



Eucatex Group Presentation

3Q17 Earnings

November 9, 2017





Highlights

Net Revenue

3Q17: R\$ 313.7 million, growth of 3.1%

9M17: R\$ 887.1 million, growth of 3.2%

Recurring EBITDA

3Q17: R\$ 55.5 million, up 16.5%

9M17: R\$ 153.2 million, up 10.1%

Recurring EBITDA Margin

3Q17: 17.7%, expansion of 2 pp

9M17: 17.3%, expansion of 1.1 pp

Recurring Net Income

3Q17: R\$ 33.8 million, growth of 285.5%

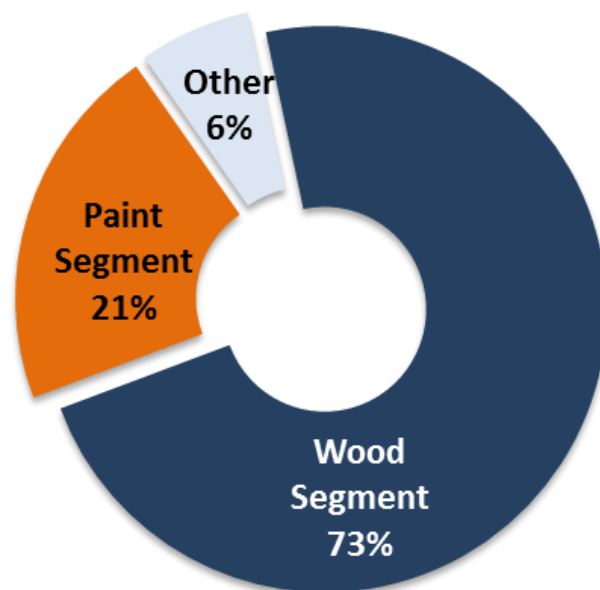
9M17: R\$ 46.7 million, growth of 18.2%



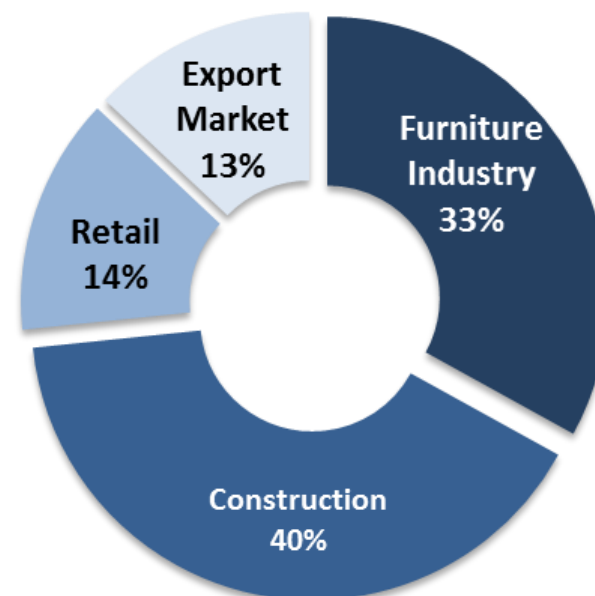
Net Revenue

3Q16	3Q17	Var	9M16	9M17	Var
R\$ 304.3 million	R\$ 313.7 million	3.1%	R\$ 859.9 million	R\$ 887.1 million	3.2%

