2022 2023 2024 2025

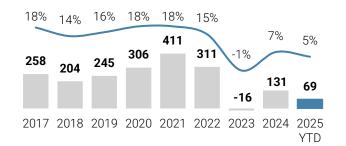


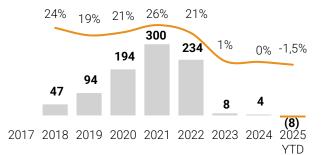




#### **Recurring EBITDA and EBITDA Margin**



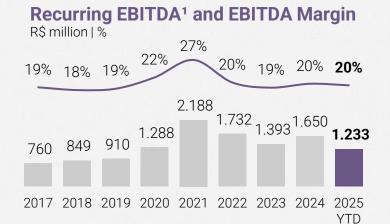




## **Consolidated** Results

## **Recurring Net Revenue and Gross Mg. Pro Forma** R\$ million | %

29% 26% 26% 35% 35% 34% 31% 25% 8.170 8.487 7.383 8.235 6.152 6.152 2017 2018 2019 2020 2021 2022 2023 2024 2025



## Recurring Net Income<sup>1</sup>

R\$ million



## Dividends Policy<sup>2</sup>

Minimum dividend of 30% of Net Income, as defined in the Bylaws.

Payments at least once per fiscal year.



#### **Dividend Yield (%)**

(R\$ / Share) / Quote on the last business day of the year

#### **Payout**

((Gross total earnings distributed \* Total shares extreasury) / Net Profit

Payment R\$ / Share

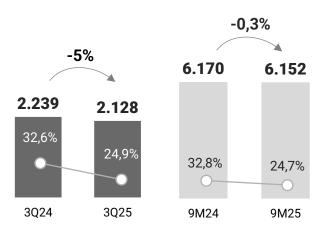


YTD

# Highlights 3Q25 | 9M25

Proo-forma Adjusted & Recurring EBITDA of **R\$1.9 billion for 9M25**, including the 49% of FBITDA from LD Celulose

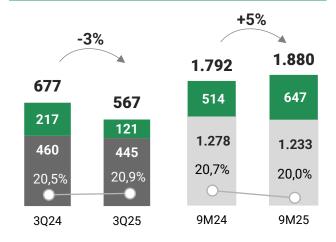
## Rec. Net Revenue & Gross Margin R\$ million / %



O Pro-Forma Gross Margin %

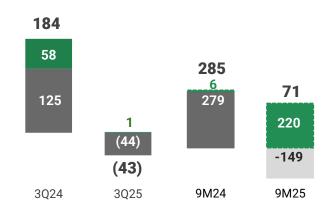
- The Tiles Division was impacted by high inventory levels in the sector and softening prices, factors which put pressure on the quarter's results;
- Improved results for the Metals & Sanitary Ware Division in 3Q25, with gains resulting from a richer product mix, price adjustments, reductions in production costs, and gains in market share across several product lines;
- The Wood Division reported another quarter of solid results, driven by strong demand for panels, but with no forestry trading;
- LD Celulose was impacted by scheduled maintenance, with Recurring EBITDA of R\$248 million for 3Q25, with a margin of 37.8%, of which R\$121.5 million pertained to Dexco;
- Adjusted and Recurring EBITDA of R\$445 million, with a margin of 20.9% for 3Q25, excluding the effects of LD Celulose equity equivalence.

## Adjusted & Recurring EBITDA and Margin R\$ million / %



- Adjusted & Recurring EBITDA
- EBITDA Margin %
- Adjusted & Recurring EBITDA LD Celulose

## Recurring Net Income R\$ million



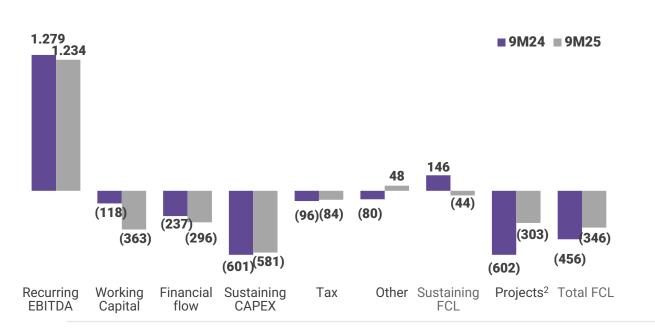
- Adjusted & Recurring Net Income Dexco
- Adjusted & Recurring Net Income LD Celulose

