



## 1Q11 Results

May 12, 2011





Gross Revenue of R\$ 254 million, up 11.4% from R\$ 228 million in 1Q10;



Gross Margin of 30.4% in 1Q11, versus 33.1% in 1Q10;



EBITDA of R\$ 42.2 million, or 20.7% , versus R\$ 43.3 million, or 23.7%, in 1Q10;



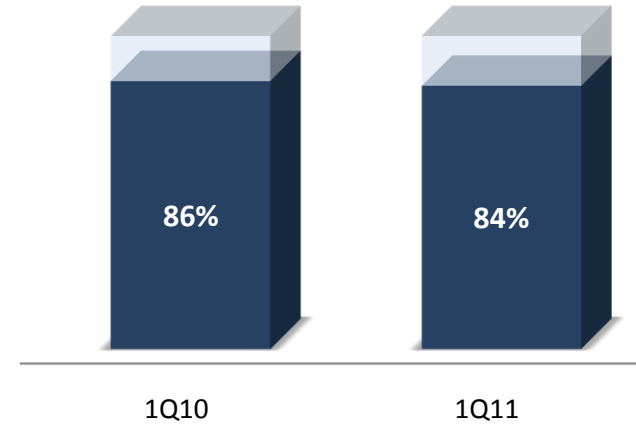
Net Income of R\$ 24.4 million, up 19.5% from R\$ 20.4 million in 1Q10; and



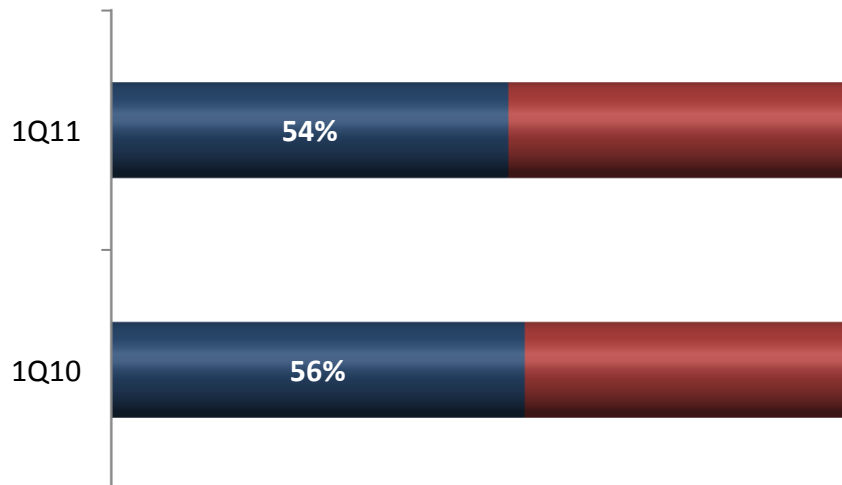
Installation of a new LP line in Salto and acquisition for installation still in 2011 of: a new painting line for wood panels and a new line of doors and wall partitions in Salto as well as a new laminate flooring line in Botucatu.

## Capacity Utilization

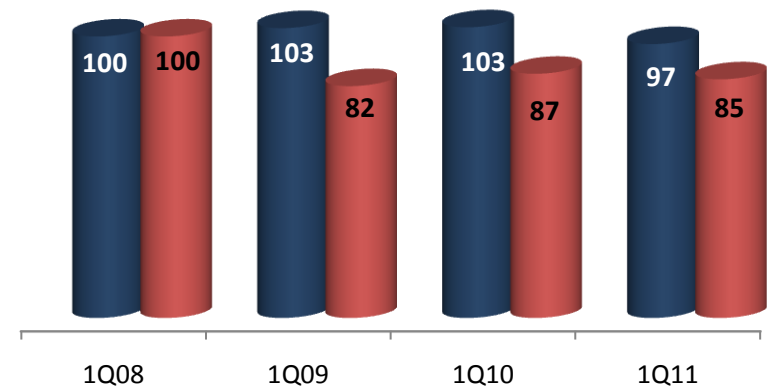
- Gross Revenue in 1Q11 – R\$ 68.7 million
- Hardboard – 240,000 m<sup>3</sup> / year
- Wall Partitions and Doors – 1.8 million parts / year
- Painting capacity – 50 million m<sup>2</sup> / year



