



3Q10 Results

November 4, 2010



This presentation includes forward-looking statements concerning the business prospects, projections and operating and financial targets Eucatex S.A. Indústria e Comércio, which are based on the beliefs and assumptions of management and on the information currently available to the company

Forward-looking statements are not guarantees of performance and involve risks, uncertainties and assumptions, since they refer to future events and therefore depend on circumstances that may or may not occur.

Investors should understand that overall economic and industry conditions and other operating factors may affect the company's future results and lead to results that differ materially from those expressed in these forward-looking statements.



Gross Revenue of R\$248.2 million, 18% up from R\$209.8 million in 3Q09;



Gross Margin of 37.7% in 3Q10 and 36.0% in 9M10, up by 6.9 p.p. in the quarter and 2.3 p.p. year to date;



RECURRING EBITDA of R\$39.2 million, 87.7% up from R\$20.9 million in 3Q09;



EBITDA Margin of 19.8% , 7.2 p.p. up from 12.4% in 3Q09;



Launch of the New T-HDF/MDF Line;



Sale of the Santa Luzia farm;



In 3Q10, upturn of 29% and 13% in Laminate Flooring and Paint volumes, respectively. In 9M10, volume grew by 41% in Flooring, 13% in Paint and 10% in Boards.

Hardboard Unit



- Location: Salto-SP
- Area: Land – 540,000 m²
Installations – 153,000 m²
- Number of employees: 775
- Hardboard – 240,000 m³
- Panels and Doors – 1.8 million units
- Paint Capacity – 50 million m²

MDP and Laminate Flooring Unit



- Location: Botucatu-SP
- Area: Land – 372,000 m²
Installations – 62,000 m²
- Number of employees: 450
- MDP – 430,000 m³
- Flooring – 6 million m²
- LP and lacquered finishing– 20 million m²

Paint and Varnish Unit



- Location: Salto-SP
- Area: Land - 960,000 m²
Installations – 36,000 m²
- Number of employees: 242
- Paint → 36 million gallons/year
- Varnish

68 eucalyptus farms,
totaling 45,700 hectares

Salto Average Radius – 160 km

Botucatu Average Radius – 24 km

New Planted Forests

2007	2008	2009	3Q10	9M10
5,400 ha	4,500 ha	2,040 ha	1,200 ha	2,600 ha

Forestry Unit – Bofete/SP



Forests with ISO 14001 certification and Green Seal from Forest Stewardship Council (FSC)

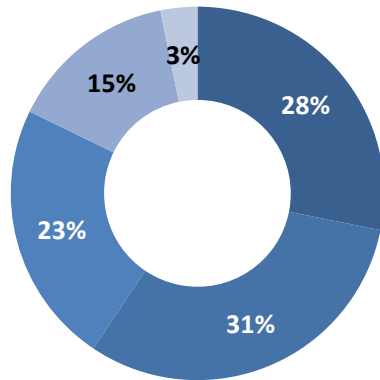
Guaranteed sustainability and possibility of developing new projects

- Low-cost thermal power generation, preserving forests planted by the company.
- Total processing capacity – 240,000 metric tons/year
- 240,000 metric tons/year corresponds to approximately 470,000 m³ of standing timber or 1,500 hectares of forests
- Volume Processed in 2009 – 109,000 metric tons.
- Volume Processed in 3Q10 – 26,400 metric tons.
- 9M10 – 77,600 metric tons.



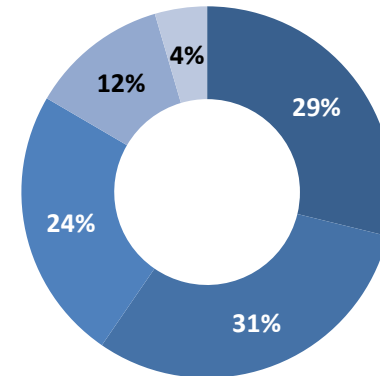
Revenue Breakdown by Product

Gross Revenue Breakdown- 3Q10



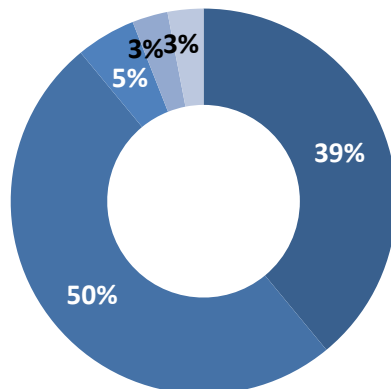
- MDP
- Fiberboard
- Paint and Varnish
- Laminated Flooring
- Others

Gross Revenue Breakdown - 3Q09



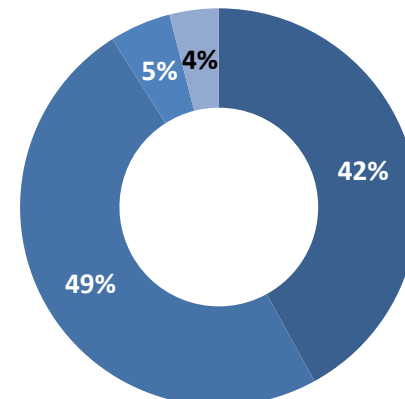
Sales Breakdown by Segment

Sales Breakdown - 3Q10

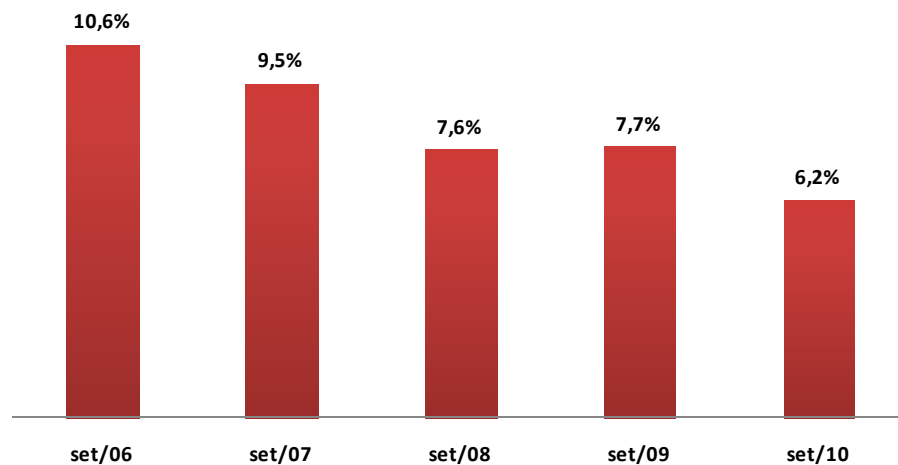


- Manufacturing
- Construction
- Other Industries
- Other Domestic Market
- Export Market

