



Eucatex Group Presentation

2Q17 Earnings

August 10, 2017





Highlights

Net Revenue

2Q17: R\$ 290.3 million, up 3.5%

6M17: R\$ 573.4 million, up 3.2%

Recurring EBITDA

2Q17: R\$ 52.5 million, growth of 2.4%

6M17: R\$ 97.7 million, growth of 6.8%

Recurring EBITDA Margin

2Q17: 18.1%, contraction of 0.2 pp

6M17: 17.0%, expansion of 0.5 pp

Recurring Net Income

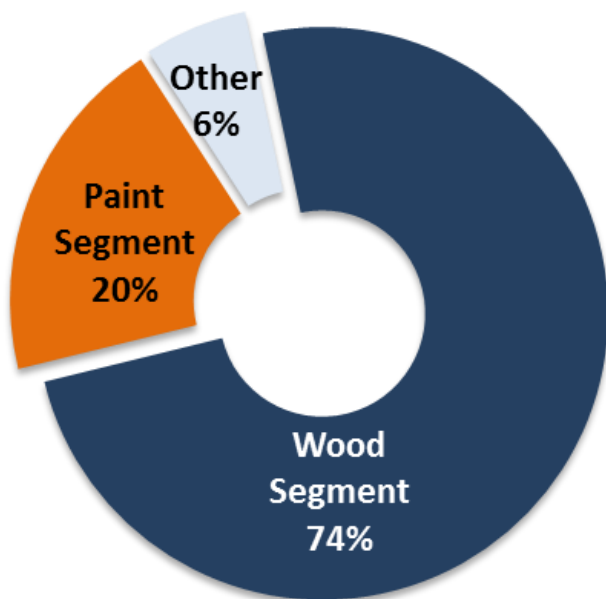
2Q17: R\$ 3.2 million, down 83.7%

6M17: R\$ 12.9 million, down 58.1%

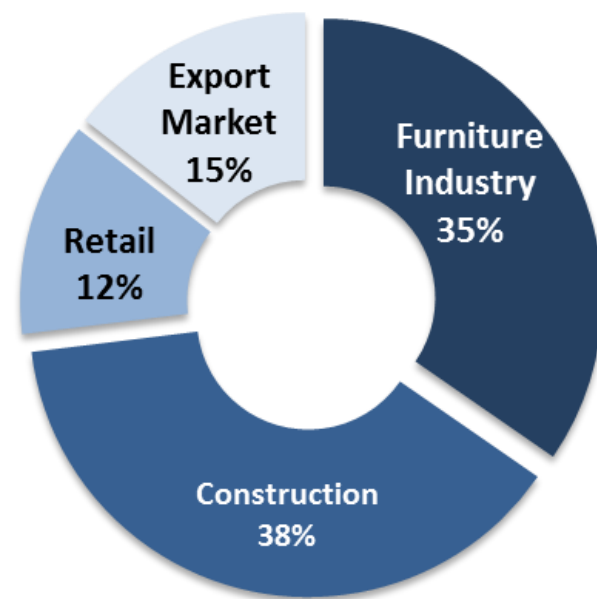


Net Revenue					
2Q16	2Q17	Var	6M16	6M17	Var
R\$ 280.4 million	R\$ 290.3 million	3.5%	R\$ 555.7 million	R\$ 573.4 million	3.2%