## Market Share – Domestic Market

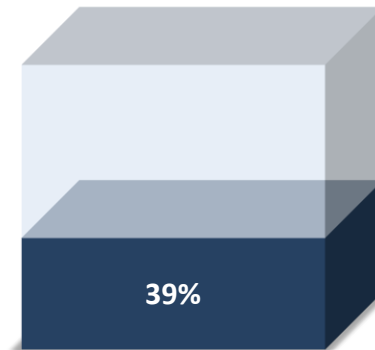


## Sales Volume (Domestic) – Base 100 –2008



## Capacity Utilization

- Gross Revenue in 1Q11 – R\$ 25.2 million
- T-HDF/MDF – 275,000 m<sup>3</sup> / year



1Q11

## Market Share



■ Eucatex

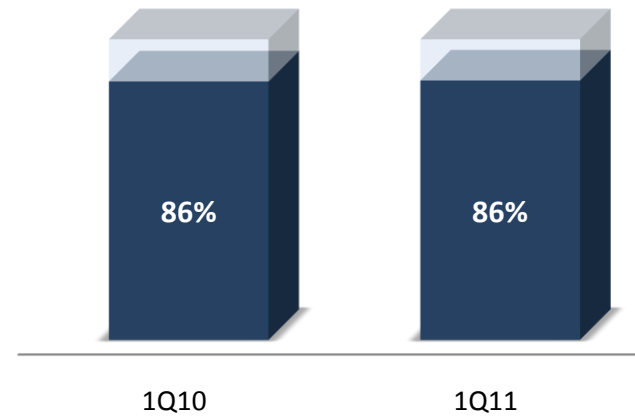
■ Market

## Evolution of Capacity Utilization

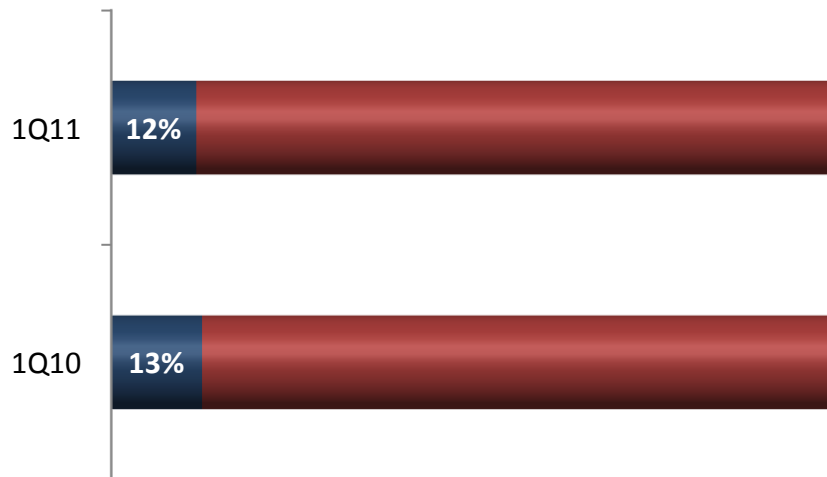
Period	%	Volume (m <sup>3</sup> )
1 - 12 months	65%	179,000 m <sup>3</sup> / year
13 - 24 months	85%	234,000 m <sup>3</sup> / year
24 - 36 months	100%	275,000 m <sup>3</sup> / year

## Capacity Utilization

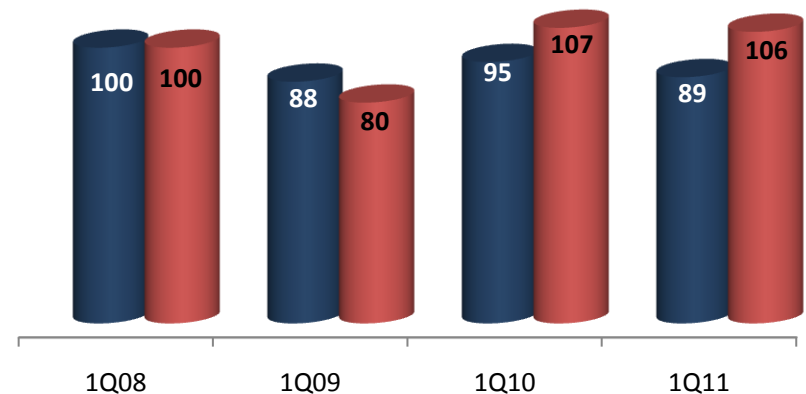
- Gross Revenue in 1Q11 – R\$ 65.3 million
- MDP – 430,000 m<sup>3</sup> / year
- LP Finishing and Lacca – 20 million m<sup>2</sup> / year
- Eucatex's Coated Products Percentage – 93%
- Market's Coated Products Percentage – 21%



