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## Conference Call

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### Portuguese

11:00 a.m. (Brasília)

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Access code: 21681317

### English

12:00 p.m. (Brasília)

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## EUCATEX reports 3Q12 results

***Net Revenue growth of 5.7% and Net Income growth of 125.9%. Recurring EBITDA reaches R\$49.3 million, with Recurring EBITDA Margin of 19.8%***

**São Paulo, November 6, 2012.** Eucatex (Bovespa: EUCA3 and EUCA4; Bloomberg: EUCA3 BZ and EUCA4 BZ), one of the largest fiberboard manufacturers in Brazil, with operations also in the segments of paint and varnish, laminate flooring, partitions and doors, announces its results for the third quarter of 2012 (3Q12). Unless stated otherwise, all financial and operating information herein is audited and presented on a consolidated basis in thousands of Brazilian reais, in accordance with Brazilian Corporation Law, and all comparisons are in relation to the third quarter of 2011 (3Q11). The Company's consolidated financial statements are prepared and presented in accordance with International Financial Reporting Standards (IFRS) and were prepared based on the pronouncements fully converged to the international accounting standards issued by the Accounting Pronouncement Committee (CPC) and approved by the Securities and Exchange Commission of Brazil (CVM). We recommend that this material be considered together with the Notes to the Financial Statements.

## Highlights

- » **Net Revenue** of **R\$249.2 million** in 3Q12, up **5.7%** from 3Q11;
- » **Recurring EBITDA** of **R\$49.3 million** in 3Q12, with **Recurring EBITDA Margin of 19.8%**; and
- » **Net Income** of **R\$24.1 million**, increasing **125.9%** from **R\$10.7 million** in 3Q11.

Highlights (R\$ MM)	3Q12	3Q11	Var. (%)	9M12	9M11	Var. (%)
Net Revenue	249.2	235.8	5.7%	698.7	666.6	4.8%
Gross Income	81.2	82.7	-1.8%	230.3	235.2	-2.1%
Gross Margin (%)	32.6%	35.1%	-2.5 p.p.	33.0%	35.3%	-2.3 p.p.
EBITDA	62.0	64.0	-3.1%	159.3	154.5	3.1%
EBITDA Margin (%)	24.9%	27.1%	-2.3 p.p.	22.8%	23.2%	-0.4 p.p.
Net Income	24.1	10.7	125.9%	53.8	50.9	5.7%
Net Debt	260.5	190.9	36.4%	260.5	190.9	36.4%
Net Debt / EBITDA (LTM)	1.3	1.0	37.2%	1.3	1.0	37.2%
<b>RECURRING EBITDA</b>	<b>49.3</b>	<b>49.6</b>	<b>-0.6%</b>	<b>133.1</b>	<b>140.1</b>	<b>-5.0%</b>
<b>EBITDA Margin (%)</b>	<b>19.8%</b>	<b>21.0%</b>	<b>-1.2 p.p.</b>	<b>19.1%</b>	<b>21.0%</b>	<b>-2 p.p.</b>

## Management Comments

The consensus forecasts for the Brazilian economy released in recent weeks in the *Market Readout* published by the Central Bank of Brazil confirmed the market's perception of GDP growth of 1.6% for 2012 and 4% for 2013. The main indicators that directly or indirectly influence the demand for the Company's products are the real wage bill, the unemployment rate, credit levels and consumer confidence, and despite showing some deceleration, the numbers reported remain positive. Despite the low growth projected for 2012, the forecasts for the variation in the Monthly Retail Survey (PMC)<sup>1</sup> published by the Brazilian Geography and Statistics Institute (IBGE) point to growth of 7.6% in the Restricted Retail Market (excluding vehicles, motorcycles and construction materials), with the furniture and home appliances sales projected to grow by 12.4%, according to estimates from Tendências Consultoria Integrada.

The growth in the retail market reflects the economic stimulus measures implemented by the federal government, which included cutting tax rates and reducing payroll taxes, as well as the increases in income and credit levels and, more recently, the downward move in interest rates. In addition to these factors, the major infrastructure projects and mega-events to be hosted by Brazil in the coming years are also expected to drive growth.

<sup>1</sup> The Monthly Retail Survey is an index of sales volume in various retail segments (Source: PMC - IBGE).