Net Revenue

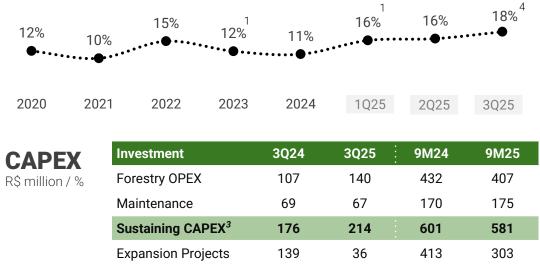
# Cash Flow **3Q25 | 9M25**

- Increase in inventory levels and a temporary suspension of the supplier finance in 2Q25 led to a higher need for working compared to the same period of the previous year;
- High interest rates putting pressure on financial expenses, with a negative impact on the Financial Flow line;
- 50% drop-off in the Expansion Projects line as we approach the end of the 2021-2025 Investment Cycle.

## Free Cash Flow YTD R\$ million



## **Working Capital/Net Revenue %**

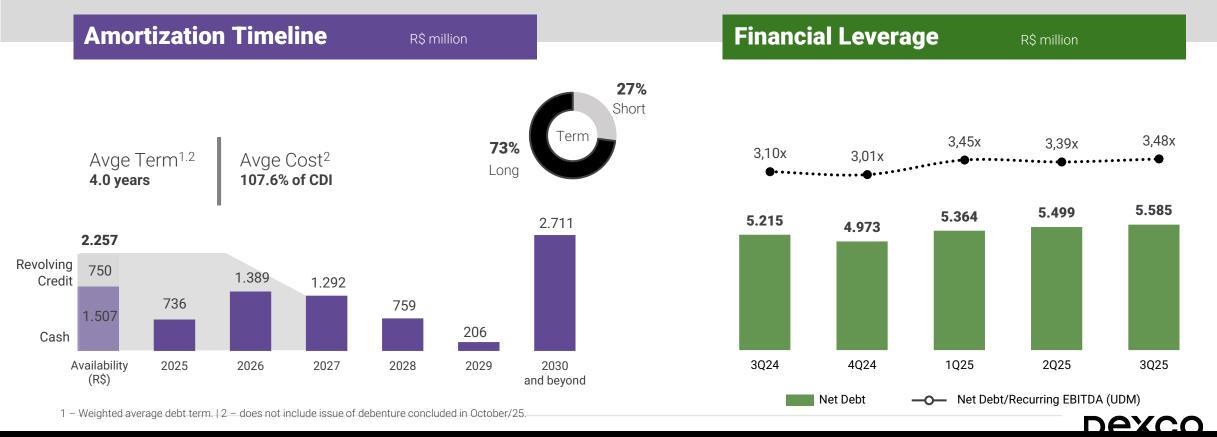


<sup>1 –</sup> Excludes one-off events | 2 – Projects 9S25: R\$105.4 million for modernization, efficiency and factory expansion; R\$69.1 million for DX Ventures; and R\$128.1 million for other projects | 3 – Maintenance, factory modernization and business sustaining. | 4- Figure adjusted for the accounting reclassification of Tax Credits.



# Corporate Debt 3Q25 | 9M25

- Leverage held to the same levels as recent quarters, with liquidity available to meet financial obligations until the end of 2026. The 0.09x increase in leverage is within the expected range, consistent with operational performance and debt management;
- Issue of R\$1.5 billion in debentures, completed on October 24, focused on restructuring the Company's debt, reducing the average cost and extending the amortization timeline;
- Increase in net debt impacted by the end of the 2021-2025 Investment Cycle.





# Deleveraging & Liability Management

Dexco has been implementing a number of short- and medium-term initiatives aimed at reducing leverage and optimizing the Company's debt profile.

## **Deleveraging – ONGOING INITIATIVES:**

- Operations to monetize land and forestry assets;
- Monetization of tax credits;
- Sale of land and potential structures via Sales Lease-Back; and
- Assessment of opportunities related to the Company's portfolio of operational and non-operational assets.