## Market Share

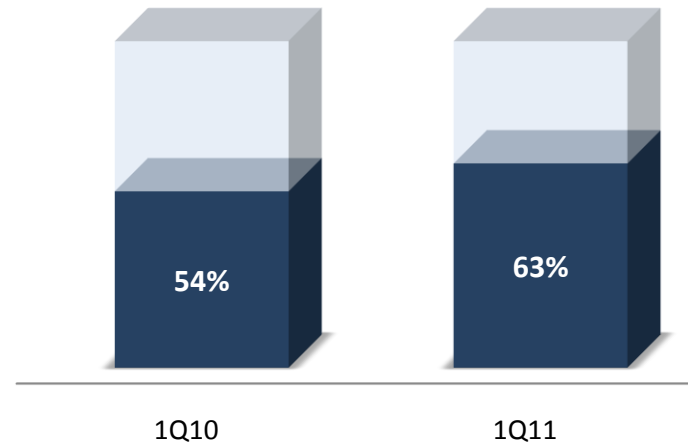


## Sales Volume – Base 100 – 2008

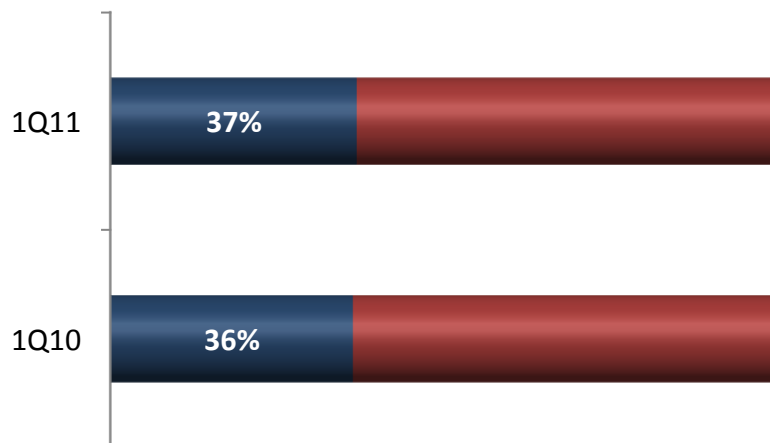


## Capacity Utilization

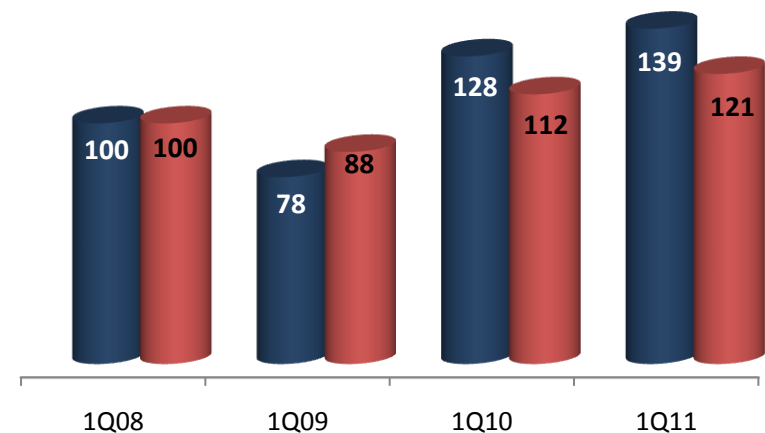
- Gross Revenue in 1Q11 – R\$ 28.0 million
- Laminate Flooring – 6 million m<sup>2</sup> / year
- New Laminate Flooring Line expected to be launched in 4Q11