Breakdown by Product - 3Q17



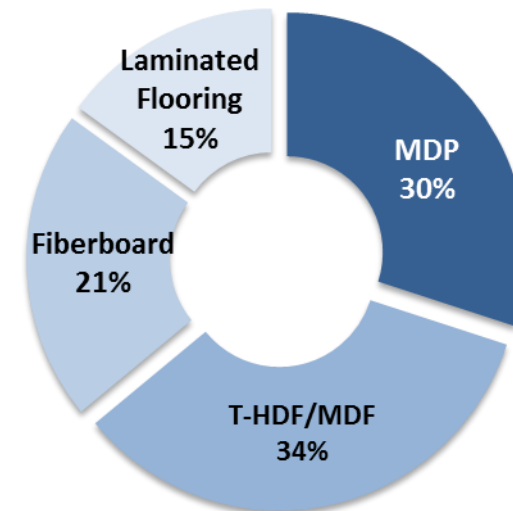
Breakdown by Segment - 3Q17



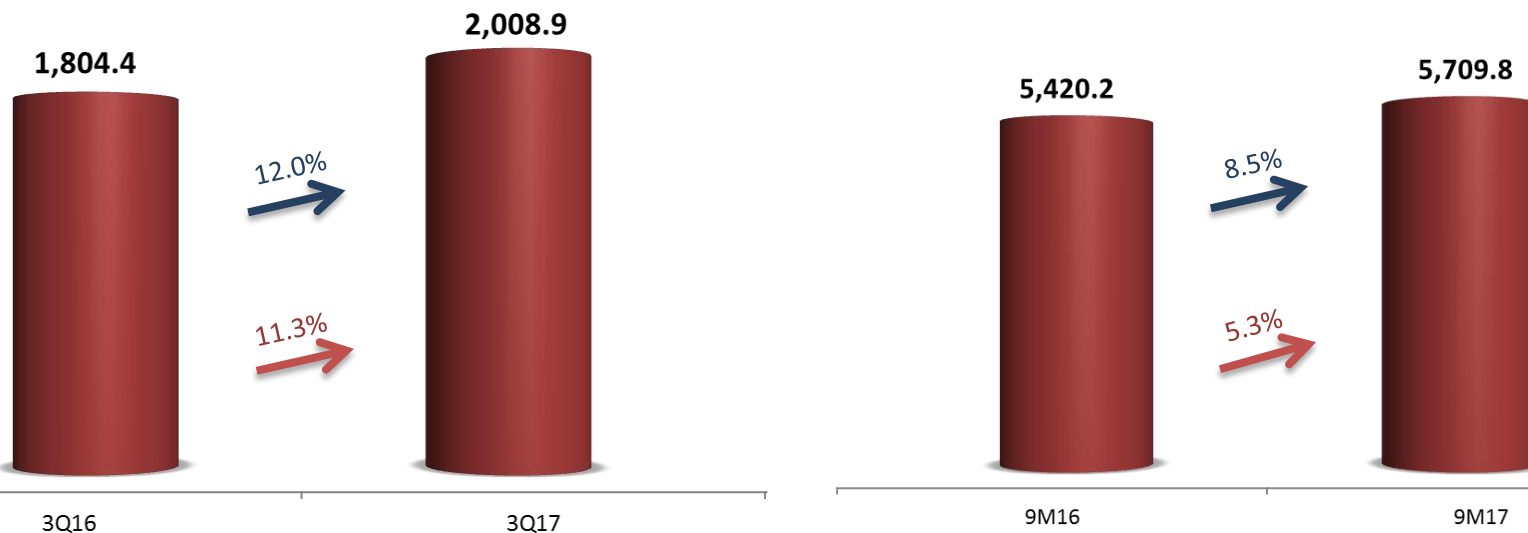


Net Revenue

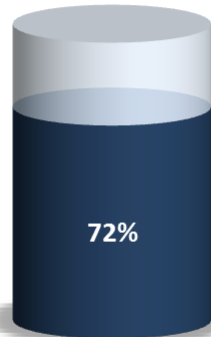
3Q16	3Q17	Var
R\$ 208.7 million	R\$ 223.2 million	6.9%
9M16	9M17	Var
R\$ 621.1 million	R\$ 644.1 million	3.7%



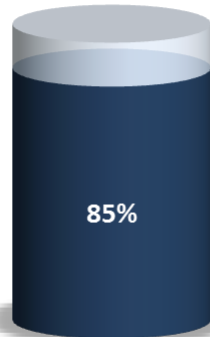
Total Market ('000 m³) DOMESTIC + EXPORT MARKET



