

INVESTOR RELATIONS

José Antonio Goulart de Carvalho Executive Vice President and Investor Relations Officer

> Waneska Bandeira Investor Relations

Telephone: +55 11 3049-2473 ri@eucatex.com.br ri.eucatex.com.br

Conference Call in Portuguese with simultaneous translation

March 10, 2016 9:30 a.m. (Brasília) / 7:30 a.m. (US ET)

> Dial-in for Portuguese +55 11 2188-0155 +55 11 2188-0400 (Replay)

> Dial-in for English +1 646 843 6054 +55 11 2188-0400 (Replay)

> > Webcast ri.eucatex.com.br

4Q15 Earnings Release

São Paulo, March 9, 2016 - Eucatex (BM&FBovespa: EUCA3 and EUCA4), one of the largest manufacturers of panels in Brazil, with operations also in the paint and varnish, laminated flooring, partitions and doors segments, announces today its results for the fourth quarter of 2015 (4Q15). The consolidated financial statements are presented in accordance with the International Financial Reporting Standards (IFRS). Except where stated otherwise, the amounts are in millions of Brazilian real (R\$ million) and comparisons are with the same period the previous year.



A 1237



4Q15	Net Revenue of R\$289.4 million (-3.4%)
	Recurring EBITDA of R\$45.9 million (-24.1%), with margin of 15.9%
	Recurring Net Income of R\$5.0 million (-67.7%)
	Exports: growth of 66.0% in Volume and 79.4% in Net Revenue
2015	Net Revenue of R\$1,143.3 million (+2.6%)
	Recurring EBITDA of R\$196.7 million (-4.4%), with margin of 17.2%
	Recurring Net Income of R\$22.3 million (-53.0%)
	Exports: growth of 37.8% in Volume and 81.0% in Net Revenue

Recurring Adjusted EBITDA	45.9	60.5	-24.1%	196.7	205.8	-4.4%
Net Debt / EBITDA (LTM)	1.8	1.2	50.2%	1.7	1.4	19.2%
Net Debt	333.9	293.0	14.0%	333.9	293.0	14.0%
Recurring Net Income	5.0	15.3	-67.7%	22.3	47.4	-53.0%
Net Income	0.7	4.7	-85.3%	10.5	27.4	-61.6%
EBITDA Margin (%)	14.4%	16.6%	-2.3 p.p.	16.2%	16.7%	-0.5 p.p.
EBITDA adjusted by non-cash events	41.6	49.8	-16.5%	184.9	185.7	-0.4%
Gross Margin (%)	26.8%	31.9%	-5.1 p.p.	29.3%	30.8%	-1.5 p.p.
Gross Income	77.7	95.6	-18.7%	334.8	342.8	-2.3%
Net Revenue	289.4	299.6	-3.4%	1,143.3	1,114.7	2.6%
Amounts in R\$ million	4Q15	4Q14	Var. (%)	2015	2014	Var. (%)



A A A A A



Management Comments

The year 2015 was marked by deterioration in economic indicators, reflecting the intensification of Operation Car Wash and the turbulent political scenario. The impacts were felt:

- ✓ in the job market, with rising unemployment and declining wage levels;
- ✓ in household consumption, which decreased as a result of lower wage levels, reflecting higher unemployment rates and lower bargaining power, which hampered real increase in wages;
- ✓ in free credit to individuals due to restrictions imposed by financial agents, driven by fear of default and hike in interest rates;
- ✓ in consumer and business confidence indices, which were the lowest in history;
- ✓ in real estate financing terms, which worsened due to the hike in interest rates and the lowering of the ceiling eligible for financing.

The above factors had a significant impact on economic activity of the main sectors in which the Company operates: furniture and construction. The indicators in these industries closed 2015 with contraction. According to the Brazilian Construction Materials Industry Association (ABRAMAT), for example, these two sectors ended 2015 contracting 12.6%.

In 2015, the Company prepared itself by modernizing and adjusting its product lines to meet the demand from the export market, in order to increase its exports, which brought positive results: revenue growth of 81.0% in the year compared to 2014. This sales growth, combined with higher profitability, has helped maintain the Company's activities at levels close to those in 2014. In addition to exports, efforts are under way to reduce costs and investments in order to keep the Company going during this challenging moment.

Operating Performance and Results

Sales in the Wood segment, combining domestic and export markets, grew 1.3% in 4Q15 compared to the same period the previous year, driven by higher exports. According to the Brazilian Tree Industry (IBA), the domestic panels market contracted by 13.8% in the same period, with MDF and MDP sales down by 13.8% and 14.7%, respectively.