## <u>Liability Management – MEASURES ALREADY TAKEN:</u>

- 3rd Debenture Issue in October 2025, to the value of R\$1.5 billion;
- Average Debt Term extended from 4.0 to 4.3 years, with an average cost of 107.1% of the CDI (Brazilian Interbank Deposit Certificate), a reduction of 0.5 percentage points, a result of optimizing the debt profile;
- Renewal of the revolving credit line to the amount of R\$750 million, with the term extended from 1 to 2 years, enhancing the Company's liquidity and financial flexibility.









## Our Business





## **Wood Panels**

Dexco is a leader in the production of industrialized wood panels in Brazil, offering innovative and sustainable solutions with FSC®1 certified reforestation wood. **Duratex** brand MDF and MDP panels are classified as E1, indicating low formaldehyde emissions.

**Durafloor** is the reference brand in the Brazilian market of laminate and vinyl flooring, produced from reforestation wood certified by FSC® and ensuring low emissions of volatile organic compounds (VOCs), certified by Greenguard Gold.

## PORTFOLIO



**Raw MDP** and **MDP coated** with patterns and textures, made with pressed wood particles, having a more resistant surface when compared to conventional finishes.



**Raw MDF** and **MDF coated** with patterns and texture, made with a composition of shorter fibers, making it more resistant and guarantee of superior finish.



100% recyclable PVC-based **vinyl flooring** and **laminate flooring** composed of HDF, with high resistance to abrasion (scratches, wear), as well as **accessories** (baseboards and finishes).

## **Operational** Data

### Annual production capacity (m<sup>2</sup>)

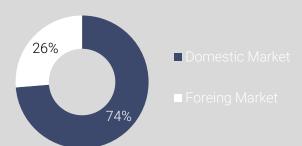
- MDP Brazil: ~1.6 million m³/year
- MDF Brazil: ~1.6 million m³/year
- Colombia: ~0.2 million m³/year

#### **Industrial Units**

#### 4 units in Brazil and 2 in Colombia

- Agudos (SP): MDF and Durafloor
- Itapetininga (SP): MDP and MDF
- Uberaba (MG): MDP and MDF
- Taquari (RS): MDP
- Yarumal (CO): MDP
- Barbosa (CO): MDP and MDF

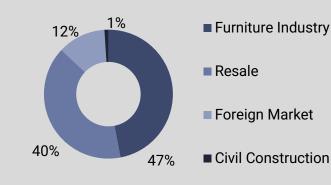
### **Average Volume Allocation 2Q25**



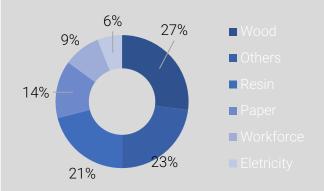
#### Capacity Share<sup>2</sup> Dexco

MDP: 43.9% | MDF: 24.1%

### **3Q25 Sales Segmentation**



#### **3Q25 Cost Breakdown<sup>3</sup>**





License code: FSC-C003088 | 1 - Forest Stewardship Council® | 2 - Estimates calculated by the Dexco Market Intelligence team | 3- The Other category considers costs such as depreciation and amortization, fuel, outsourced activities, inventory, direct tools, freight, general materials, occupation and operation.

## **Forestry**

We are proud to be the first company in South America to obtain FSC® certification for Forest Management. Since 1995, we have had the seal, which demonstrates that our activities related to the practice are environmentally appropriate, socially beneficial and economically viable.

We maintain procedures to assess and mitigate the environmental and social impacts related to the management activities of our planted forests, in order to conserve natural resources and have an increasingly better relationship with the communities where we operate. To learn more about our practices, check out the summary of our Forestry Management Plan below.

### We seek

To provide opportunities for surplus assets and **prioritize margins** 

To carry out operations that monetize forest assets

Ongoing expansion projects while maintaining competitiveness



## **Best Wood Cost**

Post Industry<sup>1</sup>



## 92% of forest areas

FSC certified®2

### We ensure

**Best Average Radius** vs. Its Top Competitors

Forest productivity 52% above the Brazilian average

More than 50 years of genetic improvement program



5 units in Brazil and 1 in Colombia<sup>3</sup>

- Agudos (SP)
- Itapetininga (SP)
- Uberaba (MG)
- Taquari (RS)
- Maceio (AL) CAETEX
- Areas in Antioquia, Tolima, Caldas and Santander (CO)