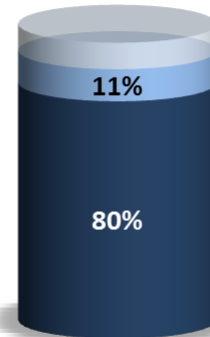
Installed Capacity Utilization - 3Q17



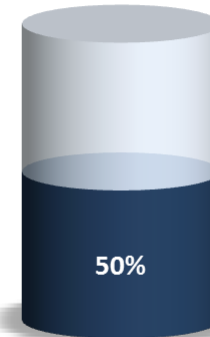
Fiberboard
(240,000m³/year)



T-HDF/MDF
(275,000 m³/year)



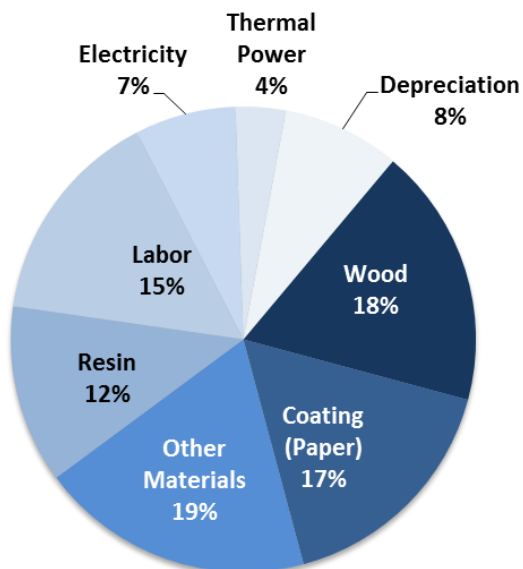
MDP and flooring
(430,000 m³/year)



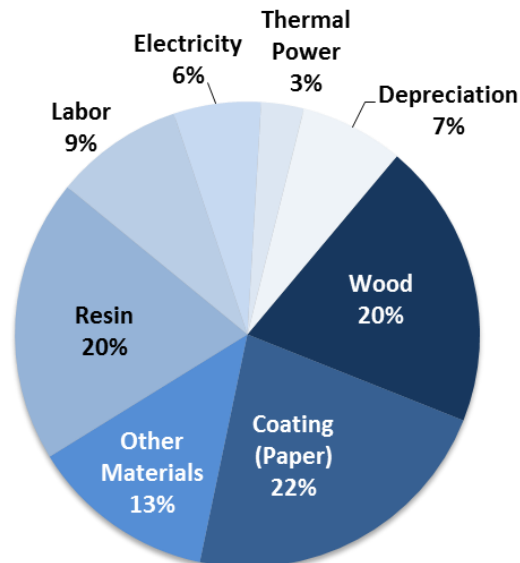
Laminated Flooring
(12 million m²/year)