## Market Share



## Sales Volume – Base 100 – 2008

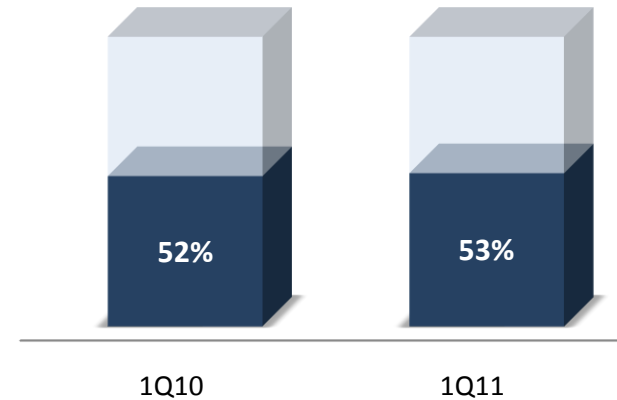


## Capacity Utilization

- Gross Revenue in 1Q11 – R\$ 55.4 million
- Paint and Varnish – 36 million gallons / year
- Inauguration of new Paint Plant (Pernambuco)

estimated for 3Q11

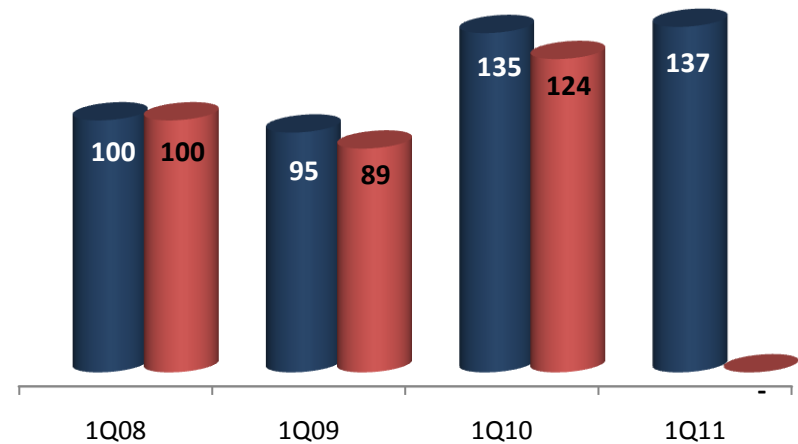
- ✓ Beginning of earthworks project
- ✓ Ordering of equipment



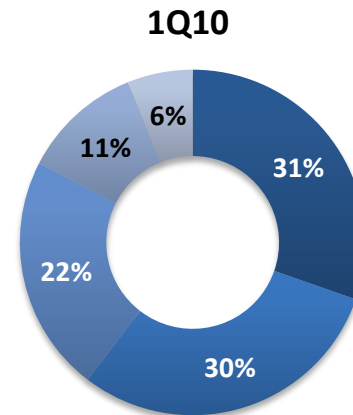
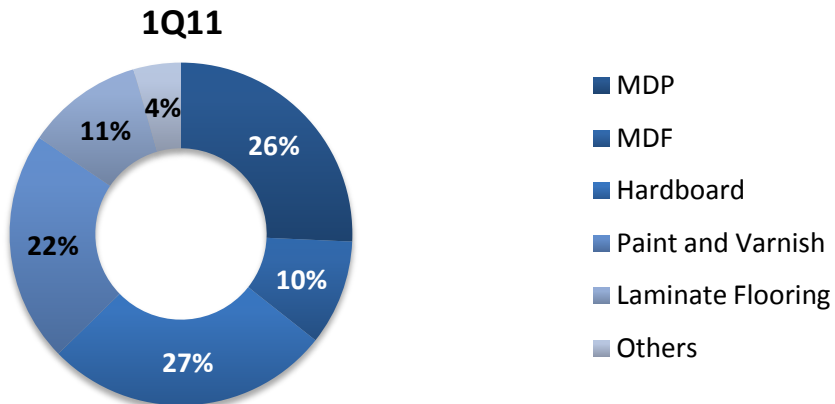
## Market Share