Breakdown by Product - 2Q17



Breakdown by Segment - 2Q17

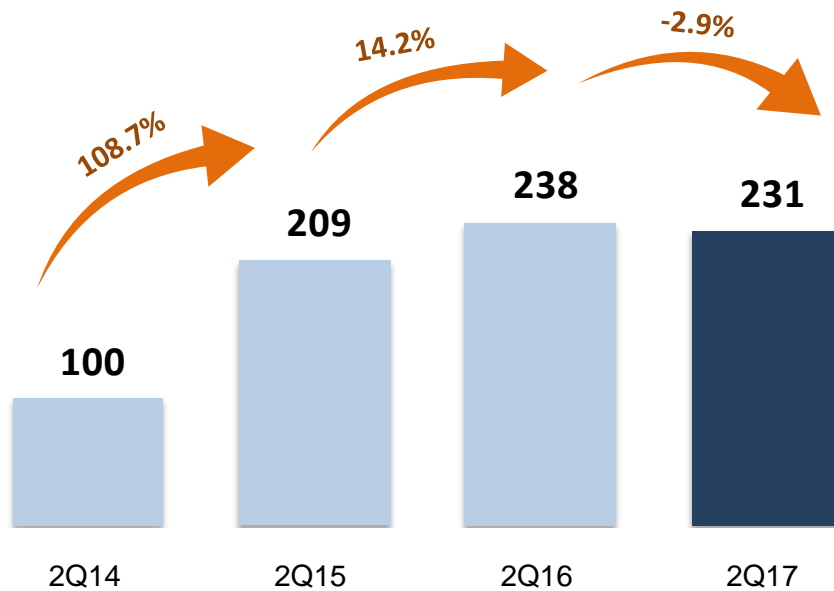




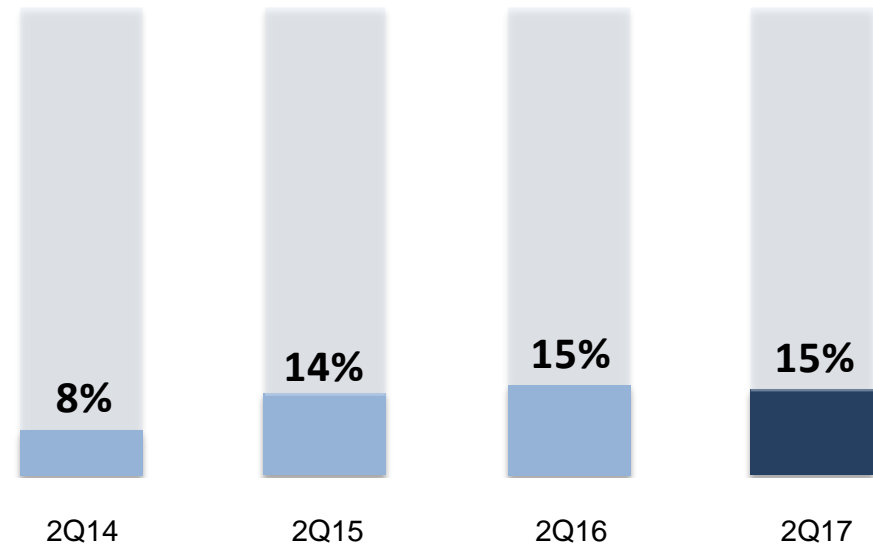
Export Performance - 2Q17

Net Revenue - Base 100 - 2013

CAGR: + 32.3%



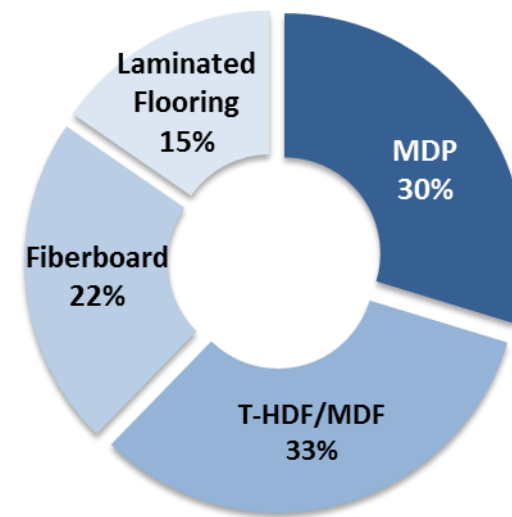
Share of Total Net Revenue



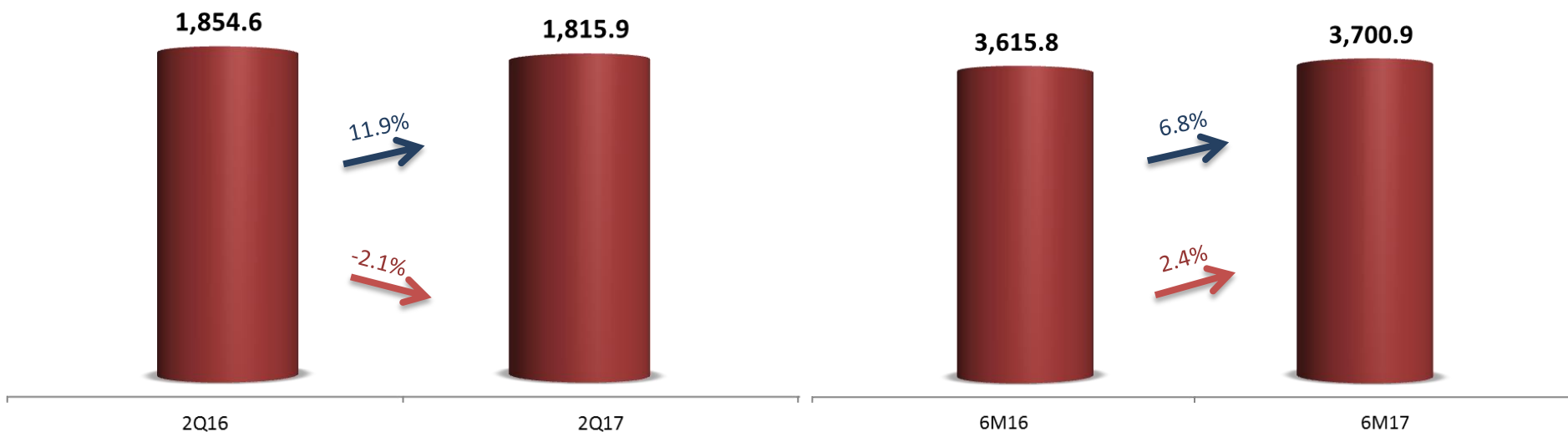


Net Revenue

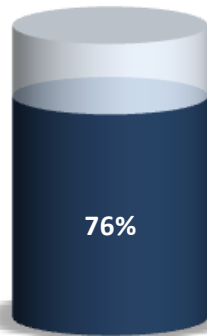
2Q16	2Q17	Var