Note that the sectors in which the Company operates were benefitted, as the following market statistics show:

Product	3Q12 vs. 3Q11	9M12 vs. 9M11
Fiberboard	7.4%	8.9%
Laminate Flooring	5.6%	7.9%
Paints	-7.1%	-0.7%

As you can see, the consumption of fiberboard of all types (MDP+MDF+T-HDF+Fiberboard) should end the year with robust growth that significantly outpaces GDP growth, reflecting the strong performance of the furniture industry. In addition to stronger demand, Laminate flooring has benefitted from the lower sales of imported goods, due to both the actions implemented by the Brazilian Association of Laminate Flooring Manufacturers (Abiplar) and the weaker local currency, which improves the competitiveness of Brazilian goods. Sales of paints in 3Q12 compared to 3Q11 decreased 7.1%, which is explained by the anticipation of sales in September 2011 ahead of the price increases in October 2011. In 9M12, the contraction of 0.7% compared to the year-ago period mirrored the performance of the indicator for construction materials production volume (ICC) published by the IBGE. However, in the whole of the year, growth in this market should roughly accompany GDP growth.

## Market

The Company's domestic fiberboard sales grew 10.4% in 3Q12 and 7.0% in 9M12 from the same periods in 2011, while fiberboard consumption grew 7.4% and 8.9%, respectively.

As reported in 1Q12, sales were negatively affected by maintenance shutdowns, which coincidentally were performed in the same period of the year for all lines, while in 3Q12 only the T-HDF/MDF line performed a stoppage of around 7 days to install new equipment. On certain days of October and mainly to date in November, the T-HDF/MDF line operated at 100% of

installed capacity, which should positively impact the results over the coming quarters. Eucatex's performance in 2012 in the wood segment was adversely affected by maintenance shutdowns and by the delays in ramping up production on the equipment recently installed in the T-HDF/MDF line. However, management believes that production has stabilized and will now contribute to improving the results.

Sales volume on the T-HDF/MDF line grew 41.9% in 3Q12 and 29.9% in 9M12 compared to the same periods of last year.

MDP sales volume in 3Q12 was 0.4% lower than in 3Q11, and in the first nine months of the year was 2.1% lower than in the same period of 2011, due to two aspects: 1) the increased use of the line for producing laminate flooring; and 2) the general maintenance shutdown in 1Q12.

Domestic fiberboard sales volume grew 15.1% in 3Q12 and decreased 4% in 9M12 from the same periods of 2011. Meanwhile, fiberboard export volume grew 4.4% in 3Q12 and 41.6% in 9M12 compared to 3Q11 and 9M11, respectively.

The Laminate Flooring line registered sales volume growth of 11.8% in 3Q12 and 7.8% in 9M12. Although the share of imported products decreased in the period, competition in the domestic market was more aggressive, as commented above, following the recent partnership between Arauco and Unilin.

In the Paint segment, sales volume decreased 8.1% in 3Q12 and 0.6% in 9M12 from the same periods of 2011.

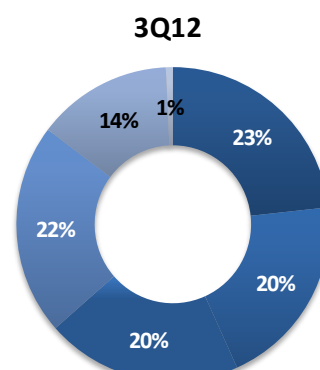
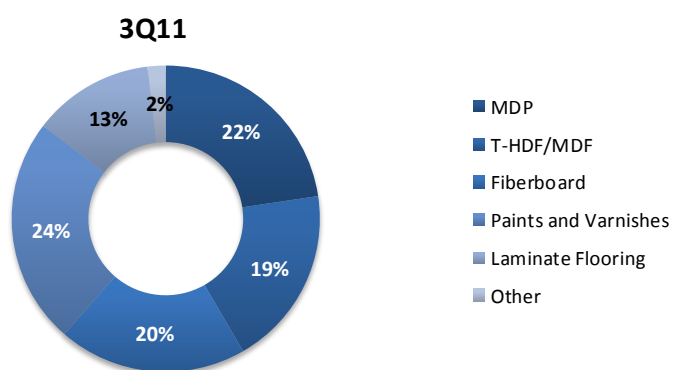
## Operating Performance