Total Owned and Leased Areas

НА

areas for planting

176thousand

121thousand

Planted forests + available

BRAZIL

11 thousand

7thousand

COLOMBIA

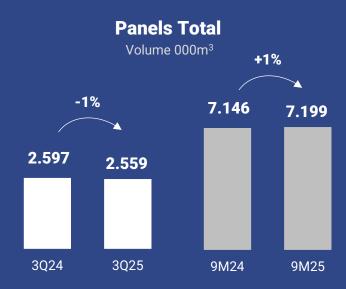


# Sector Environment Wood Panels

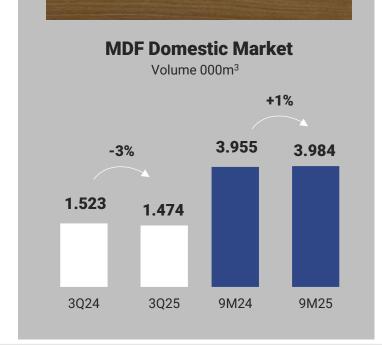
IBÁ data<sup>1</sup>,

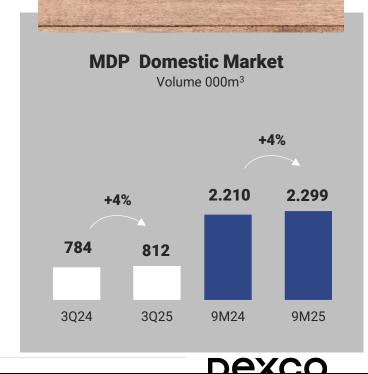
1 - At the end of 2024, the IBÁ revised its volume estimates for non-associated companies, impacting historical data

vs. 2024	3Q25	9M25
Domestic	-1%	+2%
Foreign	-6%	-7%



- Healthy market fundamentals maintained with high levels of capacity utilization;
- Exports remained under pressure, reflecting stronger domestic demand and lower volumes shipped to the United States.

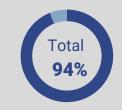




# Results **Wood**

- Sustainable growth in panel sales volumes, with a 5.4% rise over 2Q25, for both MDP and MDF, with strong capacity utilization in 3Q25;
- Capture of price increase announced in the previous quarter and richer product mix in 3Q25 partially offset the lack of forestry trading;
- Adjusted & Recurring EBITDA of R\$394 million in 3Q25, with the EBITDA margin stable at 27.9%, without forestry trading, which demonstrates a strong operating performance and growing profitability of the wood panels business.

## **Capacity Utilization 3Q25**







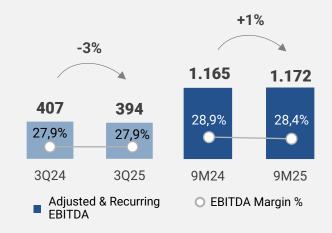
## Volume 000m<sup>3</sup>



Rec. Net Revenue & Gross Margin R\$ million / %



Adjusted & Recurring EBITDA¹ and Margin R\$ million / %



<sup>1 –</sup> The Adjusted & Recurring EBITDA is net of the effects of changes to biological assets..



## **Dissolving Wood Pulp**

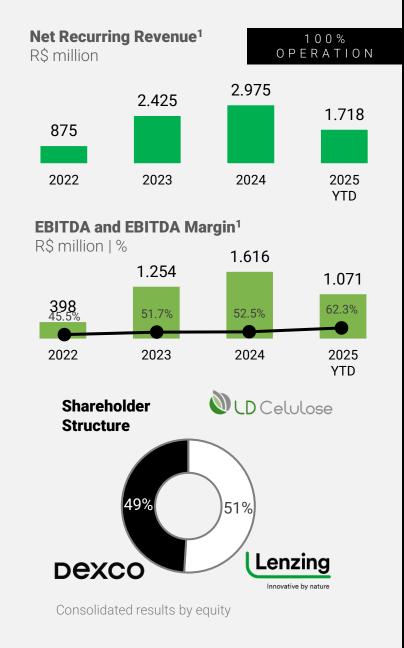
LD Celulose S.A. is a **joint venture for the production of dissolving cellulose**<sup>1</sup>, produced specifically for the manufacture of viscose, modal and lyocell fibers. Unlike pulp intended for paper production, dissolving pulp is a purer product of greater complexity.

**Located in the Triângulo Mineiro**, the factory is located between the municipalities of Indianópolis and Araguari. It also has **1,400 direct jobs** generated by one of the largest pulp mills in the world.