In this segment, the highlights were the Company's exports which, in line with its current strategy, grew 66.0% in volume and 79.4% in net revenue in the quarter compared to the year-ago period, driven by higher sales of fiberboard (+30.8%) and T-HDF (+317.9%), whose exports were incipient in 2014 but now account for a bigger share of the export mix. Changes in production process were concluded, which will further increase their share of exports over the course of 2016. Exports by the sector grew 117.4% in 4Q15 compared to 4Q14, according to IBA. In the year, exports grew 37.8% in volume and 81% in Net Revenue.



A 12 45

The Company's Paint sales fell 12.4% in 4Q15 compared to 4Q14, while the paints market contracted 10.6%, according to the Brazilian Paint Manufacturers Association (ABRAFATI). In 2015, volumes fell 2.6% from the prior year, while the market contracted by 5.4%, according to ABRAFATI.

Operating Performance base 100 - 2005

Physical Sales	4Q15	4Q14	Var. (%)	2015	2014	Var. (%)
Wood Panels (DM)	138	143	-3.4%	147	161	-8.3%
Wood Panels (EM)	133	80	66.0%	217	158	37.8%
Paints	303	346	-12.4%	355	365	-2.6%

DM - Domestic Market / EM - Export Market

Net revenue

Net Revenue Breakdown (R\$ million)	4Q15	4Q14	Var. (%)	2015	2014	Var. (%)
Wood Segment	208.5	207.0	0.7%	850.3	821.1	3.6%
Paint Segment	65.7	67.6	-2.9%	253.7	247.3	2.6%
Other	15.2	24.9	-39.0%	39.2	46.2	-15.1%
Net Revenue	289.4	299.6	-3.4%	1,143.3	1,114.7	2.6%

Net revenue totaled R\$289.4 million, down 3.4% from R\$299.6 million in 4Q14. In the Wood Segment, the lower domestic volume was offset by higher exports. Total revenue from the segment increased 0.7% in 4Q15, reflecting the continued growth in exports (66.0%).

In the Paint segment, net revenue fell 2.9%, due to the lower sales volume.

Cost of Goods Sold (COGS)

In 4Q15, the exchange variation continued to pressure costs of all products. The 3.0% increase in COGS in the quarter is mainly due to the increased cost of inputs impacted by exchange variation, and the increase in electricity expenses. In the year, COGS increased 4.6%, also reflecting these two factors.

3 2 2 2





Gross Income and Gross Margin

Gross income reached R\$77.7 million in 4Q15, compared to R\$95.6 million in 4Q14, down 18.7%. Gross margin in the quarter reached 26.8%, down 5.1 p.p. from 4Q14. In 2015, the decline was lower, with Gross Income down 2.3% to R\$334.8 million and gross margin down 1.5 p.p. to 29.3%.

Operating Expenses

Breakdown of Expenses (R\$ million)	4Q15	4Q14	Var. (%)	2015	2014	Var. (%)
General and Administrative	(14.6)	(14.3)	2.3%	(56.3)	(54.1)	4.1%
Selling	(43.9)	(41.8)	5.1%	(168.6)	(157.1)	7.3%
Total Operating Expenses	(58.5)	(56.1)	4.4%	(224.9)	(211.3)	6.5%
% Net Revenue	-20.2%	-18.7%	1.5 p.p.	-19.7%	-19.0%	0.7 p.p.
Other Operating Income and Expenses	1.2	(1.7)	169.2%	1.9	(7.8)	-124.9%

Administrative expenses in 4Q15 and 2015 increased by 2.3% and 4.1% compared to the respective periods in the previous year. This is chiefly associated with the increase in labor costs and restatement of contract amounts.

The variation in selling expenses, in both 4Q15 and 2015 compared to the same periods in the previous year, is basically due to the growth of exports, which entail higher variable expenses, at the expense of domestic sales.

EBITDA and EBITDA Margin

As a result of the above, recurring EBITDA was R\$45.9 million, down 24.1% from 4Q14. Recurring EBITDA margin decreased by 4.3 p.p. to 15.9%, from 20.2% in the same period last year. In 2015, recurring EBITDA fell 4.4% to reach R\$ 196.7 million, while margin declined 1.3 p.p. to 17.2%.