R\$ 207.0 million	R\$ 216.3 million	4.5%
6M16	6M17	Var
R\$ 412.3 million	R\$ 420.9 million	2.1%



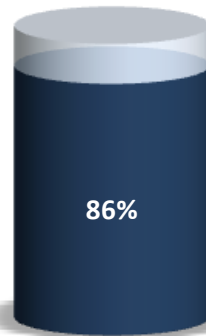
Total Market ('000 m³) DOMESTIC + EXPORT MARKET



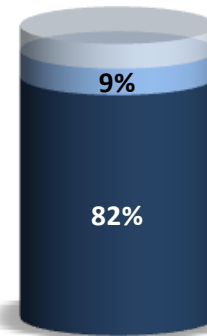
Installed Capacity Utilization - 2Q17



Fiberboard
(240,000m³/year)



T-HDF/MDF
(275,000 m³/year)



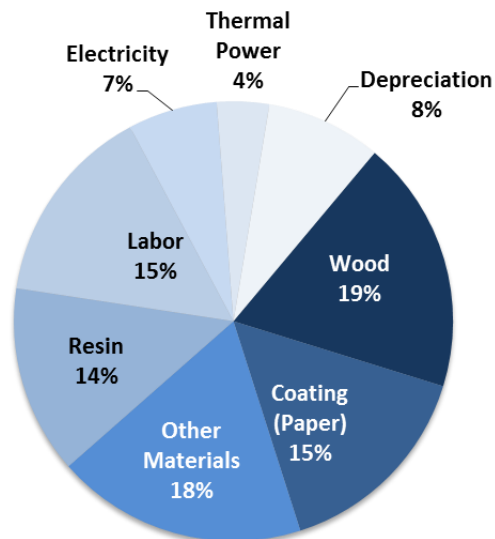
MDP and flooring
(430,000 m³/year)