Breakdown of Costs - 3Q17

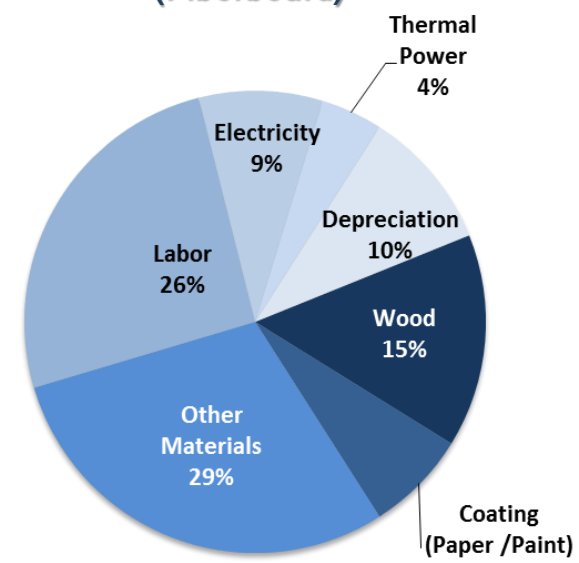
All Panels



Resin Panels



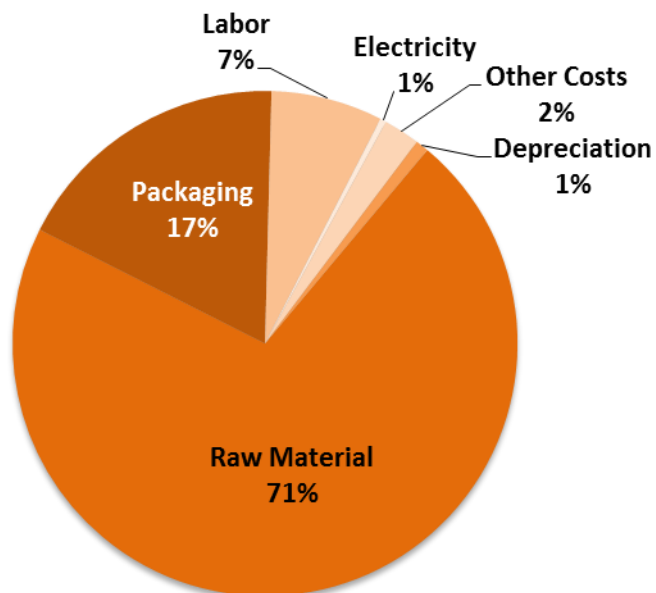
Non-Resin Panels (Fiberboard)



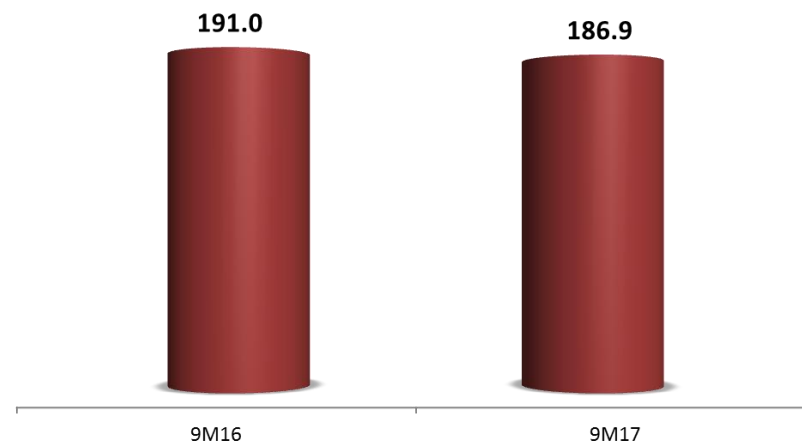
Net Revenue

3Q16	3Q17	Var
R\$ 73.6 million	R\$ 69.7 million	-5.4%
9M16	9M17	Var
R\$ 191.6 million	R\$ 186.2 million	-2.8%