2005 - 100 base

Sales Volume (Domestic Market)	3Q12	3Q11	Var. (%)	9M12	9M11	Var. (%)
Hardboard (Domestic)	164	149	10.4%	148	139	7.0%
Hardboard (Exports)	63	60	4.4%	62	44	41.6%
Laminate Flooring	295	264	11.8%	253	235	7.8%
Paint	341	371	-8.1%	354	356	-0.6%

## Operating Performance

Net Revenue Breakdown (R\$ million)	3Q12	3Q11	Var. (%)	9M12	9M11	Var. (%)
Fiberboard	50.2	46.9	7.1%	138.8	143.8	-3.5%
MDP	58.0	53.4	8.6%	171.7	161.8	6.1%
T-HDF/MDF	49.9	44.7	11.8%	148.3	112.3	32.1%
Laminate Flooring	34.8	30.1	15.7%	83.4	77.9	7.1%
<i>Wood Segment</i>	<i>193.0</i>	<i>175.1</i>	<i>10.2%</i>	<i>542.3</i>	<i>495.8</i>	<i>9.4%</i>
<i>Paint Segment</i>	<i>54.4</i>	<i>56.2</i>	<i>-3.2%</i>	<i>148.6</i>	<i>143.4</i>	<i>3.6%</i>
Other	1.8	4.5	-60.7%	7.7	27.4	-71.7%
<b>Net Revenue</b>	<b>249.2</b>	<b>235.8</b>	<b>5.7%</b>	<b>698.7</b>	<b>666.6</b>	<b>4.8%</b>



Net revenue increased 5.7% in 3Q12 compared to 3Q11 to reach R\$249.2 million.

In the wood segment, Net Revenue grew 10.2% in 3Q12 compared to 3Q11, driven by sales volume growth and some recovery in prices. In 3Q12, the cost increases in the main product lines were passed through to prices, seeking margin recovery.

For fiberboard, the price variations of 7.1% in 3Q12 and -3.5% in 9M12 compared to the same periods of 2011 reflect the higher share of sales to export markets.

On the MDP line, despite the stable volumes, NOR grew in both 3Q12 and 9M12 compared to the year-ago periods, reflecting the rebuilding of prices.



The T-HDF/MDF line registered NOR growth of 11.8% in 3Q12 compared to 3Q11, while sales volume increased 29.9%. This slower growth in Net Revenue is explained by the higher sales of lower-value boards. In fact, the line's ramp-up was achieved with more profitable products, and as production increased, sales of other products began, since demand for higher-value products does not grow in the same proportion as production growth. In the year to date, the same effect was also observed, though to a lesser degree, with sales volume growing 41% and NOR growing 32% in 9M12 compared to 9M11. At the end of 3Q12, the Company implemented price increases, which should be reflected in the 4Q12 results.

In the Laminate Flooring line, Net Revenue growth outpaced the increase in sales volume between 3Q12 and 3Q11, basically reflecting the improvement in the sales mix, given that this line has not yet implemented price increases.

In the Paints line, revenue growth outpaced the sales volume growth, due to the price increases effected in 3Q12.

### **Cost of Goods Sold (COGS)**

In 3Q12, COGS grew 8.7% compared to 3Q11. Although the increases in production input prices have slowed, the increase in COGS continues to reflect exchange variation, which has had a direct impact on the prices of imported inputs and on the higher prices for urea-formaldehyde resins. In 3Q12, resin prices contracted somewhat. In 9M12, in addition to the higher input costs, the maintenance shutdowns in 1Q12 also adversely affected costs, with the lower production volume reducing the dilution of fixed costs.

## **Financial Performance**

### **Gross Income and Gross Margin**

Gross income in 3Q12 decreased 1.8% to R\$81.2 million, compared to R\$82.7 million in 3Q11. Gross margin in 3Q12 was 33.1%, decreasing 2.5 p.p. from the year-ago period. The Gross Margin compression in the quarter reflects on the one hand the more intense competition and on the other the higher cost pressures. In 9M12, gross margin compression was also impacted by the maintenance shutdowns, which reduced the dilution of fixed costs and adversely affected COGS.