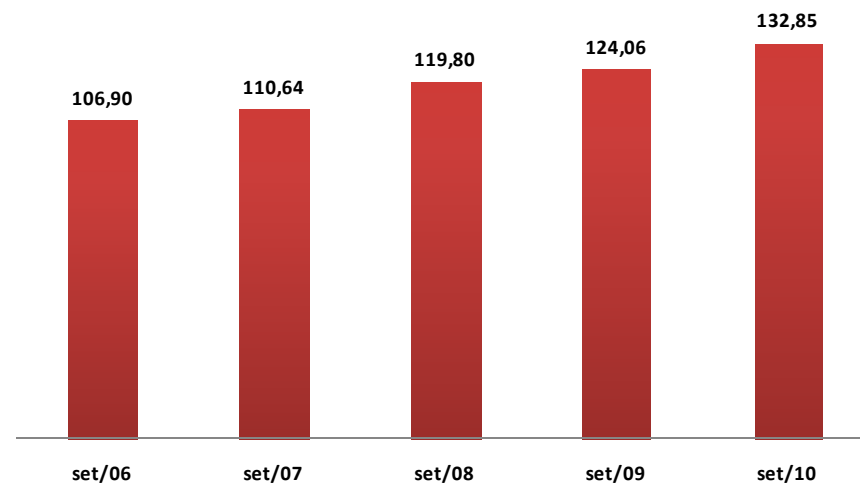
Sales Breakdown - 3Q09



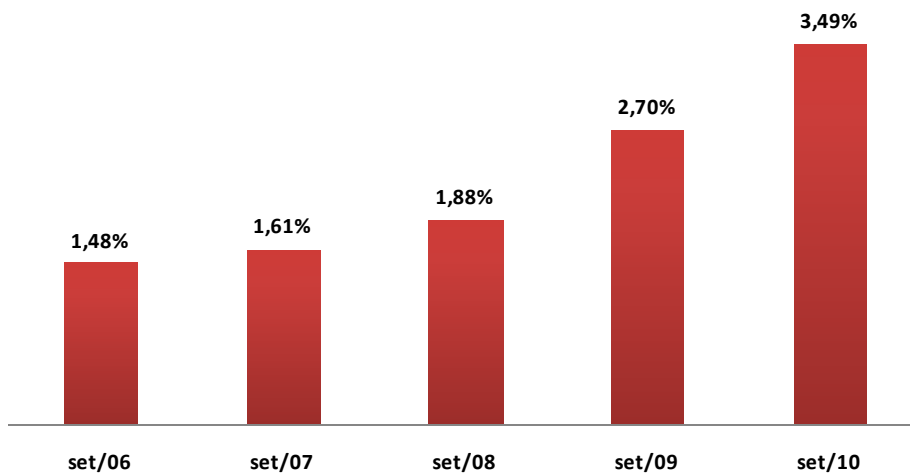
Unemployment Rate



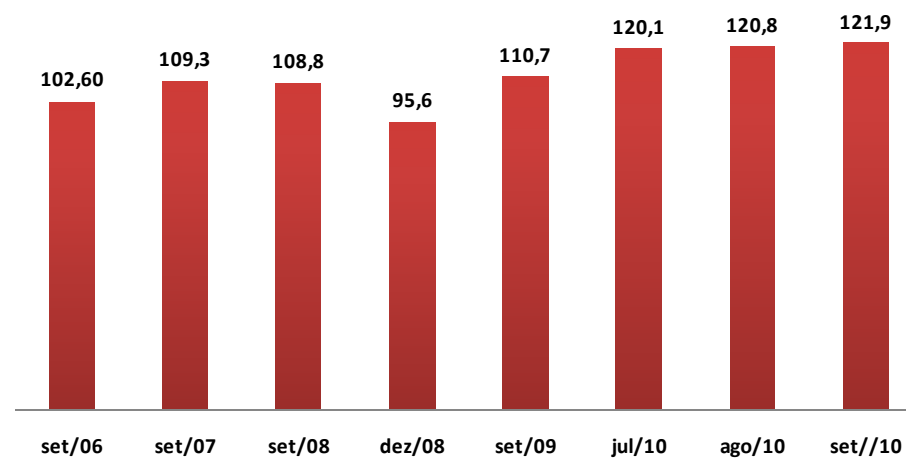
Real Wages Bill (Index 2005=Base 100)



% Real Estate Credit / GDP



Consumer Confidence Index



Incentives to Construction – Federal Government

Changes to legislation – *patrimônio de afetação* (segregation of project-related assets), fiduciary sale;

Increase in limit of financing through FGTS, from R\$ 350 thousand to R\$ 500 thousand;

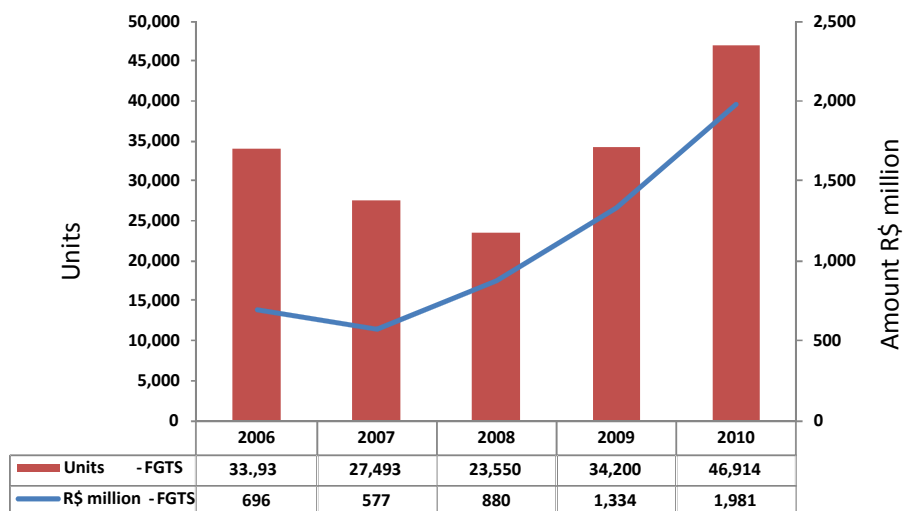
Tax cuts for construction materials (IPI reduction) extended till December 2010;

Availability of real estate credit and Increase in financing payment terms;

“Minha Casa Minha Vida” Program; and

Large housing deficit and young population

Real Estate Financing Granted (FGTS)



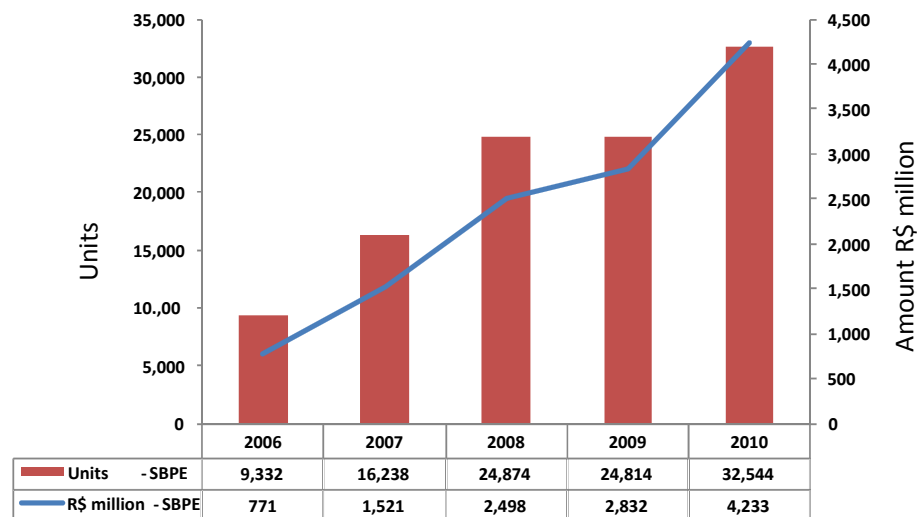
Source: CEF and CBIC

Funding by Builders *

	2007	2008	2009	2010
Brookfield	75	-	765	366
CCDI	600	-	400	-
Cyrela	500	370	1.533	-
Even	510	250	75	506
EZ Tec	542	-	-	-
Gafisa	1.186	250	250	1.062
MRV	1.193	300	922	516
PDG	1.550	-	1.358	1.618
Rodobens	449	-	100	300
Rossi	300	40	928	500
Tecnisa	910	-	250	150
TOTAL	7.815	1.210	6.581	5.018