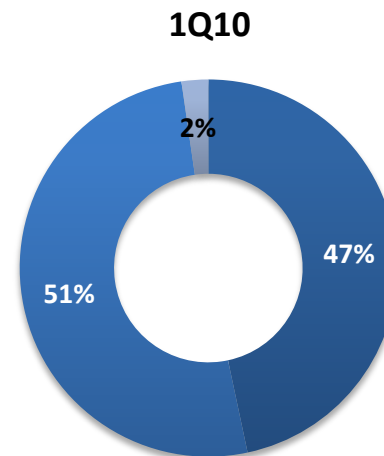
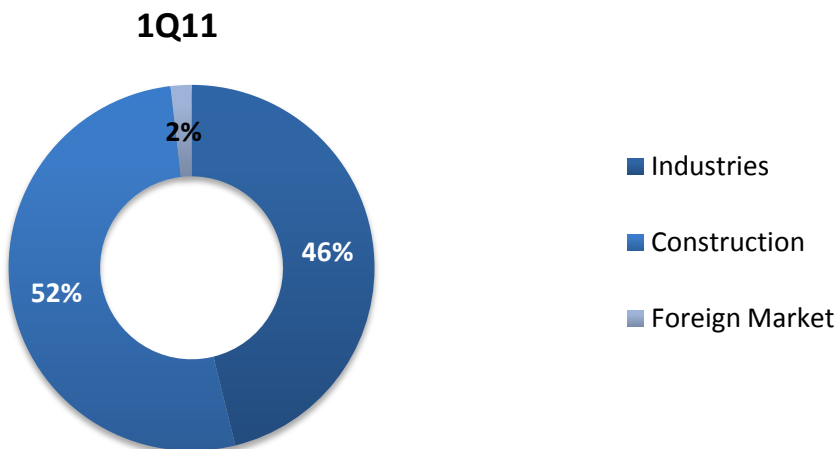
## Sales Volume – Base 100 – 2008



## Revenue by Product



## Sales by Segment





## Forests

Forest Unit – Bofete/SP



71 farms with eucalyptus plantations,  
totaling 45,900 hectares

### Average Radius

### New Forests Planted

Salto

Botucatu

2007

2008

2009

2010

1T11

118 km

39 Km

5.400 ha

4.500 ha

2.040 ha

4.080 ha

904 ha

Forests with ISO certification 14001 and Green Seal granted by FSC

## Recycling



### Total Processing Capacity

### Volume Processed (tons)

Tons/Year

Corresponding to

Standing Wood

Forests

2009

2010

1T11

240 mil ton

470 mil m<sup>3</sup>

1.500 ha

109 mil  
ton

101 mil  
ton

22,2 mil  
ton

Sustainability guaranteed and potential to develop new projects

Highlights 1Q10 (R\$ MM)	1Q11	1Q10	Var. (%)
<b>Net Revenue</b>	<b>203.9</b>	<b>182.9</b>	<b>11.5%</b>
Cost of Good Sold	(141.9)	(122.4)	15.9%
<b>Gross Income</b>	<b>62.0</b>	<b>60.5</b>	<b>2.5%</b>
<b>Gross Margin (%)</b>	<b>30.4%</b>	<b>33.1%</b>	<b>-2.7 p.p.</b>
Administrative Expenses	(10.9)	(10.2)	6.9%
Comercial Expenses	(30.7)	(25.9)	18.5%
Others Operational Costs	(1.5)	0.5	-410.0%
Fair value variation related to biologic assets	11.2	10.7	4.0%
<b>EBITDA</b>	<b>42.2</b>	<b>43.3</b>	<b>-2.5%</b>
<b>Margin EBITDA (%)</b>	<b>20.7%</b>	<b>23.7%</b>	<b>-3 p.p.</b>
Financial Expenses	(3.4)	(8.7)	-60.4%
Income Taxes	(2.3)	(6.6)	-64.8%
<b>Net Income</b>	<b>24.4</b>	<b>20.4</b>	<b>19.5%</b>

## Investments forecast for 2011

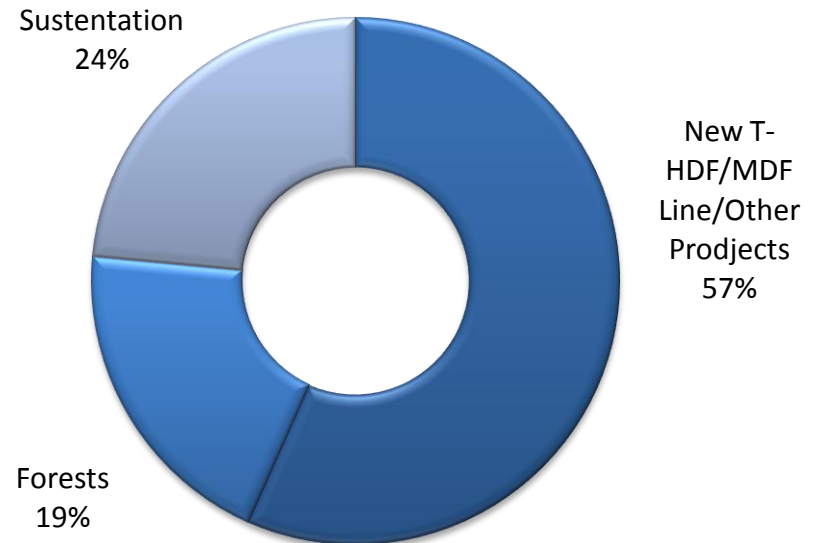
- New Laminated Flooring Line – Botucatu/SP
- Line of Paint – Salto/SP
- LP Press Line – Salto/SP
- Doors and Wall Partitions Line - Salto/SP
- T-HDF/MDF Supplementary Equipment (increase in capacity and cost reduction)
- Sustainable Production and Forest Base