A A & A & A



Adjusted recurring EBITDA Margin	15.9%	20.2%	-4.3 p.p.	17.2%	18.5%	-1.3 р.р.
Recurring adjusted EBITDA	45.9	60.5	-24.1%	196.7	205.8	-4.4%
Non-recurring events ⁽¹⁾	4.3	10.6	-59.9%	11.8	20.1	-41.2%
EBITDA adjusted by non-cash events	41.6	49.8	-16.5%	184.9	185.7	-0.4%
Fair value variation in biological assets	(8.9)	(10.1)	-12.3%	(44.3)	(43.3)	2.4%
Non-cash adjustments						
EBITDA Margin	17.4%	20.0%	-2.6 p.p.	20.1%	20.5%	-0.5 p.p.
EBITDA under CVM instr. 527/12	50.5	59.9	-15.8%	229.3	229.0	0.1%
Depreciation and Amortization	34.4	32.7	5.1%	129.2	125.3	3.1%
EBIT	16.1	27.2	-40.9%	100.1	103.7	-3.5%
Net Financial Income (Loss)	14.7	20.1	-26.8%	112.5	61.4	83.1%
Income and Social Contribution Taxes	0.7	2.4	-71.7%	(22.9)	14.9	-254.2%
Net Income	0.7	4.7	-85.3%	10.5	27.4	-61.6%
EBITDA Reconciliation (R\$ million)	4Q15	4Q14	Var. (%)	2015	2014	Var. (%)

Recurring Net Income

Recurring net income in 4Q15 totaled R\$ 5.0 million, down 67.7% from 4Q14. In 2015, net income was R\$22.3 million, decreasing 53.0% from 2014.

Debt

The Company's net debt at the end of 2015 was R\$333.9 million, equivalent to 1.7 times its annualized recurring EBITDA, decreasing by R\$34.0 million from the close of 9M15, which basically corresponds to the exchange rate variation in the period.

Debt (R\$ Million)	2015	9M15	Var. (%)	2014	Var. (%)
Short Term Debt	210.6	211.1	-0.2%	141.2	49.2%
Long Term Debt	140.9	175.7	-19.8%	172.9	-18.5%
Gross Debt	351.5	386.8	-9.1%	314.1	11.9%
Cash and Cash Equivalents	17.6	18.9	-6.9%	21.1	-16.5%
Net Debt	333.9	367.9	-9.2%	293.0	14.0%
% Short Term Debt	60%	55%	5.4 p.p.	45%	33.3%
Net Debt/EBITDA	1.7	1.7	-1.6%	1.4	19.2%



A 37.21



Capex

Capex totaled R\$20.1 million in 4Q15 and was generally used in maintaining the Company's manufacturing and forest operations. In 2015, investments totaled R\$88.0 million, down 6.4% from the initial forecast. For 2016, the Company projects a 9.1% reduction in investments compared to 2015, at R\$80.0 million, with the focus on maintenance of operations.

Sustainability

Eucatex's forest sustainability is assured by 46,300 hectares of forests, all located in the state of São Paulo.

Eucatex is widely recognized for its sustainable development practices and was the first company in the industry to obtain ISO 9001 certification, in 2000. It also holds ISO 14001 certification and the Green Seal awarded by the Forest Stewardship Council (FSC), which certifies that its forests are managed in accordance with rigorous environmental, social and economic standards. In another pioneering initiative, Eucatex became the first in the industry in South America to build a woodchip recycling line on an industrial scale. Its state-of-the-art equipment enables materials obtained within a radius of approximately 120 kilometers from the Salto (São Paulo) unit to be used as raw material for producing panels and as biomass for firing its boilers. The unit's total processing capacity is 240,000 metric tons/year, which is equivalent to approximately two million trees, 470,000 cubic meters of standing timber or 1,500 hectares of planted forests. The investment in land and planting to maintain this volume of wood, considering a seven-year cycle, would amount to around R\$200 million. Not only does it generate cost benefits, but recycling woodchips also prevents this material from being deposited in local landfills.

Capital Markets

Eucatex's preferred stock, listed on the BM&FBovespa under the ticker EUCA4, closed 4Q15 quoted at R\$2.75. Eucatex's market capitalization at the end of the period stood was R\$254.7 million, around 22% of its book value.



3233



About Eucatex

Eucatex S.A. Indústria e Comércio completes 65 years in 2016 and is one of Brazil's largest manufacturers of laminated flooring, wall partitions, doors, MDP/MDF/T-HDF panels, fiberboard, and paints and varnishes. It operates five modern plants in Botucatu and Salto (both in São Paulo) and Cabo de Santo Agostinho (Pernambuco), employing 2,378 people. Its products are exported to more than 37 countries. For further information, visit www.eucatex.com.br/ir.