Breakdown of Costs - 3Q17



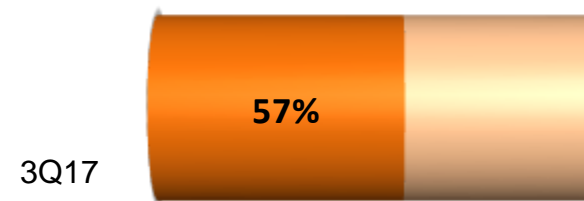
Market - million gallons



Change	3Q17 vs. 3Q16	9M17 vs. 9M16
Eucatex	-9.2%	-7.0%
Market	-3.7%	-2.2%

Source: Eucatex

Installed Capacity Utilization

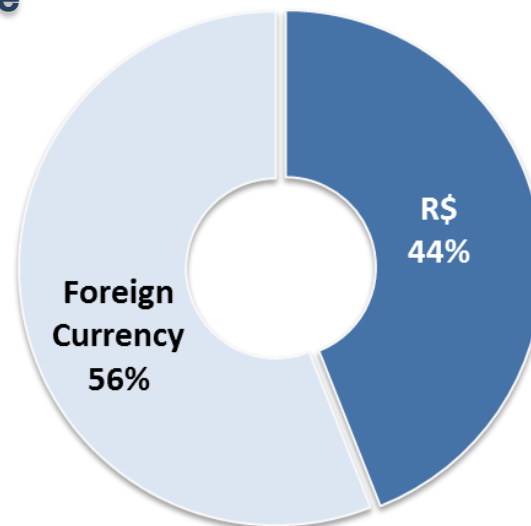
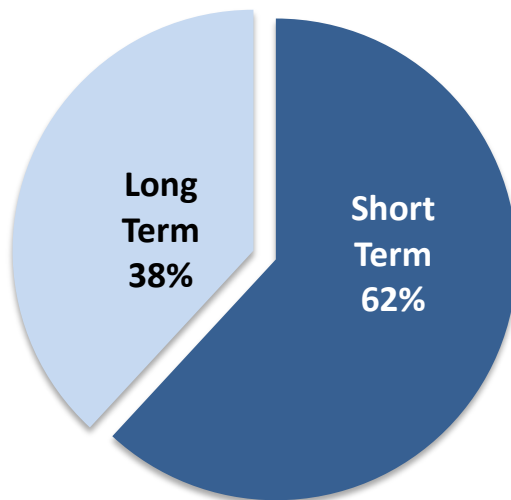


- Total Capacity - 36 million gallons / year

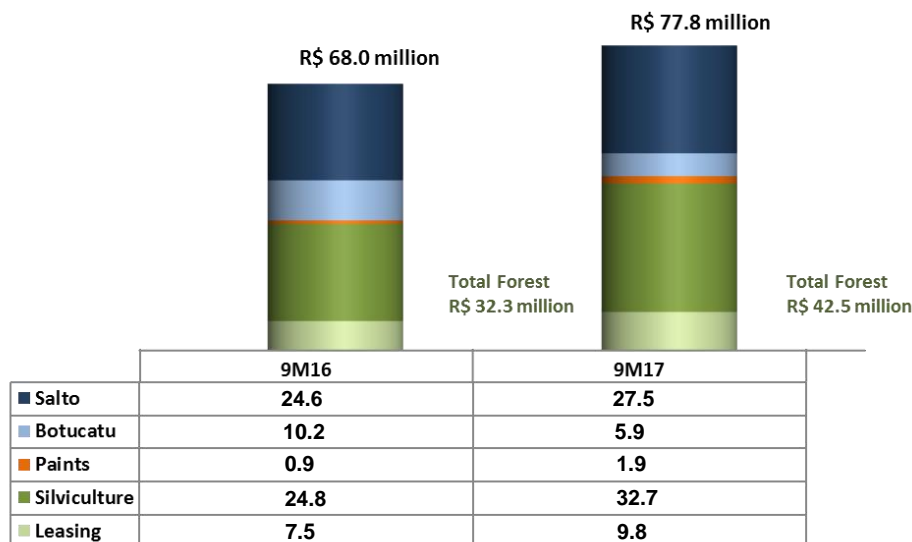
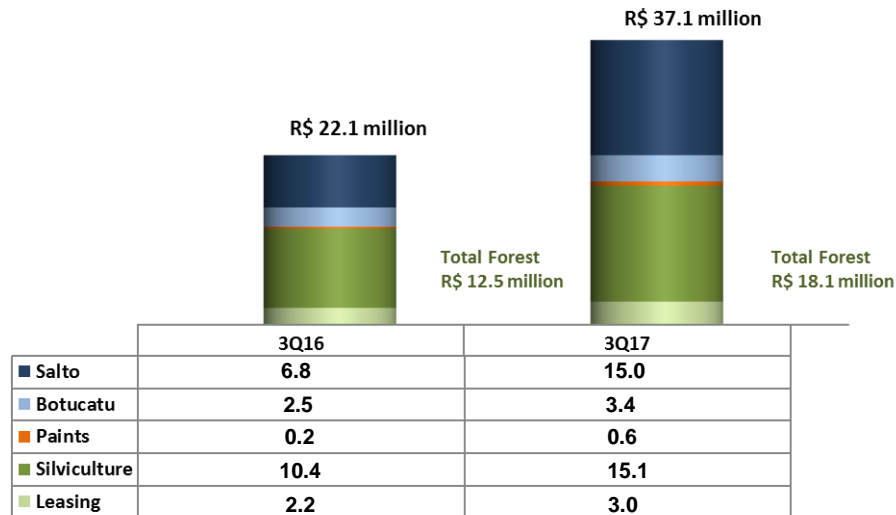
Highlights (R\$ million)	3Q17	V.A. %	3Q16	V.A. %	Var. (%)	9M17	V.A. %	9M16	V.A. %	Var. (%)
Net Revenue	313.7	100.0%	304.3	100.0%	3.1%	887.1	100.0%	859.9	100.0%	3.2%
Fair value of biological assets	12.8	4.1%	7.2	2.4%	78.3%	23.1	2.6%	21.5	2.5%	7.3%
Cost of products sold	(233.0)	-74.3%	(228.1)	-75.0%	2.2%	(660.9)	-74.5%	(643.8)	-74.9%	2.6%
Gross income	93.5		83.4		12.1%	249.3		237.6		4.9%
Gross Margin (%)	29.8%		27.4%		2.4 p.p.	28.1%		27.6%		0.5 p.p.