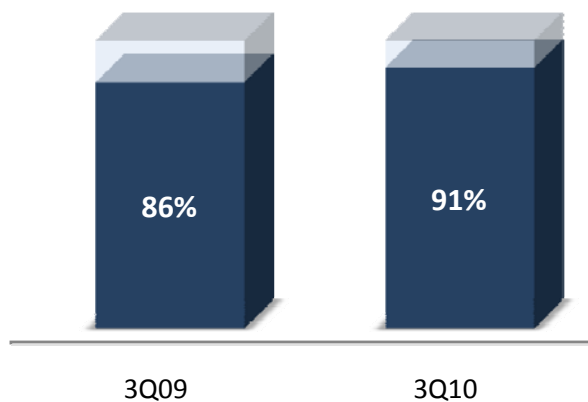
*Examples of Companies - IPO, Follow-on, Debentures, Promissory Notes

Real Estate Financing Granted (SBPE)

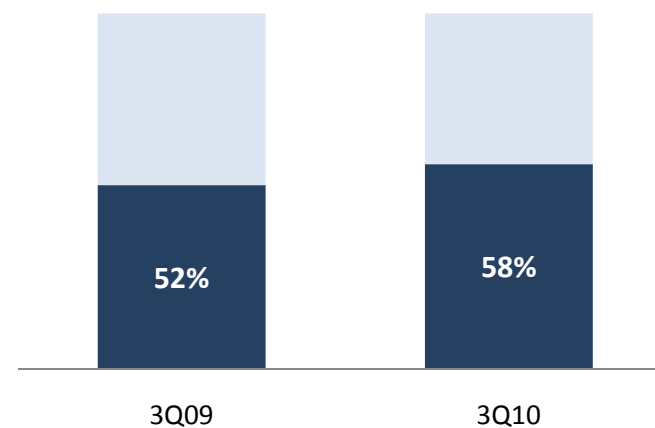


Source: CEF and CBIC

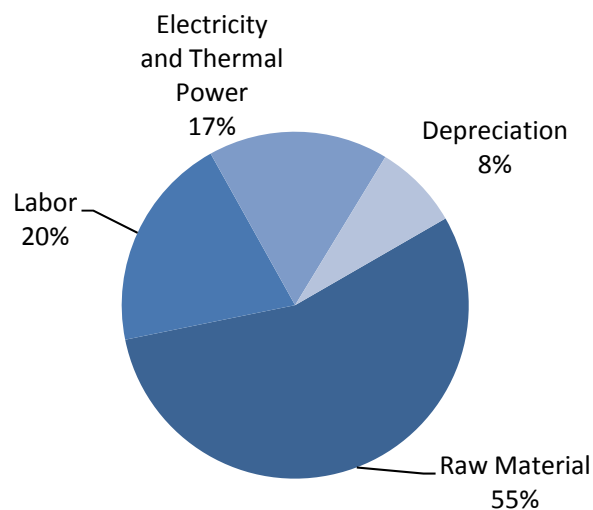
Installed Capacity Utilization



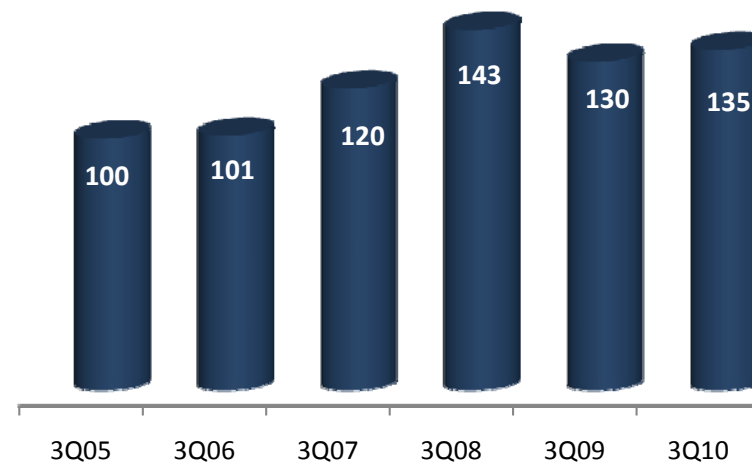
Market Share



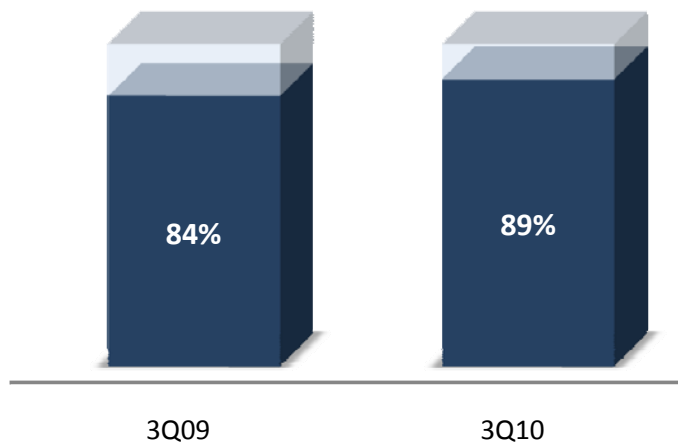
Cost Breakdown



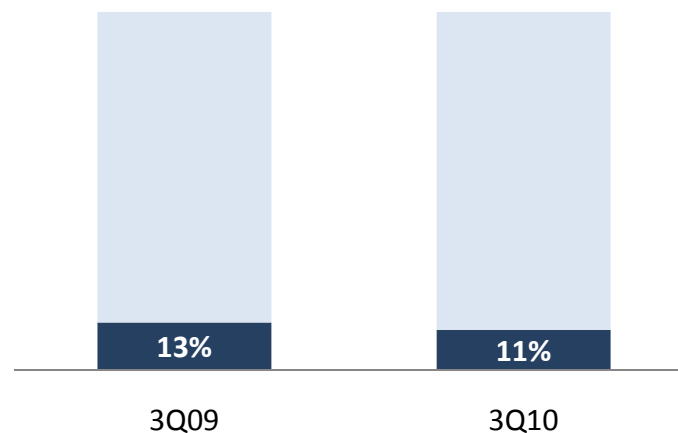
Sales Volume -Base 2005=100



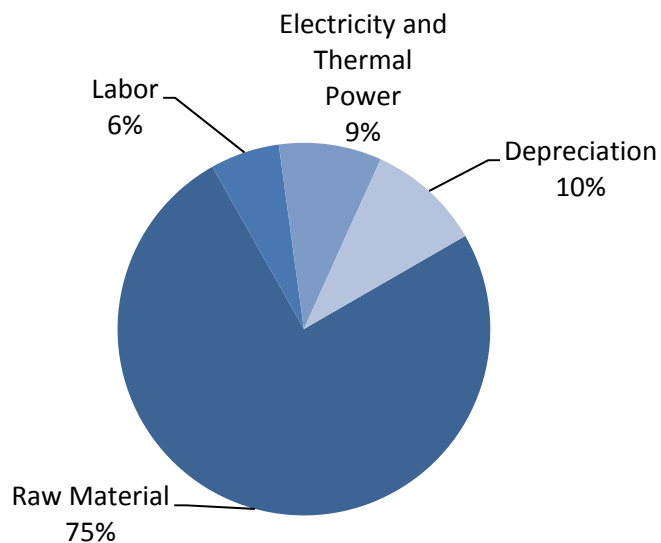
Installed Capacity Utilization



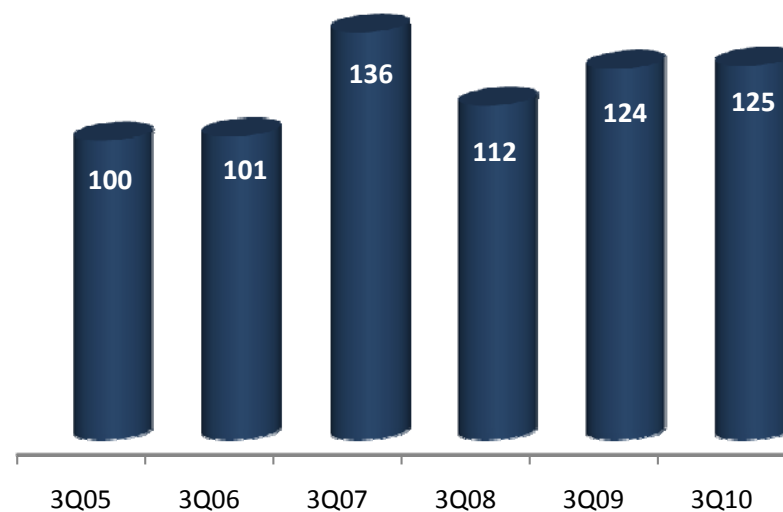
Market Share