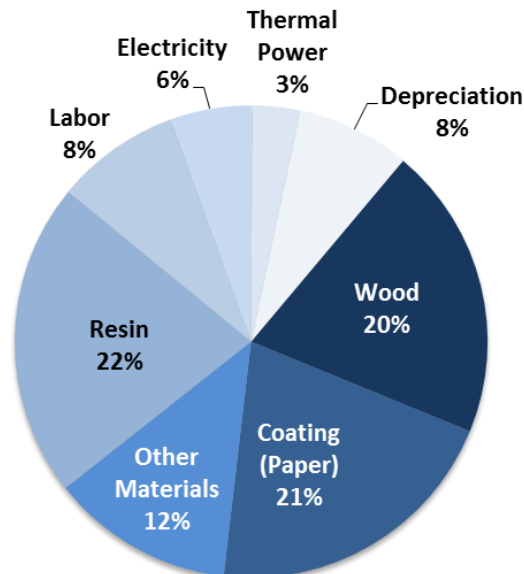
Laminated Flooring
(12 million m²/year)

Breakdown of Costs - 2Q17

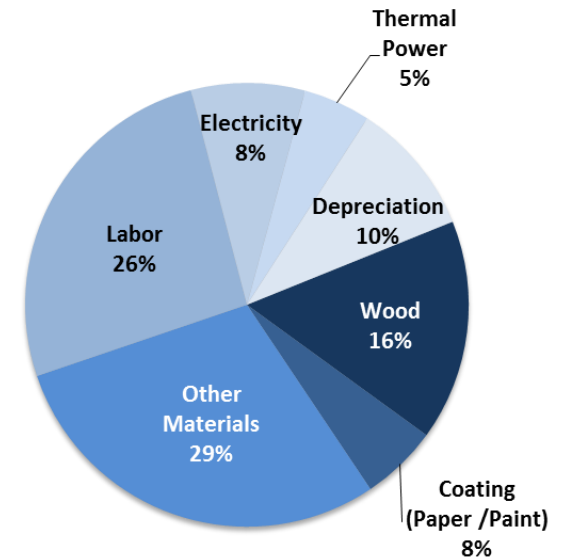
All Panels



Resin Panels



Non-Resin Panels (Fiberboard)