**Total Investment Forecast for 2011**

**R\$140 million**

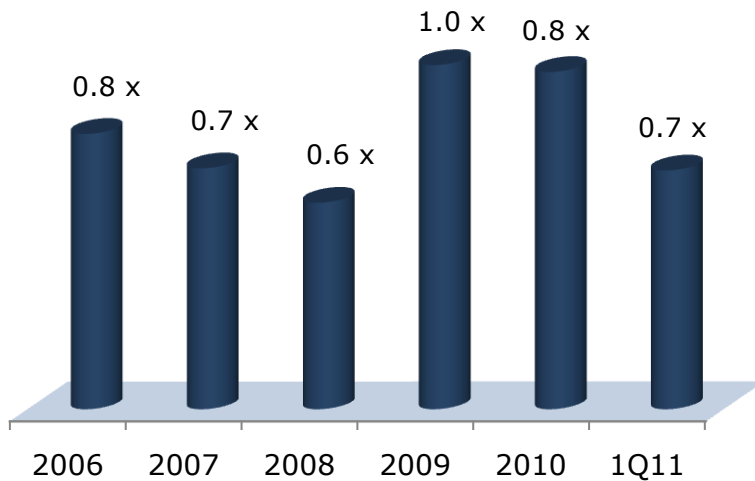
## 1Q11 Investments

R\$ Million	1Q11
New T-HDF/MDF Line/Other Related Projects	21.2
Forests	7.4
Sustentation	8.8
<b>Total</b>	<b>37.3</b>

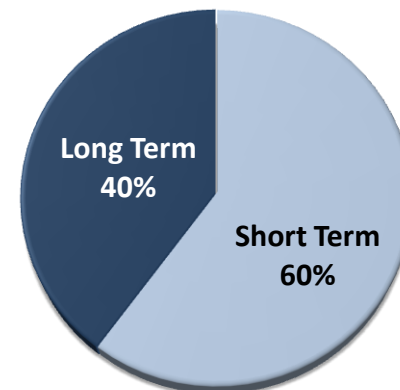


Debt (R\$ MM)	1Q11	4Q10	1Q10
<i>Short Term Debt</i>	104.0	100.7	60.3
<i>Long Term Debt</i>	68.8	60.4	89.8
<b>Gross Debt</b>	<b>172.7</b>	<b>161.2</b>	<b>150.1</b>
<i>Cash and Cash Equivalents</i>	34.4	5.5	11.8
<b>Net Debt</b>	<b>138.3</b>	<b>155.7</b>	<b>138.3</b>
<i>% Short Term Debt</i>	60%	62%	40%
<b>Net Debt/ EBITDA</b>	<b>0.7</b>	<b>1.0</b>	<b>0.8</b>

