



Eldorado  
Brasil



*1Q18 Results*

# 1Q18 Highlights



e **Net Revenue: R\$ 1.1 billion, 60%** higher than 1Q17



e **Production Volume: 424.8 thousand tons**



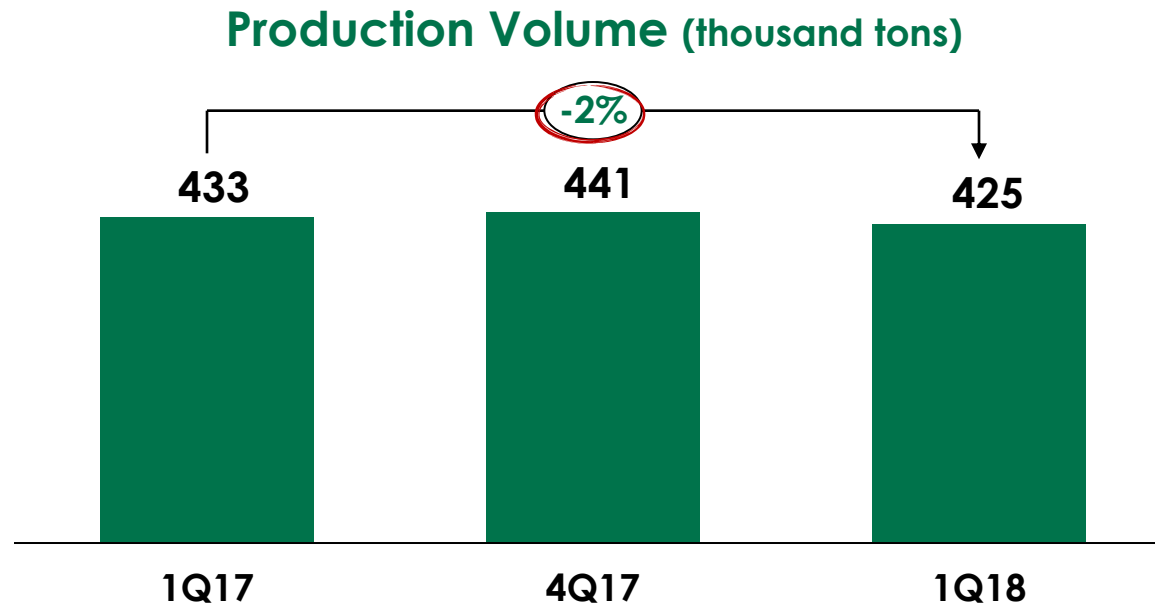
e **Sales Volume: 424.7 thousand tons**

e **EBITDA: R\$ 728 million, with 65% margin, 14%** increase compared to 1Q17



e **Leverage: 3.09x EBITDA, 29%** decrease compared to the 4.33x in 1Q17