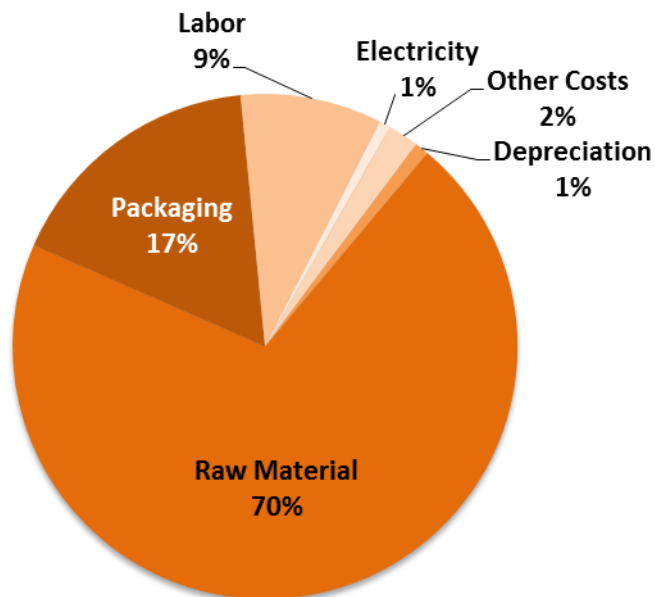




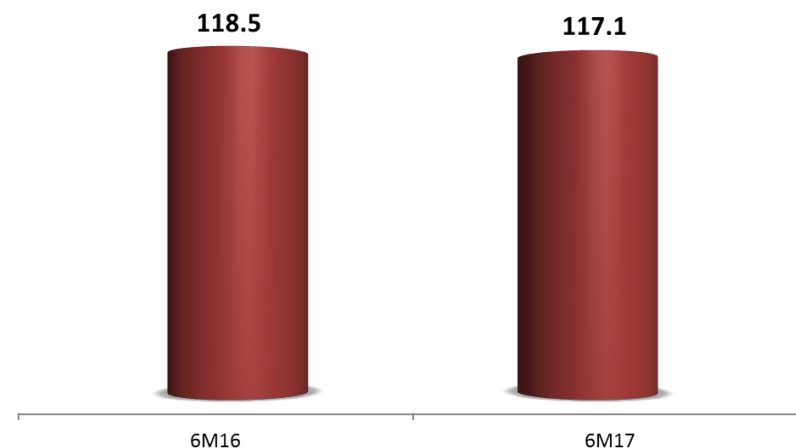
Net Revenue

2Q16	2Q17	Var
R\$ 60.6 million	R\$ 57.1 million	-5.7%
6M16	6M17	Var
R\$ 118.0 million	R\$ 116.5 million	-1.2%

Breakdown of Costs - 2Q17



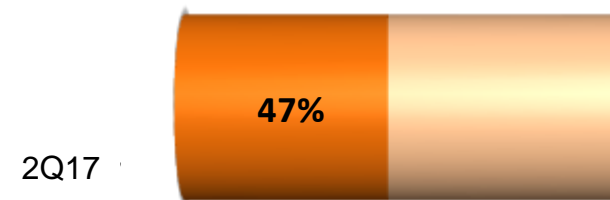
Market - million gallons



Change	2Q17 vs. 2Q16	6M17 vs. 6M16
Eucatex	-10.6%	-5.5%
Market	-2.3%	-1.2%

Source: Eucatex

Installed Capacity Utilization



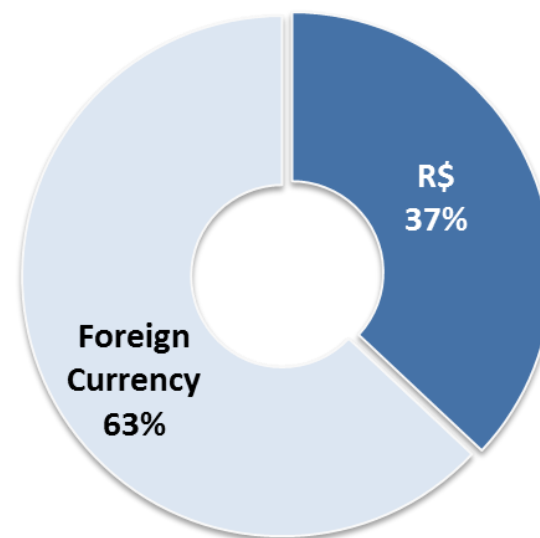
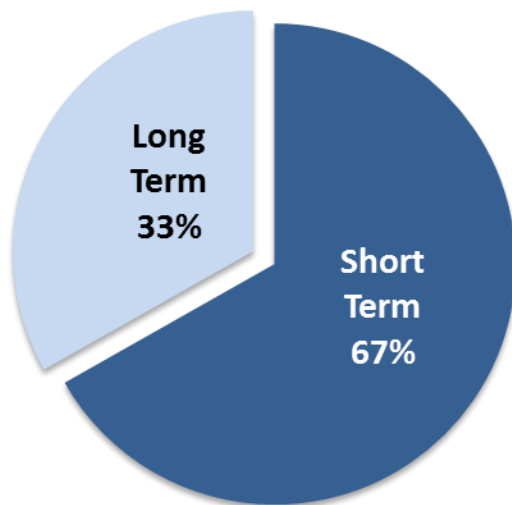
▪ Total Capacity - 36 million gallons / year