This release contains forward-looking statements related to the business prospects, estimates of operating and financial results, and those related to the growth prospects of Eucatex. These are merely projections and as such are based exclusively on the expectations of Eucatex management concerning the future of the business. These forward-looking statements substantially depend on market conditions, the performance of the Brazilian economy, the sector and the international markets and therefore are subject to change without prior notice.

Audit

The policy of the Eucatex Group regarding services provided by its independent auditors that are not related to the external audit of its financial statements is based on the principles of professional independence. These principles are based on the premise that the auditor must not examine his own work, perform managerial functions or practice law on behalf of clients. In 4Q15, the Eucatex Group did not engage Grant Thornton Auditores Independentes for services other than audit.



A 22.32 3



Income Statement

Income Statement (R\$ million)	4Q15	4Q14	Var. (%)	2015	2014	Var. (%)
Gross Revenue	349.8	364.3	-3.9%	1,385.9	1,363.1	1.7%
Sales taxes and Deductions	(60.5)	(64.7)	-6.5%	(242.7)	(248.4)	-2.3%
Net Revenue	289.4	299.6	-3.4%	1,143.3	1,114.7	2.6%
Fair value variation in biological assets	8.9	10.1	-12.3%	44.3	43.3	2.5%
Cost of Goods Sold	(220.6)	(214.1)	3.0%	(852.8)	(815.1)	4.6%
Gross Income	77.7	95.6	-18.7%	334.8	342.8	-2.3%
% Gross Margin	26.8%	31.9%	-5,1 p.p.	29.3%	30.8%	-1,5 p.p.
Selling Expenses	(43.9)	(41.8)	5.1%	(168.6)	(157.1)	7.3%
General and Administrative Expenses	(12.3)	(12.6)	-2.7%	(47.2)	(46.4)	1.6%
Management Compensation	(2.4)	(1.7)	39.4%	(9.1)	(7.7)	18.9%
Other Operating Income / (Expenses)	1.2	(1.7)	169.2%	1.9	(7.8)	-124.9%
Operating Income (Expenses)	(57.3)	(57.8)	-0.7%	(223.0)	(219.1)	1.8%
Net Income before Financial Result	20.3	37.8	-46.2%	111.9	123.8	-9.6%
Financial Income (Expense)	(14.7)	(20.1)	26.8%	(112.5)	(61.4)	-83.1%
Non-recurring Income (Expense)	(4.3)	(10.6)	59.9%	(11.8)	(20.1)	41.2%
Net Income after Financial Result	1.4	7.1	-80.8%	(12.4)	42.3	-129.5%
Provision for Income and Soc. Contr. Taxes	(0.7)	(2.4)	-71.7%	22.9	(14.9)	-254.2%
Net Income (Loss) before Non-Controlling Inter ϵ	0.7	4.7	-85.4%	10.5	27.4	-61.7%
Non-controlling interest	0.0	(0.0)	-176.8%	0.0	0.0	-5213.8%
Net income in the year	0.7	4.7	-85.3%	10.5	27.4	-61.6%
Net Margin	0.2%	1.6%	-1,3 р.р.	0.9%	2.5%	-1,5 р.р.