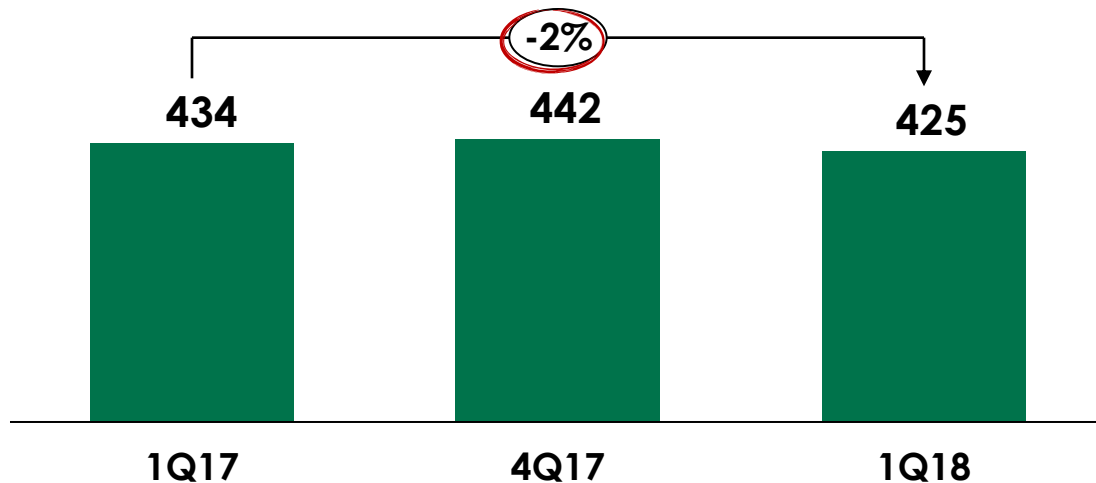
e **Net Profit: R\$ 336 million**



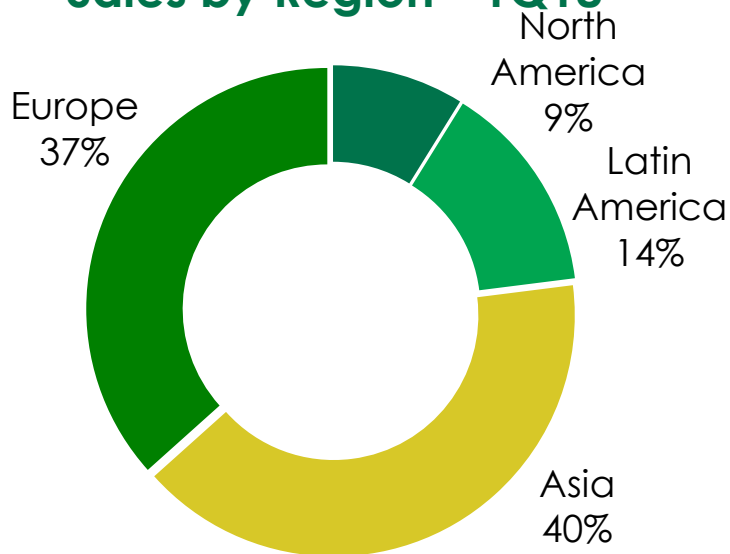
- e FY 2018 expected production volume above of **1.7** million tons
- e Eldorado had a scheduled 3 day maintenance downtime successfully concluded
- e 1Q18 Average Daily Production Volume: **4.9 thousand tons**

# Commercial Performance in 1Q18

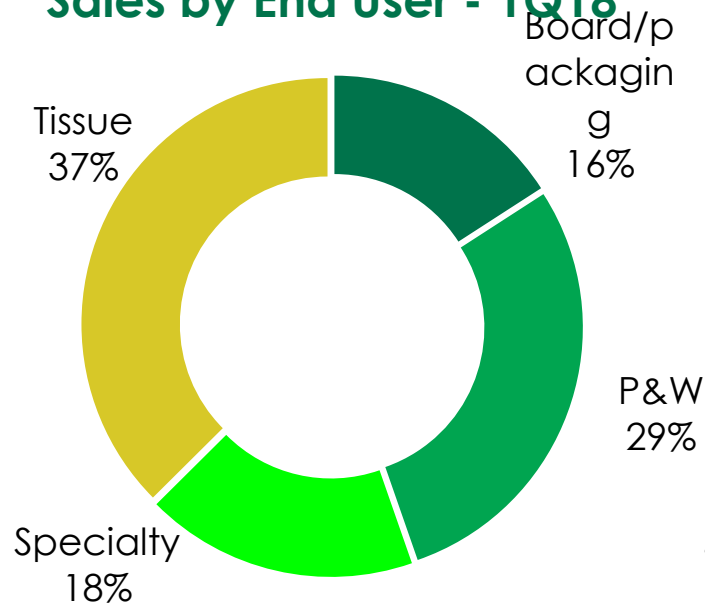
## Sales Volume (thousand tons)