## C O M P E T I T I V E A D V A N T A G E S

- All production purchased by Lenzing<sup>1</sup> and exported to factories in Europe and Asia
- DWP average price ~1,000 USD/ton<sup>2</sup>
   Lower volatility against other commodities
- Dollarized Revenue
   Operating as a natural hedge to Dexco's exposure to the local market
- Installed production capacity of 500 thousand tons/year.
  - In 2024, the nominal installed production capacity was exceeded by ~10%, reaching ~550 thousand tons/year
- Highly integrated production process, with a average distance of wood supply of ~70Km, between the plantations and the factory

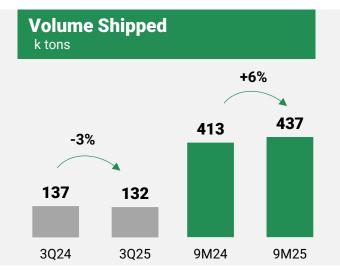




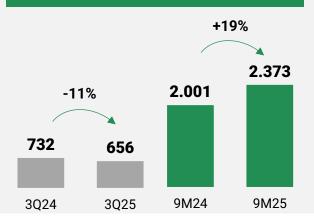
# Results LD Celulose

- Net income decreased year over year, impacted by costs related to the maintenance shutdown, exchange rate fluctuations, and lower international prices for dissolving wood pulp.;
- Adjusted & Recurring EBITDA of R\$248 million, with a margin of 37.8%, reflecting the one-off effects of the maintenance shutdown on the cost per ton of dissolving wood pulp shipped;
- Solid operating performance, with 6% growth in Volumes Shipped for 9M25 YTD versus the same period of the prior year.

#### RESULTS RELATE TO 100% OF THE OPERATION

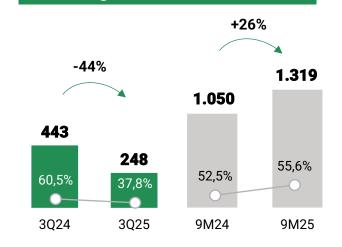


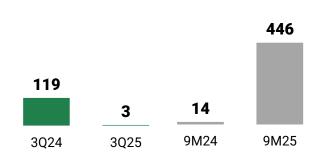
## **Recurring Net Revenue** R\$ million



## Adjusted & Recurring EBITDA and Margin R\$ million / %









## Metals and Sanitary Ware





## Deca Hydra

Leading brand in the production and sale of sinks and toilets, with applications in bathrooms and residential and industrial kitchens, in addition to the production of a wide variety of metal faucets and showers for bathrooms and kitchens, as well as valves and accessories.

## **Operational** Data

#### **Industrial Units**

5 units in Brazil

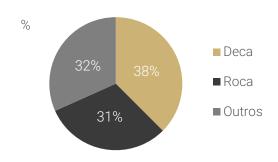
#### **METALS**

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

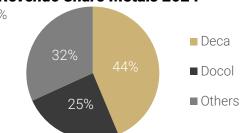
#### SAN, WARE

- Jundiaí (SP)
- Cabo de Sto. Agostinho (PE)

#### Revenue Share San. Wares 20241



### Revenue Share Metals 2024<sup>1</sup>



#### **Production Capacity (Pieces)**

**METALS** 

20.3 million/year

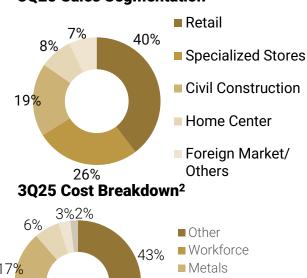
Small and large pieces

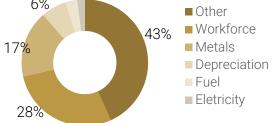
SAN. WARE<sup>3</sup>

## 5.5 million/year

Large pieces

#### 3Q25 Sales Segmentation





Data updated in 3Q24 | 1 - Estimates calculated by the Dexco Market Intelligence team. | 2- The category of Others considers costs such as electricity, fuel, outsourced activities, inventory, direct tools, freight, general materials, occupation, packaging and other inputs. | 3- Considers adjustments after the closure of the Sanity ware unit - PB in July/2025.