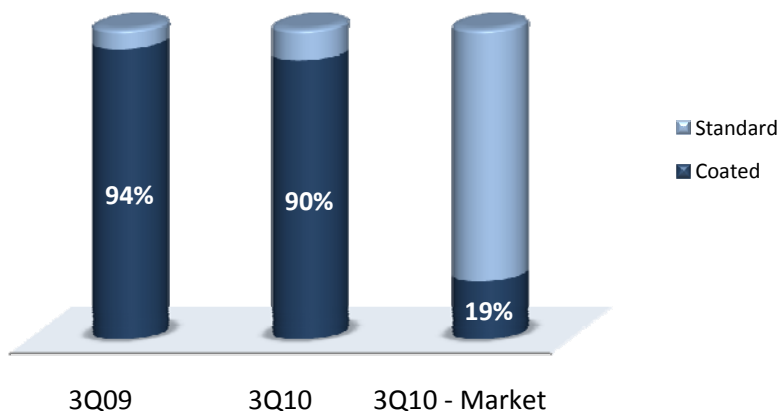
Cost Breakdown



Sales Volume –Base 2005=100



Proportion of Eucatex coated MDP

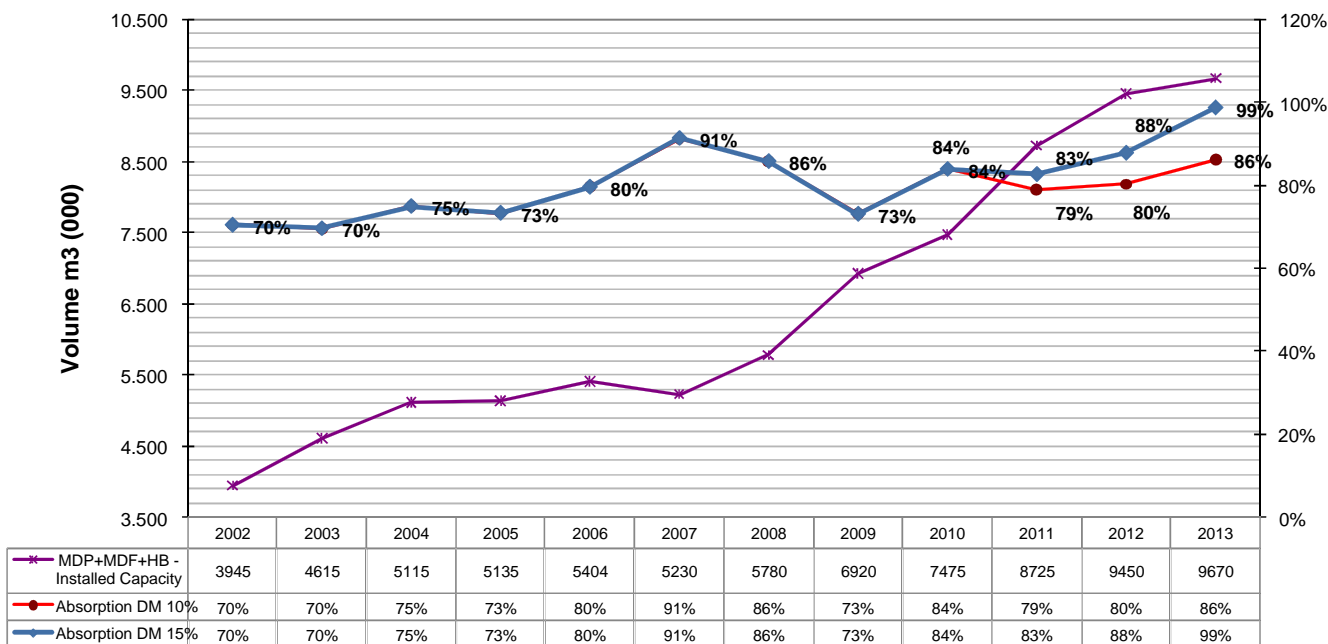


- » Eucatex's sales mix has the largest share of coated products in comparison with other manufacturers. In 3Q10, the percentage of **coated** products, which have higher value added, represented **90%** of shipped MDP.

Launches Formóble 2010 – Formitop and Vítro



Installed Capacity vs. Internal Demand for MDF+MDP+HB (Fiberboard)



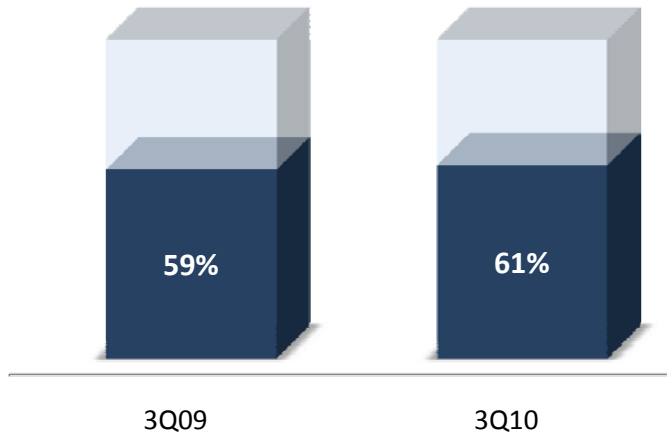
Source: Abipa

Projections: Eucatex – Market Growth 15% p.a.