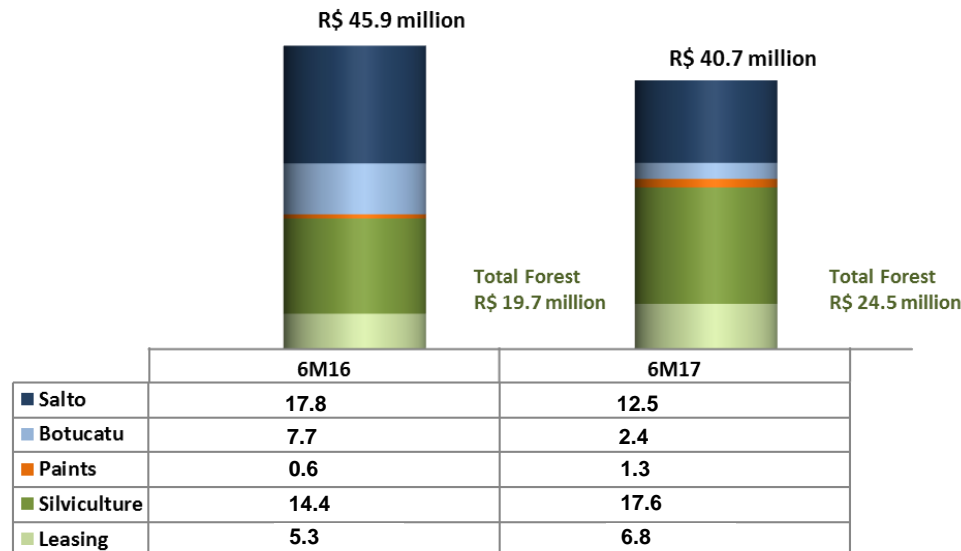
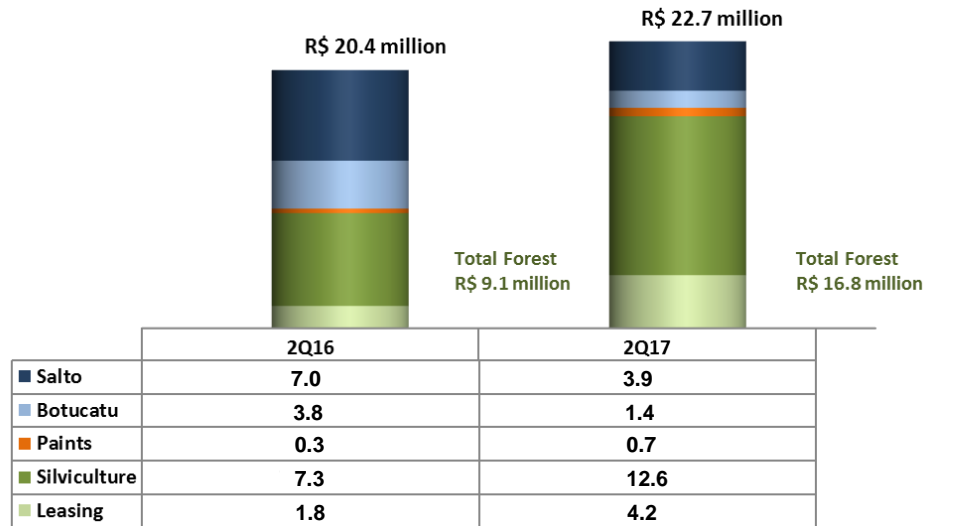
Highlights (R\$ million)	2Q17	V.A. %	2Q16	V.A. %	Var. (%)	6M17	V.A. %	6M16	V.A. %	Var. (%)
Net Revenue	290.3	100.0%	280.4	100.0%	3.5%	573.4	100.0%	555.7	100.0%	3.2%
Fair value of biological assets	5.8	2.0%	6.9	2.5%	-15.7%	10.3	1.8%	14.4	2.6%	-28.0%
Cost of products sold	(212.5)	-73.2%	(206.0)	-73.5%	3.1%	(427.9)	-74.6%	(415.7)	-74.8%	2.9%
Gross income	83.7		81.4		2.9%	155.9		154.3		1.0%
Gross Margin (%)	28.8%		29.0%		-0.2 p.p.	27.2%		27.8%		-0.6 p.p.
Administrative expenses	(14.7)	-5.1%	(14.1)	-5.0%	4.3%	(28.7)	-5.0%	(28.6)	-5.2%	0.2%
Selling expenses	(44.1)	-15.2%	(43.1)	-15.4%	2.3%	(82.6)	-14.4%	(85.0)	-15.3%	-2.8%