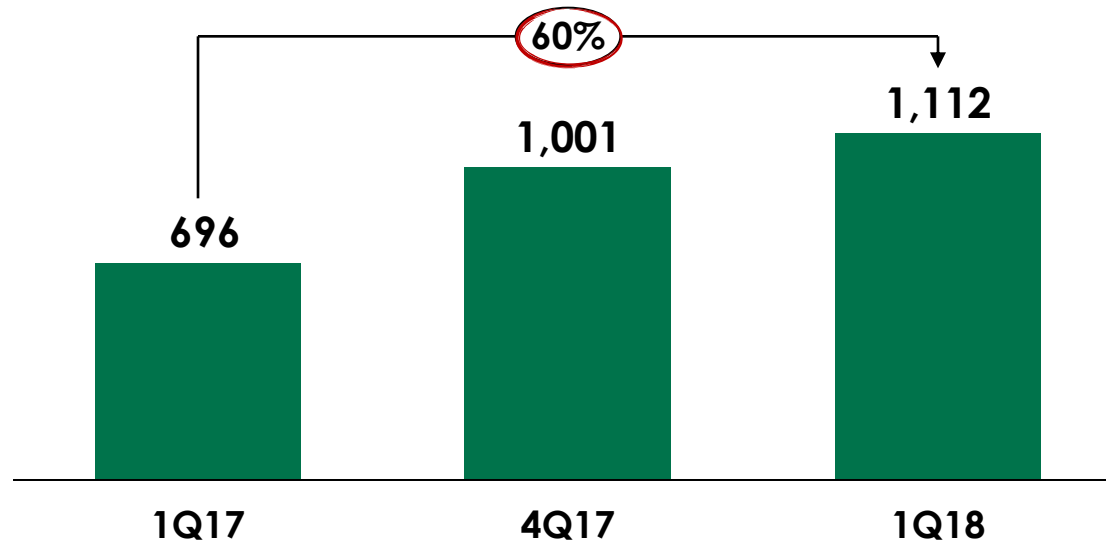
## Sales by Region - 1Q18



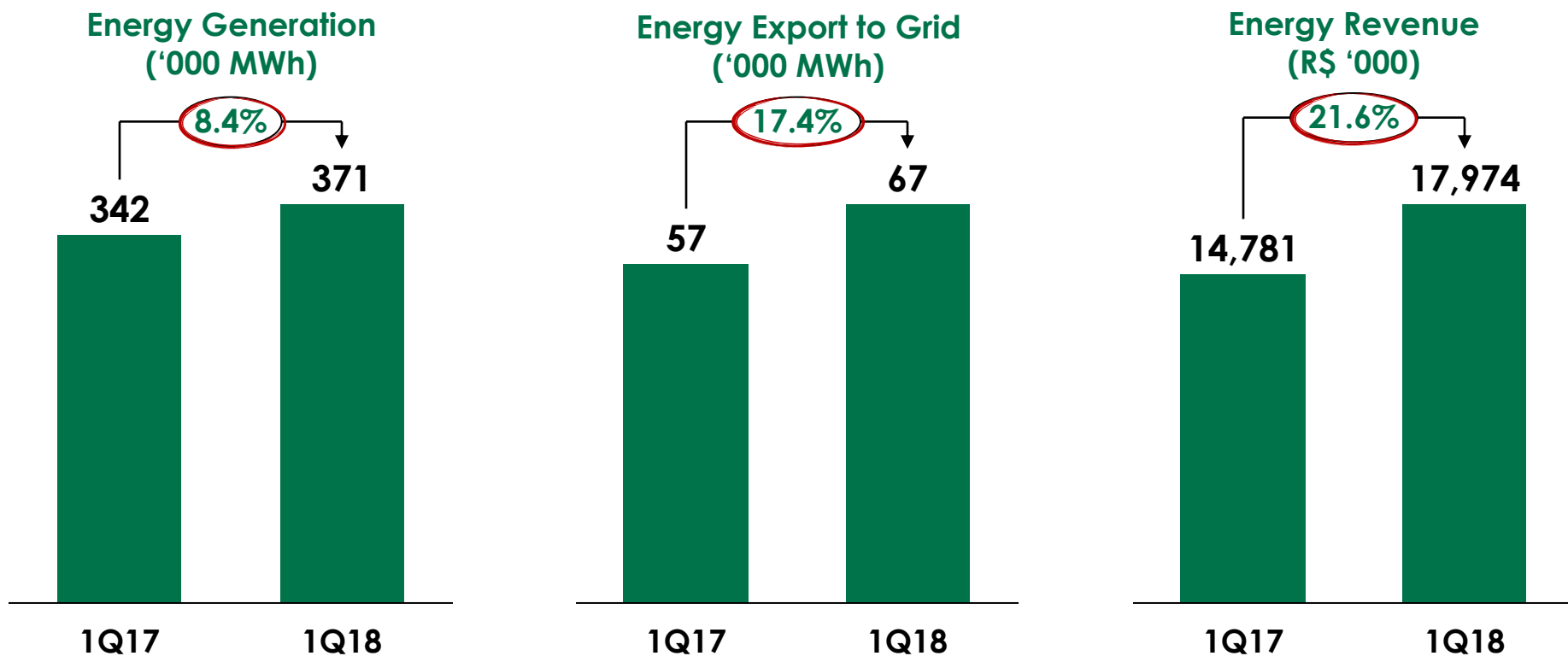
## Sales by End User - 1Q18



## Net Revenue (R\$ million)



- e 1Q18 Net Average Pulp Price (US\$/t): **45%** increase compared to 1Q17
- e Net Revenue: **60%** increase compared to 1Q17, equivalent to **R\$416 million**