## Operating Expenses

Breakdown of Expenses (R\$ million)	3Q12	3Q11	Var. (%)	9M12	9M11	Var. (%)
Selling	(32.9)	(33.8)	-2.6%	(100.7)	(95.4)	5.6%
General and Administration	(12.6)	(12.6)	-0.2%	(36.3)	(35.4)	2.6%
<b>Total Operating Expenses</b>	<b>(45.5)</b>	<b>(46.4)</b>	<b>-2.0%</b>	<b>(137.0)</b>	<b>(130.8)</b>	<b>4.8%</b>
<b>% Net Revenue</b>	<b>-18.3%</b>	<b>-19.7%</b>	<b>-1.4 p.p.</b>	<b>-19.6%</b>	<b>-19.6%</b>	<b>0 p.p.</b>
Others Operating Income and Expenses	(1.3)	(1.2)	11.3%	0.0	(6.2)	-100.5%

Selling expenses decreased 2.6% in 3Q12 compared to 3Q11 and increased 5.6% in 9M12 compared to 9M11. The higher selling expenses in 9M12 reflect certain nonrecurring aspects related to the high concentration of expenses with marketing and promotions and the higher sales of T-HDF/MDF, most of which are made on a CIF basis. Meanwhile, administrative expenses were stable in 3Q12 and increased 2.6% in 9M12 compared to the year-ago periods. Operating expenses as a ratio of net revenue was 18.3% in 3Q12, decreasing 1.4 p.p. compared to 3Q11. In 9M12, the ratio of operating expenses was unchanged from 9M11, at 19.6%.

## EBITDA and EBITDA Margin

EBITDA Reconciliation (R\$ million)	3Q12	3Q11	Var. (%)	9M12	9M11	Var. (%)
Net Income	24.1	10.7	126%	53.8	50.9	6%
Deferred Income and Social Contribution Taxes	11.3	5.8	96%	19.9	12.2	63%
Net Financial Income (Loss)	11.6	33.0	-65%	45.7	49.4	-8%
Depreciation and Amortization	24.7	24.8	1%	71.8	73.9	3%
Fair Value Variation in Biologic Assets	(9.7)	(10.3)	-6%	(31.9)	(32.0)	0%
<b>EBITDA</b>	<b>62.0</b>	<b>64.0</b>	<b>-3%</b>	<b>159.3</b>	<b>154.5</b>	<b>3%</b>
<b>EBITDA Margin</b>	<b>24.9%</b>	<b>27.1%</b>	<b>-2.3 p.p.</b>	<b>22.8%</b>	<b>23.2%</b>	<b>-0.4 p.p.</b>
<b>Recurring EBITDA</b>	<b>49.3</b>	<b>49.6</b>	<b>-1%</b>	<b>133.1</b>	<b>140.1</b>	<b>-5%</b>
<b>Recurring EBITDA Margin</b>	<b>19.8%</b>	<b>21.0%</b>	<b>-1.2 p.p.</b>	<b>19.1%</b>	<b>21.0%</b>	<b>-2 p.p.</b>

As a result of the aforementioned factors, the Company posted Recurring EBITDA of R\$49.3 million, decreasing 1% from 3Q11. Recurring EBITDA margin was 19.8% in 3Q12, down 1.2 p.p. from 21.0% in 3Q11.

## Net Income

Net income in 3Q12 was R\$24.1 million, increasing 126% from the year-ago period.

## Debt

The Company's net debt ended 3Q12 at R\$260.5 million, or 1.6 times its annualized EBITDA in the quarter, which represents an increase of 36% from the same period last year. Note that over the last 12 months approximately R\$135 million was invested in new finishing lines, in expanding recycled material cleaning capacity and in reforestation. In addition to these factors, a portion of the debt increase is attributed to the impact from exchange variation in 6M12.

In 3Q12, the Company began reducing the pace of investments and reaping the rewards of the investments made, which should lead debt to decline going forward.