Other operating income and expenses	(0.4)	-0.2%	1.0	0.3%	-146.5%	(0.9)	-0.2%	(0.7)	-0.1%	32.6%
EBITDA adjusted by non-cash events	52.3	18.0%	45.4	16.2%	15.2%	94.2	16.4%	79.0	14.2%	19.3%
EBITDA Margin (%)	18.0%		16.2%		1.8 p.p.	16.4%		14.2%		2.2 p.p.
Adjusted Recurring EBITDA	52.5		51.3		2.5%	97.7		91.4		6.8%
Adjusted Recurring EBITDA Margin (%)	18.1%		18.3%		-0.2 p.p.	17.0%		16.5%		0.5 p.p.
Net financial result	(22.0)	-7.6%	(1.7)	-0.6%	-1162.8%	(30.3)	-5.3%	(6.2)	-1.1%	-392.1%
Non-recurring results	(0.2)	-0.1%	(5.9)	-2.1%	95.9%	(3.5)	-0.6%	(12.4)	-2.2%	72.2%
Income and social contribution taxes	0.8	0.3%	(3.6)	-1.3%	-121.8%	(0.5)	-0.1%	(3.1)	-0.6%	-84.8%
Net Income	3.0	1.0%	13.8	4.9%	-78.4%	9.4	1.6%	18.3	3.3%	-48.5%
Recurring Net Income	3.2	1.1%	19.7	7.0%	-83.7%	12.9	2.2%	30.7	5.5%	-58.1%