Administrative expenses	(13.9)	-4.4%	(14.7)	-4.8%	-5.9%	(42.5)	-4.8%	(43.4)	-5.0%	-1.9%
Selling expenses	(43.9)	-14.0%	(40.9)	-13.4%	7.4%	(126.5)	-14.3%	(125.9)	-14.6%	0.5%
Other operating income and expenses	(0.4)	-0.1%	0.3	0.1%	-256.3%	(1.4)	-0.2%	(0.4)	-0.1%	202.8%
EBITDA adjusted by non-cash events	52.0	16.6%	43.1	14.2%	20.7%	146.2	16.5%	122.1	14.2%	19.8%
EBITDA Margin (%)	16.6%		14.2%		2.4 p.p.	16.5%		14.2%		2.3 p.p.
Adjusted Recurring EBITDA	55.5		47.6		16.5%	153.2		139.1		10.1%
Adjusted Recurring EBITDA Margin (%)	17.7%		15.7%		2 p.p.	17.3%		16.2%		1.1 p.p.
Net financial result	(1.9)	-0.6%	(18.8)	-6.2%	89.9%	(32.2)	-3.6%	(25.0)	-2.9%	-28.8%
Non-recurring results	(3.6)	-1.1%	(4.6)	-1.5%	22.4%	(7.0)	-0.8%	(17.0)	-2.0%	58.8%
Income and social contribution taxes	0.4	0.1%	(0.4)	-0.1%	-205.3%	(0.1)	0.0%	(3.5)	-0.4%	-98.2%
Net Income	30.2	9.6%	4.2	1.4%	622.0%	39.7	4.5%	22.5	2.6%	76.5%
Recurring Net Income	33.8	10.8%	8.8	2.9%	285.5%	46.7	5.3%	39.5	4.6%	18.2%