00222



Balance Sheet

Balance Sheet (R\$ '000)	2015	2014	Var. (%)
ASSETS			
Current Assets			
Cash and Cash Equivalents Marketable Securities	3.9 13.7	7.5 13.6	-47.7% 0.6%
Trade Accounts Receivable	212.6	239.0	-11.0%
Inventories	-	-	0.0%
Inventories	215.5	154.1	39.9%
Taxes Recoverable	15.7	18.2	-13.8%
Prepaid Expenses	1.9	1.6	18.5%
Unrealized losses	-	-	0.0%
Other receivables	3.8	3.1	23.8%
Total Current Assets	467.2	437.1	6.9%
Non-Current Assets			
Long-Term Assets			
Trade Accounts Receivable	25.6	21.6	18.5%
Taxes Recoverable	3.4	3.4	1.1%
Deferred income and soc. contr. taxes	38.5	-	0.0%
Goods held for sale	0.5	0.6	-18.0%
Investment properties	25.1	26.0	-3.4%
Judicial Deposits	14.4	11.0	30.7%
Other receivables Total Long-Term Assets	15.5 123.0	15.5 78.1	0.0% 57.5%
-	125.0	70.1	37.370
Permanent Assets			0.00/
Investments Dislocities Accest	-	-	0.0%
Biological Assets Fixed Assets	383.8 1,044.1	363.4 1,061.4	5.6% -1.6%
Intangible Assets	0.3	0.3	-6.1%
Total Permanent Assets	1,428.2	1,425.1	-2.1%
Total Non-Current Assets	1,551.2	1,503.2	3.2%
Total Assets	2,018.4	1,940.3	4.0%
LIABILITIES Current liabilities			
Trade Accounts Payable	150.2	114.2	31.5%
Loans and Financing	185.4	115.8	60.2%
Labor Liabilities	31.7	30.4	4.5%
Tax Liabilities	12.0	13.5	-11.5%
Inventories	-	0.0	-100.0%
Tax Installments	44.4	39.5	12.4%
Advances from Clients	10.2	13.8	-26.1%
Dividends and interest on equity payable	61.1	60.4	1.2%
Unrealized profits Debentures payable	11.8 25.2	2.5 25.4	368.7% -0.9%
Accounts Payable	20.0	29.8	-32.9%
Total Current Liabilities	552.0	445.2	24.0%
Non-Current Liabilities			
Loans and Financing	128.7	135.9	-5.3%
Trade Accounts Payable	-	1.2	-100.0%
Tax Installments	38.4	56.1	-31.6%
Deferred Income and Soc. Contr. Taxes	88.3	82.1	7.6%
Provision for Contingencies	25.5	20.3	25.5%
Debentures payable	12.2	37.0	-67.0%
Total Long-Term Liabilities	293.1	332.6	-11.9%
Shareholder's Equity			
Capital	488.2	488.2	0.0%
Revaluation Reserves	202.1	205.5	-1.7%
Profit Reserve	394.1	377.4	4.4%
Asset Valuation Adjustment	90.2	93.7	-3.7%
Other Comprehensive Income	1.7	0.6	167.8%
Treasury Stock	(2.9)	(2.9)	0.0%
Total Shareholder's Equity	1,173.3	1,162.5	0.9%
Non-controlling interest	0.0	(0.0)	-352.8%
Total Shareholder's Equity & Non-controlling Interest	1,173.4	1,162.5	0.9%
Total Liabilities and Shareholder's Equity	2,018.4	1,940.3	4.0%
	_,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	



A A 2.32 39



Cash Flow

Cash Flow from Operating Activities (R\$ 000)	2015	2014
Net Income before Income and Social Contribution Taxes	(12.5)	42.3
Adjustments to reconcile cash and cash equivalents		
from operating activities		
Depreciation and Amortization	62.8	63.8
Exhaustion of biological assets	66.4	61.5
Residual Value of Fixed Assets Sold	0.0	0.1
Write-off of investments	1.0	1.8
Fair value variation in biological assets	(44.3)	(43.3)
Interest, Monetary and Exchange Variations, net	99.8	45.5
Provision for inventory losses	0.0	0.0
Income and social contribution taxes in the period	(9.3)	(14.9)
Provision (reversal) for liabilities and others	8.5	6.7
Adjustment from previous fiscal years	-	(1.0)
Changes in operating assets and liabilities		
Marketable Securities	(0.1)	(4.5)
Trade accounts receivable	21.8	(18.2)
Receivables from related parties	(0.0)	-
Inventories	(61.5)	(10.8)
Recoverable taxes	1.2	12.4
Deferred expenses	(0.3)	1.1
Judicial deposits	(3.4)	(2.3)
Other receivables	(0.7)	2.8
Trade accounts payable	34.8	5.2
Labor and Tax Liabilities	(7.5)	(9.6)
Tax Installments	(25.8)	(25.8)
Advances from Clients	(3.6)	2.5
Provision for contingencies	6.4	9.6
Accounts payable	(0.5)	(4.5)
Net Cash Flow from Operating Activities	133.3	120.5
Cash Flow from Investing Activities		
Capital reduction on subsidiaries	1.1	0.3
Addition to fixed assets	(45.5)	(64.4)
Addition to biological assets	(42.4)	(41.7)
	(42.4)	(41.7)
Net Cash Flow from Investing Activities	(86.9)	(105.7)
Cash Flow from Financing Activities		
Amortization of loans	(182.1)	(156.8)
Loans	131.4	134.1
Payment of dividends/Interest on equity	0.7	3.7
Net Cash Flow from Financing Activities	(49.9)	(18.9)
Increase (Reduction) in Net Cash and Cash Equivalents	(2.6)	(4.1)
	(3.6)	(4.1)
Cash and Cash Equivalents		
Beginning of period	7.5	11.6
End of period	3.9	7.5
Supplemental information:		
Income Tax and Social Contribution Paid:	(10.7)	(11.1)