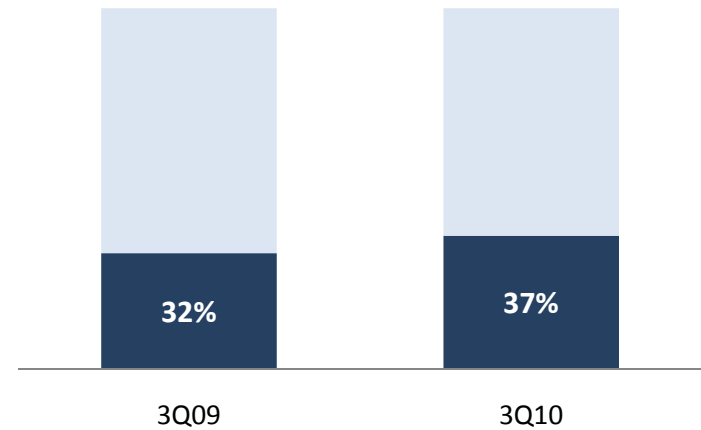
Market - Volume in m ³					
Q3	MDP	MDF	HB	Total	expHB
2008	651,386	576,991	96,002	1,324,378	40,074
	100%	100%	100%	100%	100%
2009	626,843	618,879	82,667	1,328,390	31,662
	96%	107%	84%	100%	79%
2010	740,954	795,473	73,670	1,610,097	21,107
	114%	138%	70%	120%	53%

Capacity - Installed vs. Utilization				
Q3	MDP	MDF	HB	Total
2008	725,000	532,500	152,500	1,410,000
	90%	108%	89%	97%
2009	854,750	737,000	152,500	1,744,250
	73%	84%	75%	78%
2010	891,632	917,139	122,500	1,931,271
	83%	87%	77%	84%

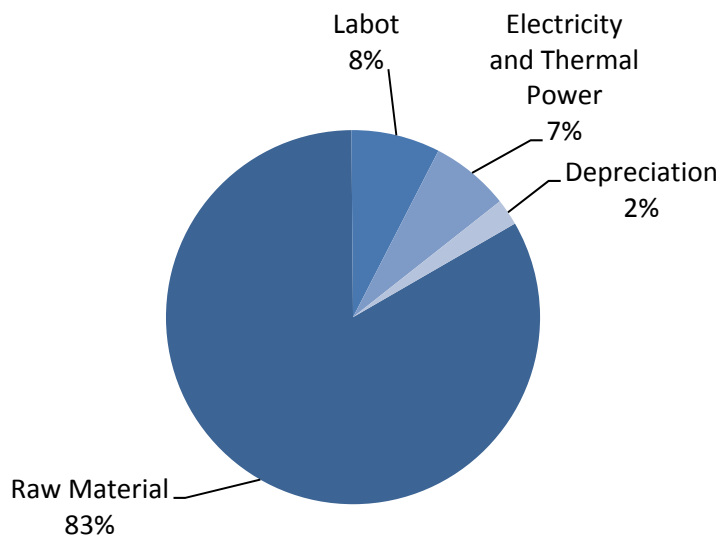
Installed Capacity Utilization



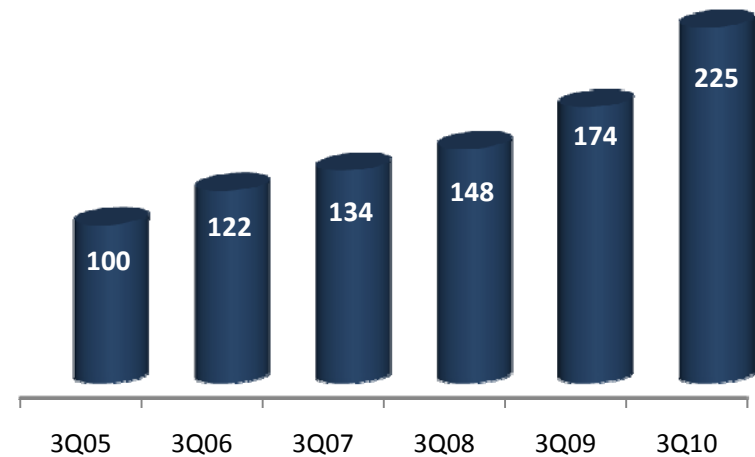
Market Share



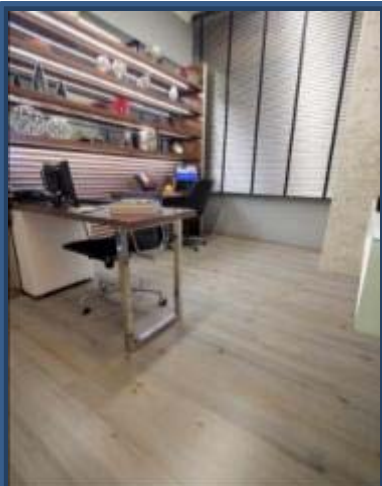
Cost Breakdown



Sales Volume –Base 2005=100



Presence in the Main Showrooms of the Country



Casa Cor Minas Gerais

Fátima Diniz Couto
Architect



Casa Cor Campinas

Marília Maia and Eliane Adesse
Architects



Casa Cor Rio de Janeiro

Claudia Brassaroto
Interior Designer



Equip Design da Equipotel

Vilma Massud
Interior Designer



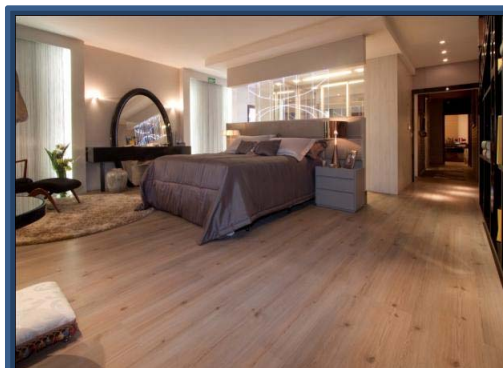
Morar Mais por Menos – BH

Christina Mazoni
Interior Designer



Haus Innen 2010

Mônica Nakabayashi and
Silvana Bonafine
Architects



Morar Mais por Menos – Brasília

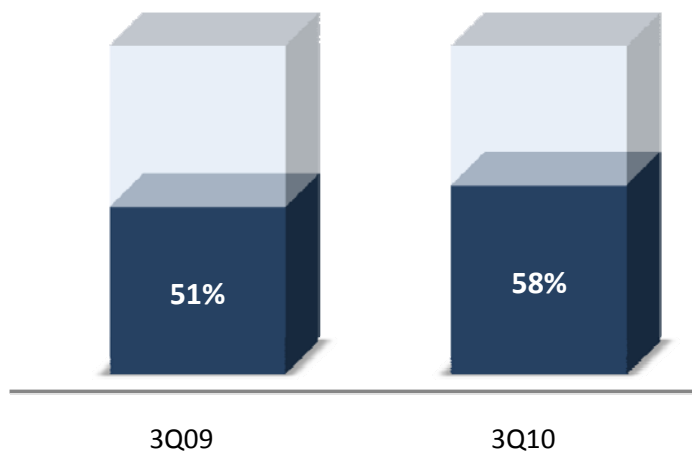
Sara Puttini and
Alva Pinheiro
Interior Designers