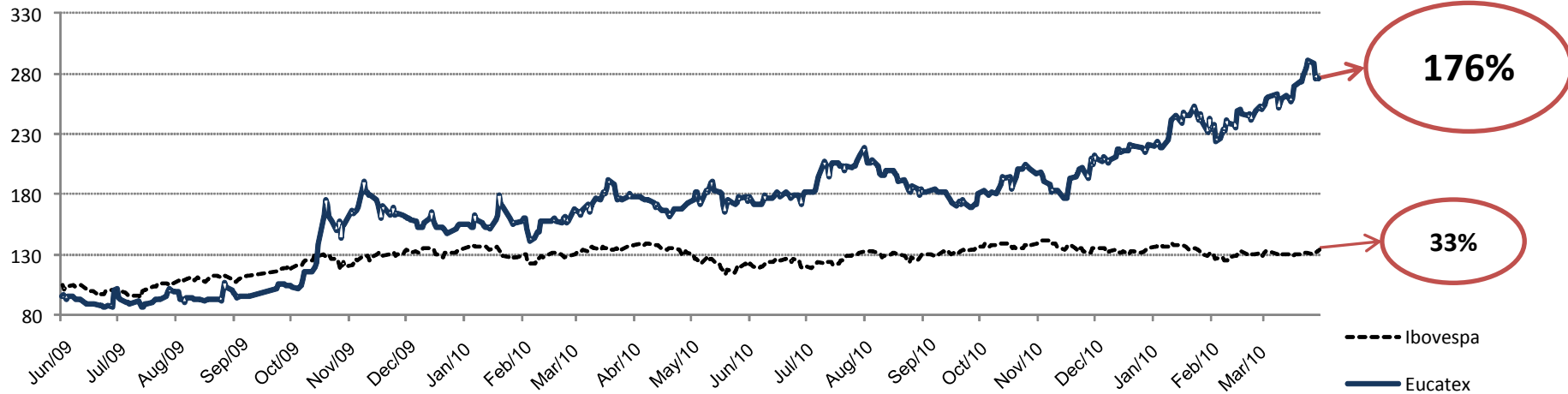
Net Debt vs. EBITDA



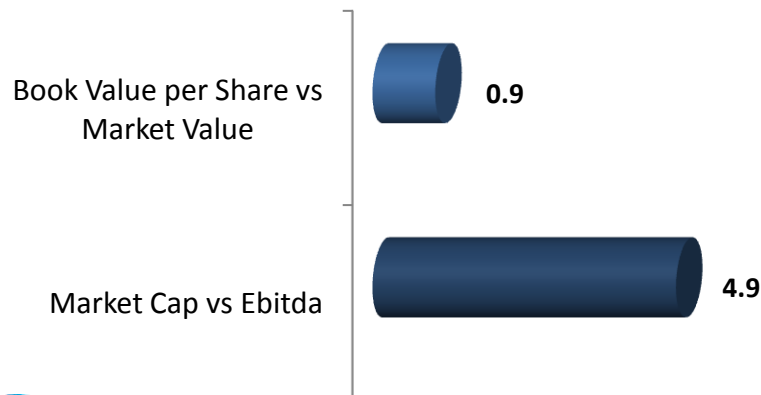
Debt Profile



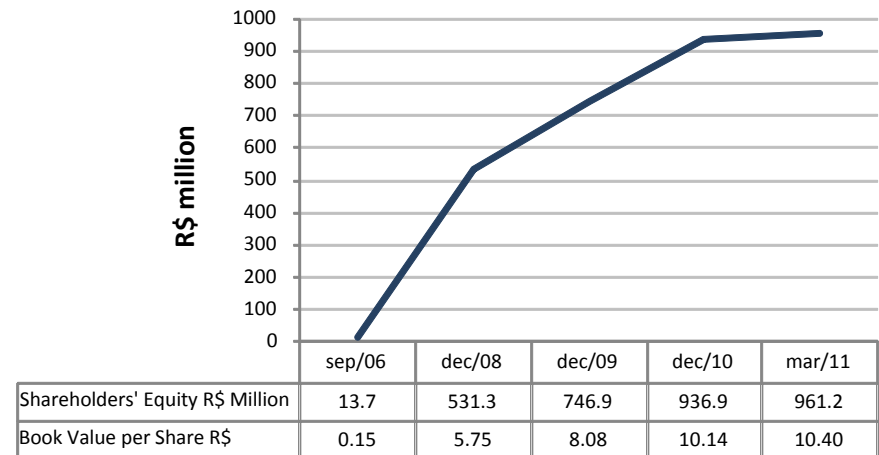
## Performance: EUCA4 vs. IBOVESPA (Base 100)



## Ratios



## Shareholders' Equity Trends





Innovation, creativity and unique positioning.



Strategic foothold in main consumer markets and national sales team.



Partnerships with big foreign companies to supply products to global markets.



Environmental responsibility: Green Seal (FSC) for all products, Environmental and Forestry Management.



Sustainability guaranteed by large forest area and innovative recycling program.



Brand Strength

{ Civil Construction  
Furniture Industry



Verticalization

**José Antonio G. de Carvalho**  
*Executive VP and IRO*

**Sergio Henrique Ribeiro**  
*Controller*

**Waneska Bandeira**  
*Investor Relations*

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