Debt (R\$ Million)	9M12	9M11	Var. (%)
Short-Term Debt	132.0	136.5	-3.3%
Long-Term Debt	135.8	95.6	42.1%
<b>Gross Debt</b>	<b>267.8</b>	<b>232.1</b>	<b>15.4%</b>
Cash and Cash Equivalents	7.3	41.2	-82.3%
<b>Net Debt</b>	<b>260.5</b>	<b>190.9</b>	<b>36.4%</b>
<i>% Short Term Debt</i>	<i>49%</i>	<i>59%</i>	<i>-9.5 p.p.</i>
<b>Net Cash (Debt)/EBITDA</b>	<b>1.3</b>	<b>1.0</b>	<b>37.2%</b>

The program to issue nonconvertible debentures, with a grace period of 2 years and repayment term of 3 years, was concluded, generating proceeds of R\$75 million, which was used to bolster the Company's cash position.

## Investments

The main investments in 3Q12 were allocated to:

- expanding recycling capacity;
- the new laminated flooring line in Botucatu, SP;
- concluding the new Doors and Boards line in Salto, SP;
- planting forests, with a total of 2,100 hectares planted in 9M12; and
- ancillary equipment for the T-HDF/MDF line to increase capacity and reduce costs.

## Sustainability

Eucatex's forest sustainability, including for its new T-HDF/MDF line, is assured by 45,800 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. The Company 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 120-kilometer radius from the Salto unit to be used as raw material for producing boards and as biomass for firing its boilers. Total processing capacity is 240,000 metric tons/year, which is equivalent to approximately 2 million trees, 470,000 cubic meters of standing timber or 1,500 hectares of forest. The investment in land and planting to maintain this volume of wood, considering a 7-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 (EUCA4) listed on the BM&FBovespa S.A. - Securities, Commodities and Futures Exchange ("BM&FBovespa") ended 3Q12 quoted at R\$7.50. Based on this price, Eucatex's market capitalization stood at R\$694.6 million, equivalent to 3.9 times its recurring annualized EBITDA and approximately 70% of its book value.

Eucatex is listed on the Level 1 corporate governance segment of the BM&FBovespa. On May 10, 2012, the Company announced its plans to migrate to the Novo Mercado segment, for which it began studies for conducting an ownership restructuring and adopting the required special corporate governance practices.

On October 15, 2012, complementing the notice to the market of May 2012, Eucatex disclosed a Material Fact notice in which it announced the conclusion of the studies and the start of its ownership reorganization ("Reorganization") with the objective of transferring its net assets and liabilities to the capital stock of ECTX S.A. ("ECTX"), in which the Company holds an interest of greater than 99%. Following the conclusion of the Reorganization, authorization will be requested for the trading of stock issued by ECTX on the Novo Mercado segment of the BM&FBovespa, with the possibility of the holders of preferred shares issued by the Company migrating to ECTX ("Migration"), with their shares exchanged in the proportion of 1 preferred share for 1 common share.

## About Eucatex

Eucatex S.A. Ind. e Com. (BM&FBovespa: EUCA3 and EUCA4), which in 2011 completed 60 years of operations, is one of Brazil's largest manufacturers of flooring, partitions, doors, MDP/MDF/T-HDF boards, fiberboard and paints and varnishes. With 2,460 employees, Eucatex exports to more than 37 countries and has four modern plants located in the cities of Botucatu and Salto, cities located in the inland region of the state of São Paulo. For more information go to [www.eucatex.com.br/ri](http://www.eucatex.com.br/ri).

*The statements in this document related to the business prospects, estimates of operating and financial results and growth prospects of Eucatex are merely projections, and as such are based exclusively on the expectations of the management concerning the future of the business. These forward-looking statements depend substantially on changes in market conditions and the performance of the Brazilian and international economies and the industry, and therefore are subject to change without prior notice.*

*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 its own work, perform managerial functions or practice law on behalf of clients. During 3Q12, the Eucatex Group did not contract other such services from Grant Thornton Auditores Independentes.*