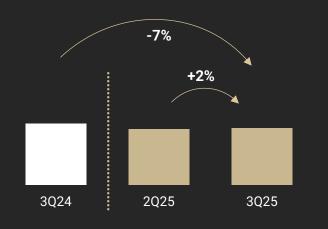


- Quarterly growth in gross revenue, reflecting gradual recovery of the Metals sector. Cost pressures and high inventories in the supply chain still undermining the sector's performance;
- Results for the Sanitary Ware sector improved on both a quarterly and annual comparison, indicating signs of recovery. Basic products segment outperforming the historical average despite the more competitive environment.



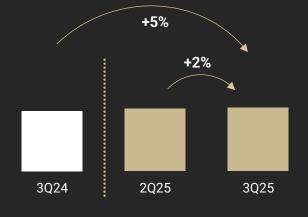
Analysis of Sector Index based on **Gross Revenue** 

Base 100



## **San Ware**

Analysis of Sector Index based on **Gross Revenue**Base 100

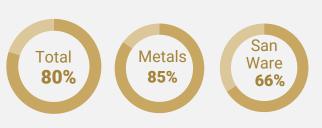


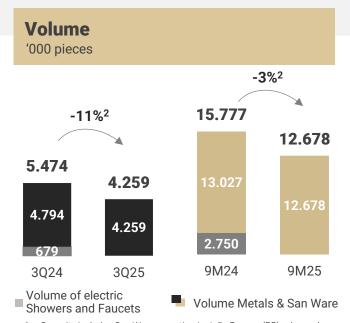
<sup>1 -</sup> From 2Q25, the Company has begun to report sector data based on the analysis of data provided by ASFAMAS (Brazilian Association of Sanitary Ware Materials) together with internal estimates.

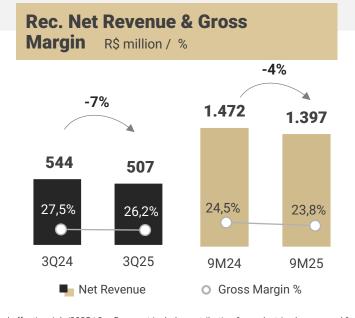
# Results Metals & San Ware

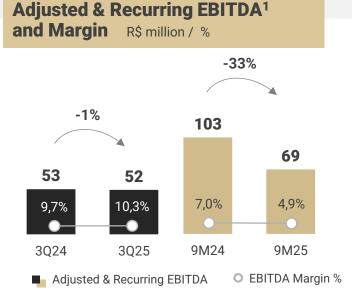
- Strong operating performance for Metals, with a richer mix, driving gains in market share and reinforcing the Company's leadership in a competitive environment;
- Unit Net Revenue grew 20% in 3Q25 and 17% in 9M25, on the back of price increases and prioritization of a richer product mix;
- Optimization of factory utilization in Sanitary Ware contributed to greater profitability for the Division over the quarter;
- Adjusted & Recurring EBITDA of R\$52 million, with margin improvement and significant growth versus 2Q25 (R\$8.6 million), driven by (i) efficiency gains; (ii) factory reorganization; and (iii) price increases that offset the drop-off in volume.

## **Capacity Utilization 3Q25**









1 - Capacity includes San Ware operation in João Pessoa (PB), whose closure was announced effective July/2025 | 2 - Does not include contribution from electric showers and faucets business

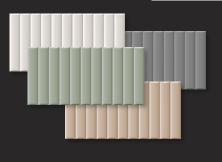




## Tiles

#### PORTFOLIO







Porcelain and Special Tiles

Tiles

**Architectural Concrete** 

#### DIFFERENTIAL



## DRY JOINT

It ensures dimensional uniformity in ceramic and porcelain tiles, ensuring compliance between specification and final product.



## MONOCALIBER

Allows the installation of coatings without spacing, providing visual continuity and sophisticated finish.



## DEEP DESIGN

It combines advanced digital techniques to reproduce textures and effects with high precision, allowing aesthetic customization and conferring exclusivity and uniqueness.