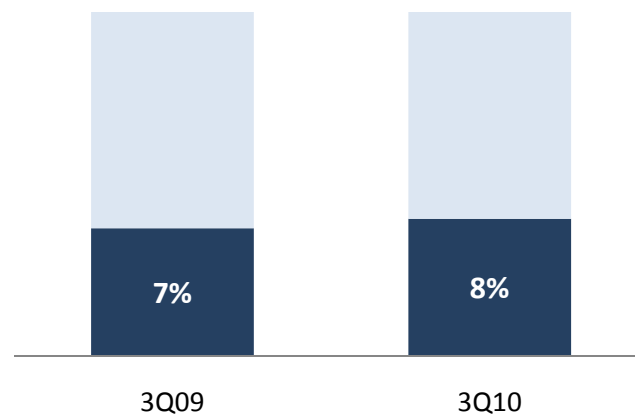
Morar Mais por Menos – RJ

Kika Simon and Alessandra
Reis
Architects

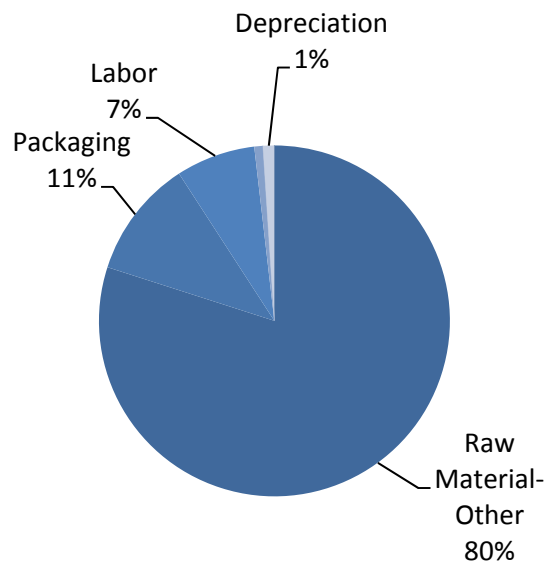
Installed Capacity Utilization



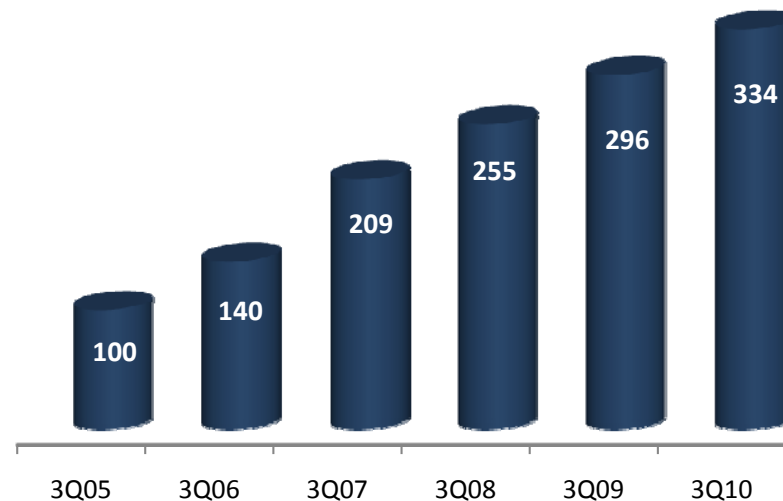
Market Share



Cost Breakdown



Sales Volume -Base 2005=100



Feitintas 2010 and its Launches



- ▲ Feitintas 2010: the visitors saw new products and new packaging.

- ▼ Launches: Acrylic Flooring, Acrylic Texture and Plaster & Drywall



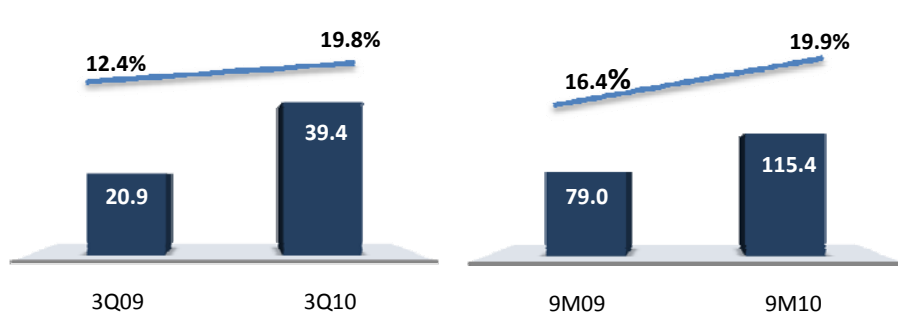
Growth: Eucatex vs Market

Growth	2006	2007	2008	2009	9M10
Eucatex	34%	52%	30%	12%	36%
Market (*)	3%	6%	8%	5%	24%

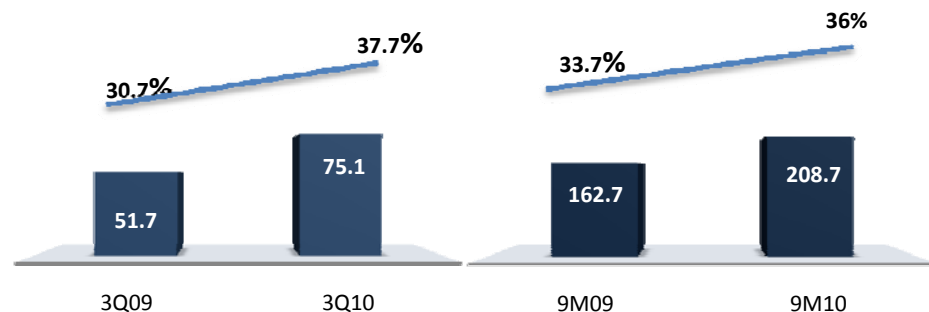
* Data: ABRAFATI

Highlights (R\$ MM)	3Q10	3Q09	Var. (%)	9M10	9M09	Var. (%)
Net Revenue	198.9	168.3	18.2%	579.7	482.7	20.1%
Cost of Good Sold	(123.8)	(116.5)	6.3%	(371.0)	(320.0)	15.9%
Gross Income	75.1	51.7	45.0%	208.7	162.7	28.3%
Gross Margin (%)	37.7%	30.7%	7 p.p.	36.0%	33.7%	2.3 p.p.
Administrative Expenses	(10.7)	(10.9)	-1.9%	(31.7)	(32.4)	-2.0%
Comercial Expenses	(29.9)	(28.1)	6.5%	(85.0)	(76.9)	10.5%
Others Operational Costs	49.2	169.9	-71.0%	38.2	166.1	-77.0%
EBITDA	97.1	193.2	-49.7%	173.1	251.3	-31.1%
EBITDA Margin (%)	48.8%	114.8%	-65.9 p.p.	29.9%	52.1%	-22.1 p.p.
Recurring EBITDA	39.4	20.9	88.5%	115.4	79.0	46.0%
EBITDA Margin (%)	19.8%	12.4%	7.5 p.p.	19.9%	16.4%	3.6 p.p.
Net Financial Income	(3.4)	0.7	-563.2%	(22.5)	(15.6)	-44.1%
Taxes	(14.2)	1.6	-981.3%	(18.6)	(1.9)	-857.1%
Net Income	66.1	185.0	-64.3%	89.0	202.0	-55.9%

EBITDA (R\$ Million) and EBITDA Margin (%)