## Income Statement

Income Statement (R\$ '000)	3Q12	3Q11	Var. (%)	9M12
<b>Gross Revenue</b>	<b>337.0</b>	<b>290.4</b>	<b>16.1%</b>	<b>892.1</b>
Sales taxes and Deductions	(87.8)	(54.5)	60.9%	(193.4)
<b>Net Revenue</b>	<b>249.2</b>	<b>235.8</b>	<b>5.7%</b>	<b>698.7</b>
Fair value variation in biological assets	9.7	10.3	6.1%	31.9
Cost of Goods Sold	(177.7)	(163.5)	8.7%	(500.3)
<b>Gross Income</b>	<b>81.2</b>	<b>82.7</b>	<b>-1.8%</b>	<b>230.3</b>
<b>% Gross Margin</b>	<b>32.6%</b>	<b>35.1%</b>	<b>-2,5 p.p.</b>	<b>33.0%</b>
Selling Expenses	(32.9)	(33.8)	-2.6%	(100.7)
General and Administrative Expenses	(10.7)	(11.0)	-3.0%	(30.9)
Management Compensation	(1.9)	(1.6)	18.6%	(5.4)
Other Operating Income (Expenses)	(1.4)	(1.2)	-12.9%	0.0
<b>Operating Income (Expenses)</b>	<b>(46.9)</b>	<b>(47.6)</b>	<b>-1.6%</b>	<b>(137.0)</b>
<b>Net Income before Financial Result</b>	<b>34.3</b>	<b>35.1</b>	<b>-2.2%</b>	<b>93.3</b>
Financial Income (Expense)	(11.6)	(33.0)	64.9%	(45.7)
Non-recurring Income (Expense)	12.7	14.4	-11.8%	26.2
<b>Net Income after Financial Result</b>	<b>35.4</b>	<b>16.4</b>	<b>115.3%</b>	<b>73.8</b>
Provision for Income and Soc. Contr. Taxes	(11.3)	(5.8)	95.6%	(19.9)
<b>Net Income (Loss)</b>	<b>24.1</b>	<b>10.7</b>	<b>125.9%</b>	<b>53.8</b>
<b>Net Margin</b>	<b>9.7%</b>	<b>4.5%</b>	<b>5,2 p.p.</b>	<b>7.7%</b>



### Balance Sheet

Balance Sheet (R\$ '000)	9M12	9M11	Var. (%)
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash and Cash Equivalents	5.7	3.5	61.4%
Marketable Securities	1.5	37.6	-95.9%
Trade Accounts Receivable	196.7	181.3	8.5%
Inventories	103.8	94.9	9.4%
Taxes Recoverable (Short-Term)	23.5	32.6	-27.8%
Other Debits (Short-Term)	7.5	2.4	212.8%
Unrealized losses	-	-	0.0%
Deferred Expenses	2.6	0.9	178.6%
<b>Total Current Assets</b>	<b>341.5</b>	<b>353.3</b>	<b>-3.3%</b>
<b>Non-Current Assets</b>			
<b>Long-Term Assets</b>			
Trade Accounts Receivable (Long-Term)	7.2	8.6	-16.4%
Available-for-sale assets	0.7	0.9	-20.7%
Investment properties	28.1	28.3	-0.7%
Taxes Recoverable (Long-Term)	7.3	10.1	-28.1%
Deferred income and soc. Contr. Taxes	-	4.8	-100.0%
Judicial Deposits	9.2	7.9	16.0%
Other Debits (Long-Term)	17.2	20.8	-17.1%
<b>Total Long-Term Assets</b>	<b>69.6</b>	<b>81.3</b>	<b>-14.5%</b>
<b>Permanent Assets</b>			
Investments	-	-	0.0%
Fixed Assets, net	1,068.2	1,037.5	3.0%
Biological Assets, net	287.8	246.2	16.9%
Intangible Assets	0.5	0.6	-22.5%
<b>Total Permanent Assets</b>	<b>1,356.5</b>	<b>1,284.3</b>	<b>-2.7%</b>
<b>Total Non-Current Assets</b>	<b>1,426.1</b>	<b>1,365.6</b>	<b>4.4%</b>
<b>Total Assets</b>	<b>1,767.6</b>	<b>1,718.9</b>	<b>2.8%</b>
<b>LIABILITIES</b>			
Loans and Financing	132.0	136.5	-3.3%
Trade Accounts Payable	95.1	112.0	-15.2%
Payroll and Related Charges	29.1	24.8	17.5%
Tax Liabilities	15.3	18.5	-17.1%
Tax Installments	31.1	27.9	11.6%
Advances from Clients	8.8	6.5	35.7%
Dividends payable	33.5	11.3	195.9%
Debentures ST	0.4	-	0.0%
Accounts Payable	27.6	32.9	-16.2%
<b>Total Current Liabilities</b>	<b>372.9</b>	<b>370.4</b>	<b>0.7%</b>
<b>Non-Current Liabilities</b>			
Loans and Financings (Long-Term)	61.8	95.6	-35.3%
Trade Accounts Payable (Long-Term)	2.9	-	0.0%
Tax Installments (Long-Term)	79.2	100.7	-21.4%
Deferred Income and Soc. Contr. Taxes (LT)	72.1	76.0	-5.1%
Provision for Contingencies	53.7	90.3	-40.6%
Debentures	74.0	-	0.0%
<b>Total Long-Term Liabilities</b>	<b>343.6</b>	<b>362.6</b>	<b>-5.2%</b>
<b>Shareholder's Equity</b>			
Capital	488.2	488.2	0.0%
Treasury Stocks	(2.9)	(2.8)	6.1%
Revaluation Reserves	215.9	235.9	-8.5%
Asset Valuation Adjustment	101.0	103.8	-2.7%
Profit Reserve	195.1	109.9	77.5%
Other Comprehensive Income	0.0	(0.0)	-147.8%
Retained Earnings/Accumulated Losses	53.8	50.9	5.7%
<b>Total Shareholders' Equity</b>	<b>1,051.1</b>	<b>985.9</b>	<b>6.6%</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>1,767.6</b>	<b>1,718.9</b>	<b>2.8%</b>