Debt (R\$ Million)	6M17	2016	Var. (%)
Short Term Debt	231.5	241.3	-4.1%
Long Term Debt	115.0	114.4	0.6%
Gross Debt	346.5	355.7	-2.6%
Cash and Cash Equivalents	17.0	23.6	-28.0%
Net Debt	329.5	332.1	-0.8%
% Short Term Debt	67%	68%	-1 p.p.
Net Debt/EBITDA	1.7	1.8	-5.6%

Debt Profile

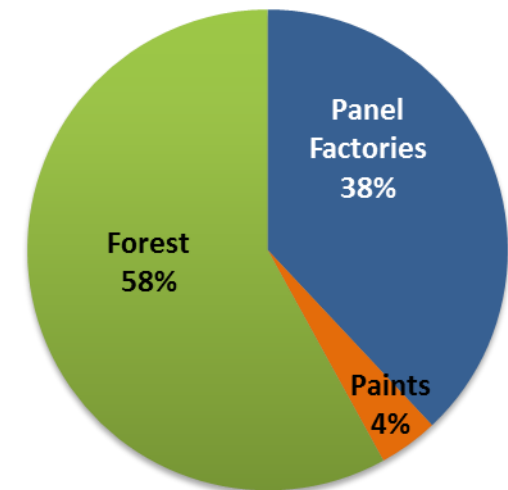


Investments Made



Planned for 2017

R\$ 81 million





79 farms with
planted
eucalyptus
forests, totaling
46,300 hectares

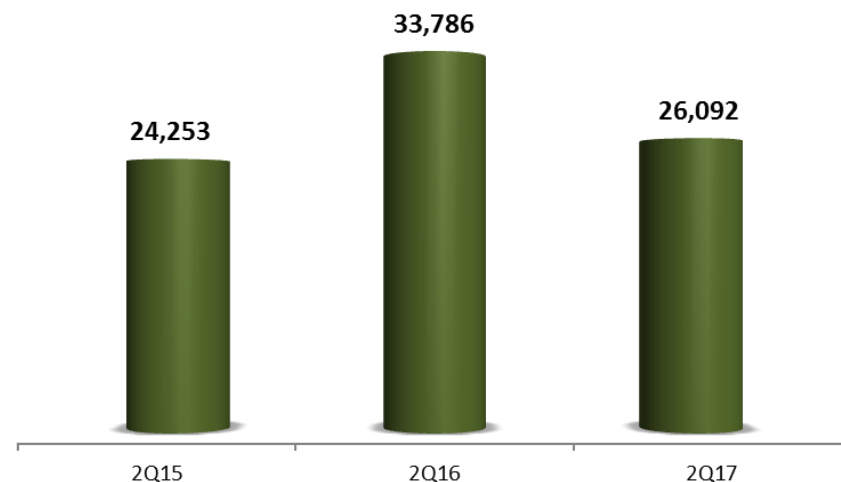
Average Radius

Salto	Botucatu
141 km	39 Km

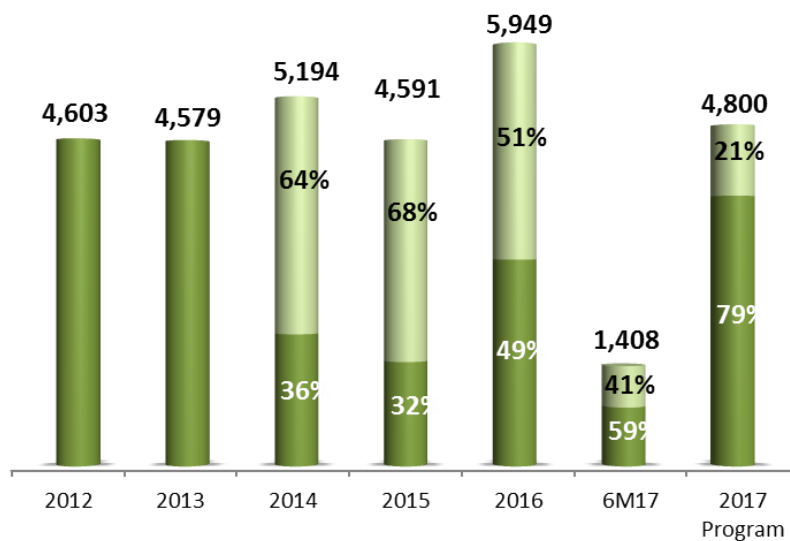
Total Processing Capacity - Recycling

Ton/Year	Equivalent to	
	Trees	Forests
240,000 ton	2 million / year	1,500 ha

Processed Volume (ton) - Recycling



Newly Planted Forests and Seedling Management (hectares)



Gains in Wood Purchases – Recycling – 6M17

Wood Market *	Recycled	Variation	Consump. Dry Ton	Gain
R\$210.60 ton/dry	R\$135.04 ton/dry	R\$ 75.56 ton/dry	43,702	R\$ 3,302 thousand

* Wood chips - CIF





José Antonio G. de Carvalho
Executive VP and IRO

Sergio Henrique Ribeiro
Controller

Waneska Bandeira
Investor Relations

+55 (11) 3049-2473

ri@eucatex.com.br

ri.eucatex.com.br