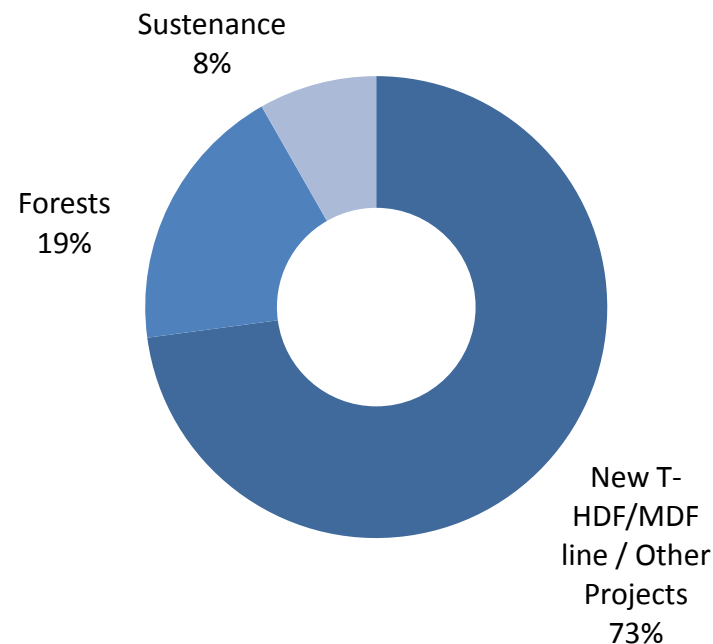
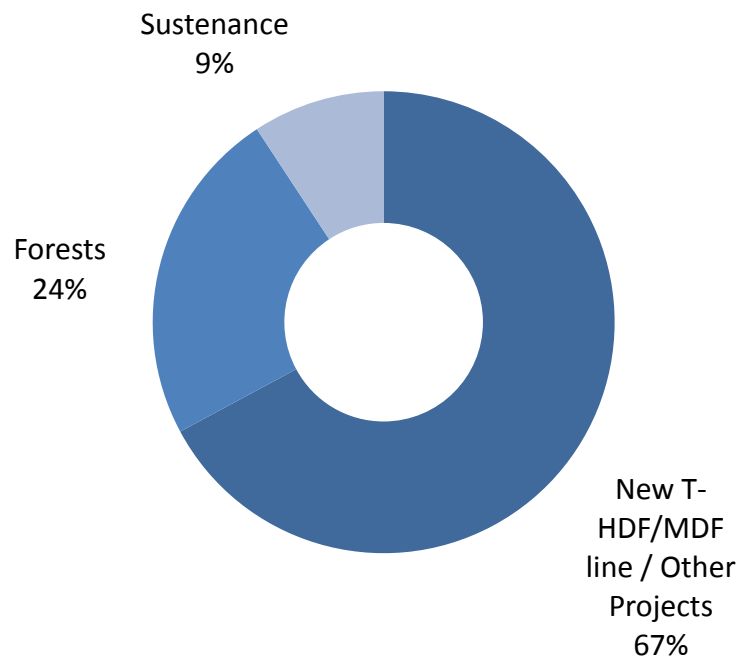


Gross Profit (R\$ Million) and Gross Margin (%)



R\$ Million	3Q10
New T-HDF/MDF line / Other Projects	27.6
Forests	9.7
Sustenance	3.8
Total	41.1

R\$ Million	9M09
New T-HDF/MDF line / Other Projects	109.4
Forests	28.3
Sustenance	12.4
Total	150.1



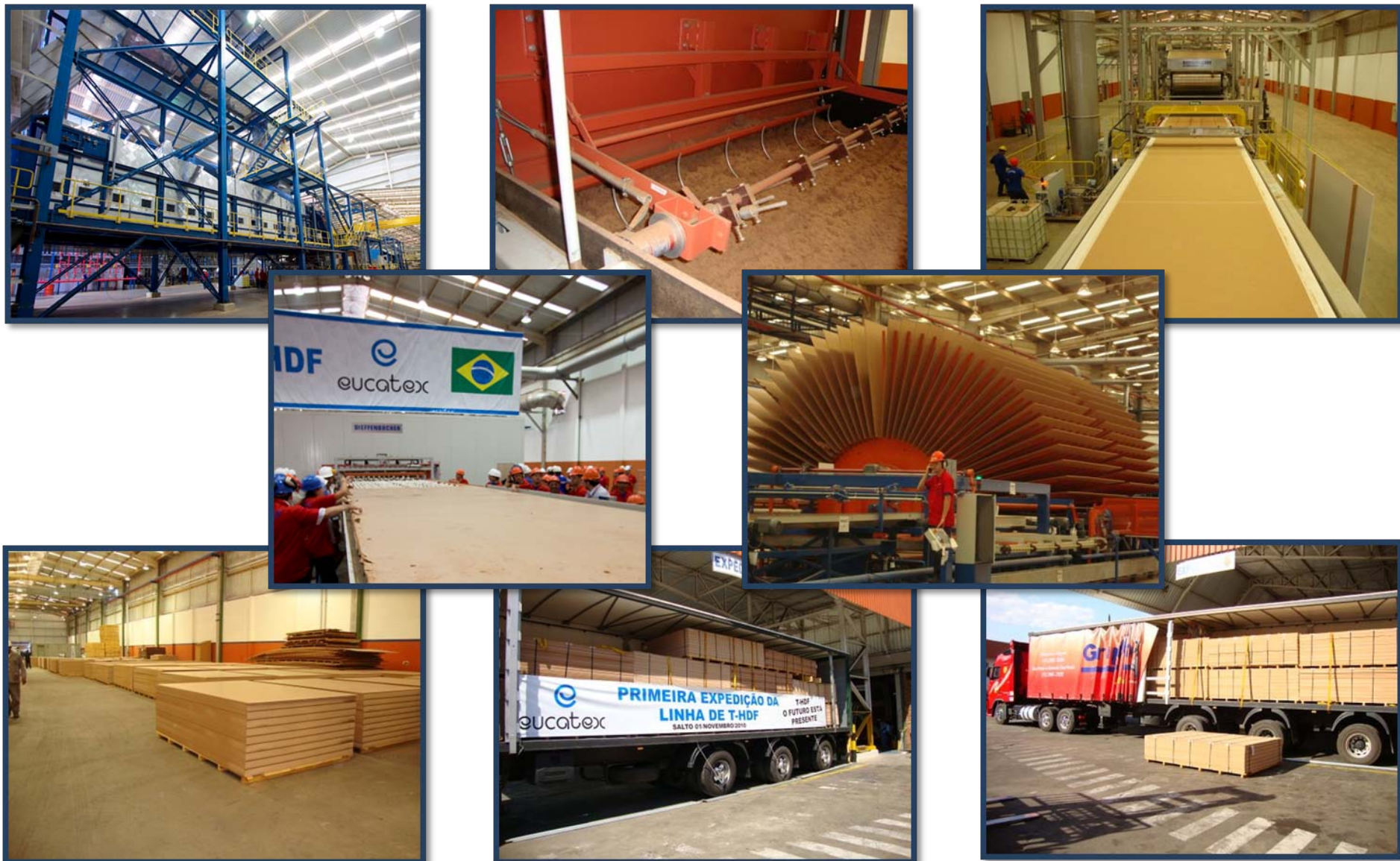
Technical Data

T-HDF	Product similar to MDF, but denser and higher-quality
Pioneer	First line in Brazil specializing in T-HDF production
Installed Capacity	110 million m ² / year or 275,000 m ³ / year
Additional Gross Revenue	R\$ 250 million
EBITDA	R\$ 80 million
Margem EBITDA	50%
Products	Boards developed for applications requiring high mechanical resistance
Applications	<ul style="list-style-type: none"> ◆ Floors ◆ Doors ◆ Backings for cabinets and drawers ◆ Partition panels
Total Investment	R\$ 265 Million
Market	Construction and Furniture



Evolution of Capacity Utilization		
Period	%	Volume (m ³)
1 - 12 months	65%	179,000 m ³ / year
13 - 24 months	85%	234,000 m ³ / year
24 - 36 months	100%	275,000 m ³ / year





Project Data

Product Water-Based Paints (initially)