### Cash Flow Statement

<b>Cash Flow (R\$ 000)</b>	<b>9M12</b>	<b>9M11</b>
<b>Net Income before Income and Social Contribution Taxes</b>	<b>73,8</b>	<b>63,2</b>
<b>Adjustments to Reconcile Net Income and Operating Cash Flow</b>		
Depreciation and Amortizations	36,5	33,0
Exhaustion of biological assets	37,2	38,5
Residual Value of Fixed Assets Sold	0,2	1,0
Fair value variation in biologic assets	(31,9)	(32,0)
Write-off of investments	0,4	-
Interest, Monetary and Exchange Variations, net	23,1	38,0
Provision for inventory losses	(0,0)	(0,3)
Income and social contribution taxes in the period	(10,4)	(9,4)
Deferred income and social contribution taxes	(9,5)	(2,8)
Provision (reversal) for liabilities and others	5,7	1,5
<b>Changes in operating assets and liabilities</b>		
Marketable Securities	7,3	(35,3)
Trade accounts receivable	(14,7)	(36,9)
Inventories	(0,0)	(13,6)
Recoverable taxes	9,3	3,7
Deferred income and soc. Contr. Taxes - 11,638/07	4,6	2,4
Deferred expenses	(0,1)	(0,3)
Judicial deposits	(1,2)	(0,3)
Other Credits	(1,8)	58,2
Trade accounts payable	(4,0)	(0,6)
Labor and Tax Liabilities	(1,7)	7,4
Tax Installments	(14,5)	(3,4)
Advances from Clients	4,4	2,1
Other Liabilities	(41,2)	(35,8)
<b>Net Cash Flow from Operating Activities</b>	<b>71,3</b>	<b>78,3</b>
<b>Cash Flow from Investing Activities</b>		
Addition to fixed assets	(63,8)	(90,0)
Addition to biological assets	(34,8)	(29,0)
<b>Net Cash Flow from Investing Activities</b>	<b>(98,5)</b>	<b>(119,0)</b>
<b>Cash Flow from Financing Activities</b>		
Amortization of Loans	(155,4)	(103,5)
Loans	106,3	154,1
Treasury shares	-	(2,0)
Payment of dividends/Interest on equity	(0,2)	(10,0)
Debentures	74,0	-
<b>Net Cash Flow from Financing Activities</b>	<b>24,8</b>	<b>38,8</b>
<b>Increase (Reduction) in Net Cash and Cash Equivalents</b>	<b>(2,4)</b>	<b>(1,9)</b>
<b>Cash and Cash Equivalents</b>		
Beginning of period	8,1	5,5
End of period	5,7	3,5
<b>Supplemental Information:</b>		
Income Tax and Social Contribution Paid	(4,2)	(7,9)