Debt (R\$ Million)	9M17	2016	Var. (%)
Short Term Debt	219.6	241.3	-9.0%
Long Term Debt	135.3	114.4	18.3%
Gross Debt	354.9	355.7	-0.2%
Cash and Cash Equivalents	22.3	23.6	-5.1%
Net Debt	332.5	332.1	0.1%
% Short Term Debt	62%	68%	-6 p.p.
Net Debt/EBITDA	1.6	1.8	-8.9%

Debt Profile

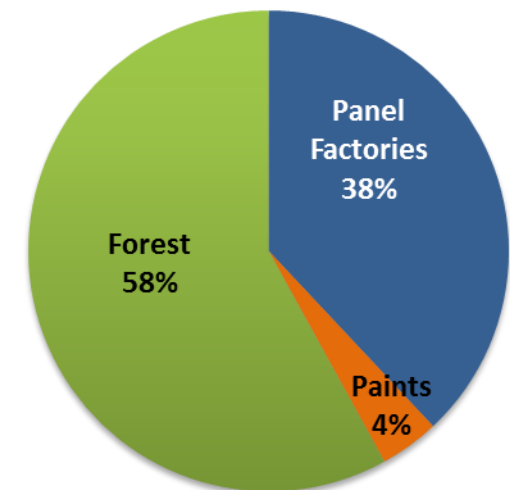


Investments Made



Planned for 2017

R\$ 81 million





75 farms with
planted
eucalyptus
forests,
totaling 45,700
hectares

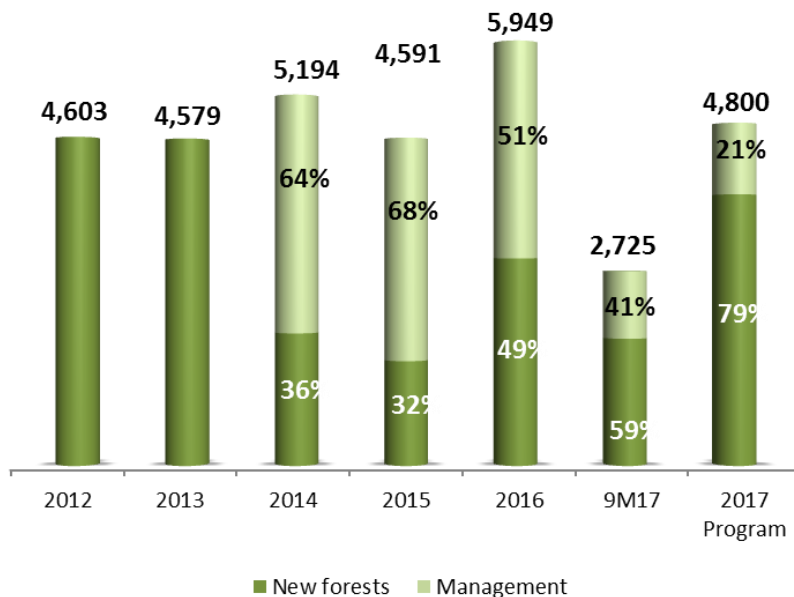
Average Radius

Salto	Botucatu
167 km	31 Km

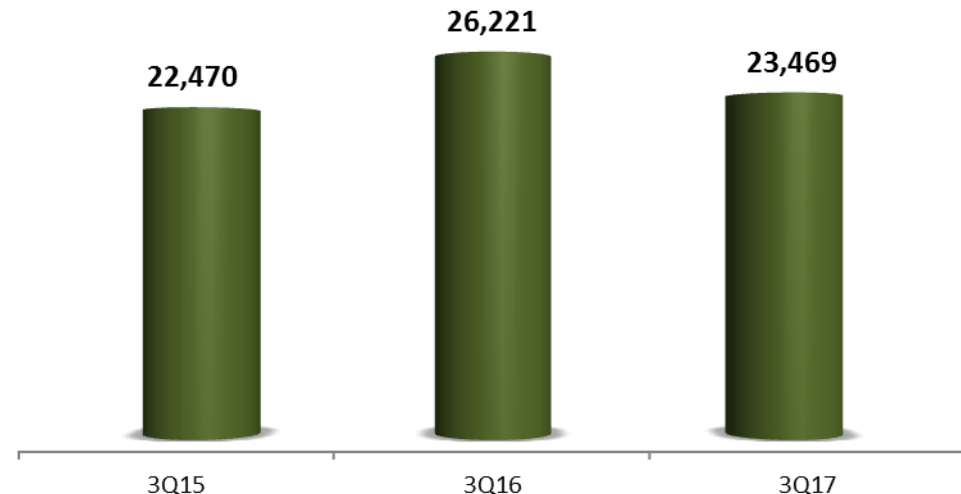
Total Processing Capacity - Recycling

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

Newly Planted Forests and Seedling Management (hectares)



Processed Volume (ton) - Recycling



Gains in Wood Purchases – Recycling – 9M17

Wood Market *	Recycled	Variation	Consump. Dry Ton	Gain
R\$ 210.60 ton/dry	R\$ 141.99 ton/dry	R\$ 68.61 ton/dry	63.651	R\$ 4,367.2 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