Installed Capacity in Liters 1.6 million liters / month

Strategic Location Ribeirão/PE - 90km from Recife and 40km from Port of Suape

Investments R\$ 35 million

Jobs Created 150 direct and indirect

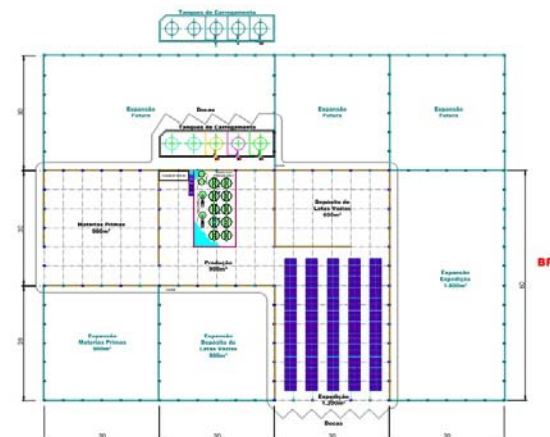
Target Market Share for Northeast 20% of Volume (currently 10%)

Expected Launch 1st Half 2011

° Solvent-Based Paints

Distribution Centers ° Laminate Flooring, Partitions and Fiberboard

Targeting Construction and Furniture

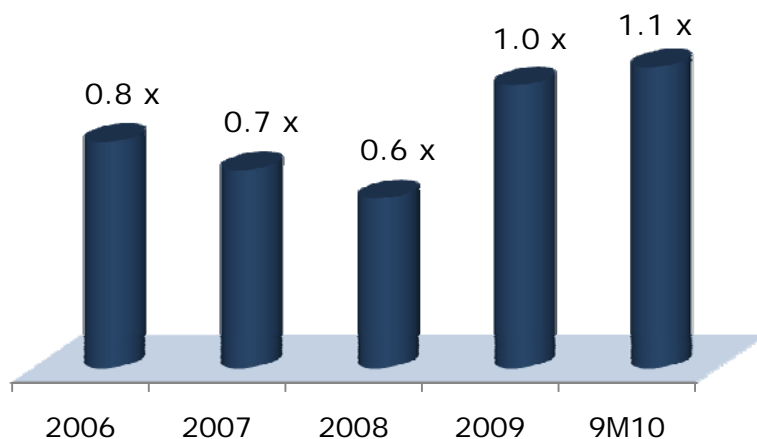


- » Topographic survey of the land already completed.
- » Approved blueprint.

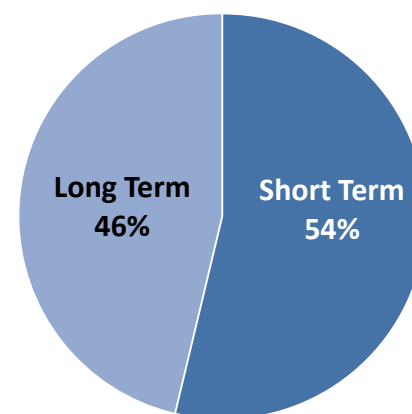


Debt (R\$ MM)	9M10	9M09	Var. (%)
<i>Short Term Debt</i>	89.8	53.3	68.6%
<i>Long Term Debt</i>	77.3	43.4	78.3%
Gross Debt	167.1	96.6	72.9%
<i>Cash and Cash Equivalents</i>	3.5	2.5	38.8%
Net Debt	163.6	94.1	73.8%
<i>% Short Term Debt</i>	54%	55%	-1,4 p.p.
Net Debt/ EBITDA	1.1	0.9	19.0%

Net Debt x EBITDA



Debt Profile



Adhesion to the BM&Fbovespa Governance Levels

Level I Migration

Minimum float of 25% of capital

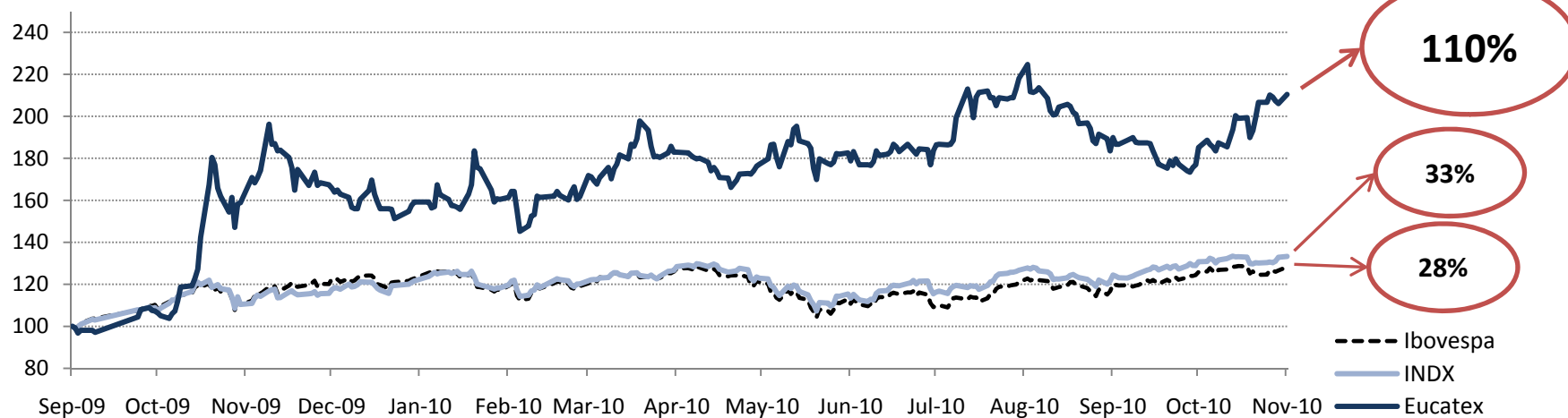
Improvement of the information provided quarterly, including the requirement of consolidation and special review

Disclosure of transactions with the Company's shares by the Company's controlling shareholders or management members

Disclosure of shareholder agreements and stock option programs



EUCA4 x IBOVESPA (Base 100)



Multiples

Book Value per Share vs
Market Value



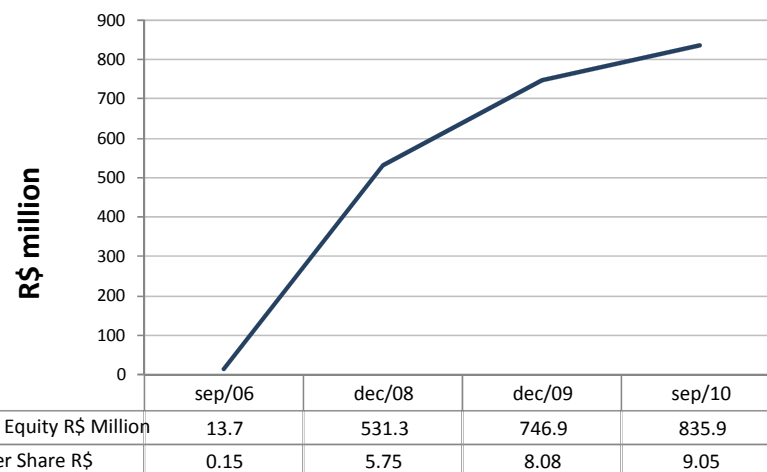
0.6

Market Cap vs Ebitda



3.3

Shareholders' Equity



José Antonio G. de Carvalho
Executive VP and IRO

Sergio Henrique Ribeiro
Controller

Waneska Bandeira
Investor Relations

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