## **Operational**

## Data

#### Industrial Units<sup>1</sup>

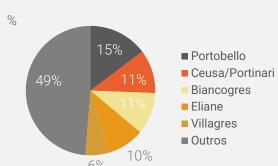
#### 4 active units in Brazil

- Botucatu (SP) NEW FACTORY
- Urussanga (SC)
- Criciúma (SC)
- Atibaia (SP)

### Production Capacity<sup>2</sup> (m<sup>2</sup>)

Ceramic Tiles 29.4 million m²/year Architectural Concrete: 305 thousand m²/year

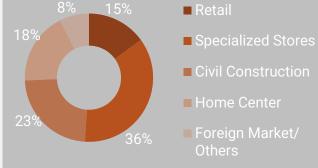
#### Revenue Share Ceramic Tiles 20243



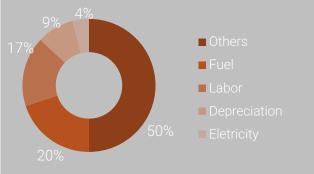
## **Productive Method** Wet Process

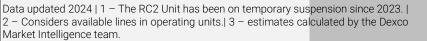
Dexco does not operate under dry process

### **3Q25 Sales Segmentation**



#### 3Q25 Cost Breakdown





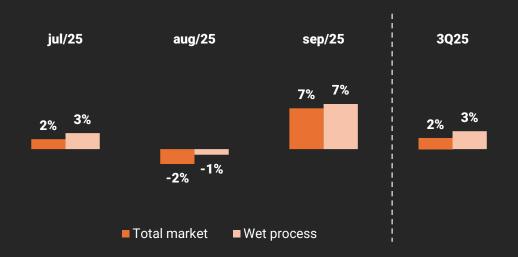


# Sector Environment Capacity utilization in the sector over time in %

- Excess capacity in the sector has kept inventory levels elevated, intensifying price pressures in an increasingly competitive market environment.
- The wet process tiles market continues to show signs of a gradual recovery but is yet to offset the fall in sales from previous years and the slow correction of inventory levels in the sector.

## Ceramic tiles sector sales volumes vs 2024 in %

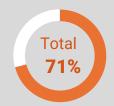




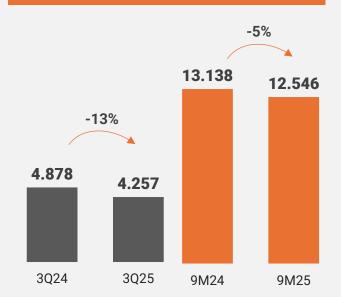
## Results **Tiles**

- Quarterly results were impacted by the sector's competitive landscape, marked by excess idle capacity and high inventory levels, which continue to pressure margins across all industry players;
- Division focused on repositioning of sales channels and products, with an emphasis on restoring profitability, price discipline, and inventory reduction;
- Adjusted and Recurring EBITDA was negative R\$1.3 million in the quarter, reflecting a sector environment that remains challenging.

**Capacity Utilization 3Q25** 

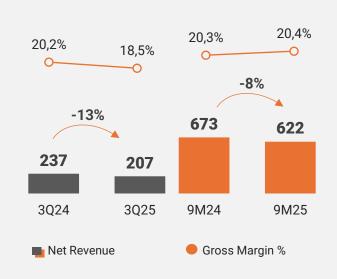


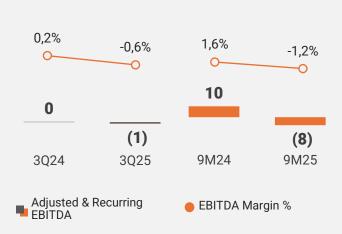
Volume



Rec. Net Revenue & Gross Margin R\$ million / %









## PROSPECTS 4Q25



Focus on measures and projects related to deleveraging and efficiency, reinforcing our commitment to the financial sustainability of the business.



**Elevated demand in the wood panels sector expected to continue**, with the strong results boosting the performance of the Wood Division.



**Review of sales strategy and product portfolio of Ceramic Tiles**, aimed at balancing elevated inventory levels. This agenda should contribute to a **gradual rebuild** of margins during 2026.



Following the maintenance shutdown, LD Celulose is expected to maintain an efficient level of operating performance, even in the face of greater external pressures from a market characterized by volatility in both dissolving wood pulp prices and exchange rates.



Scheduled maintenance shutdown of the Metals & Sanitary Ware division in 4Q25, with a temporary impact on volumes and revenues, **plus the typical seasonality seen in Finishings over the period**.



Advancement of **productivity and operational efficiency initiatives**, reinforcing discipline in resource allocation and cost reduction..



## Dexco 75 years

## Transformation Plan

In 2025, Dexco launches its transformation plan, focused on five priority projects::

Financial Deleverage

**Go To Market** 

Tiles
Turnaround

Wood Innovation

Deca Competitiveness Results 3Q25

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