- Since the authorization granted by ANEEL in Nov17, the Company is able to export up to **40MWm** (before it was 30 MWm), boosting the energy revenue in 1Q18 in **22%** in comparison with 1Q17

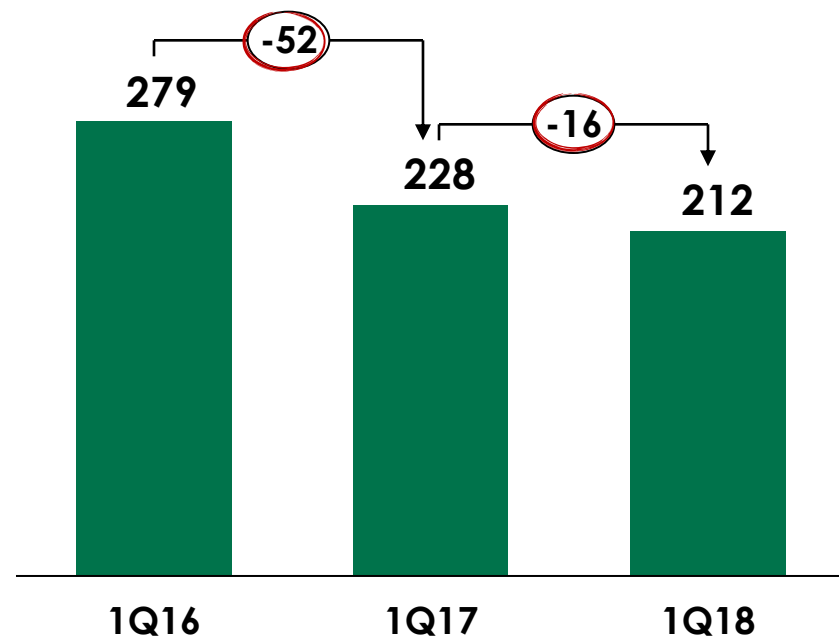
# Forest Operational Performance 1Q18



## Wood Supply Balance 1Q (%)



## Average Transportation Distance 1Q (km)



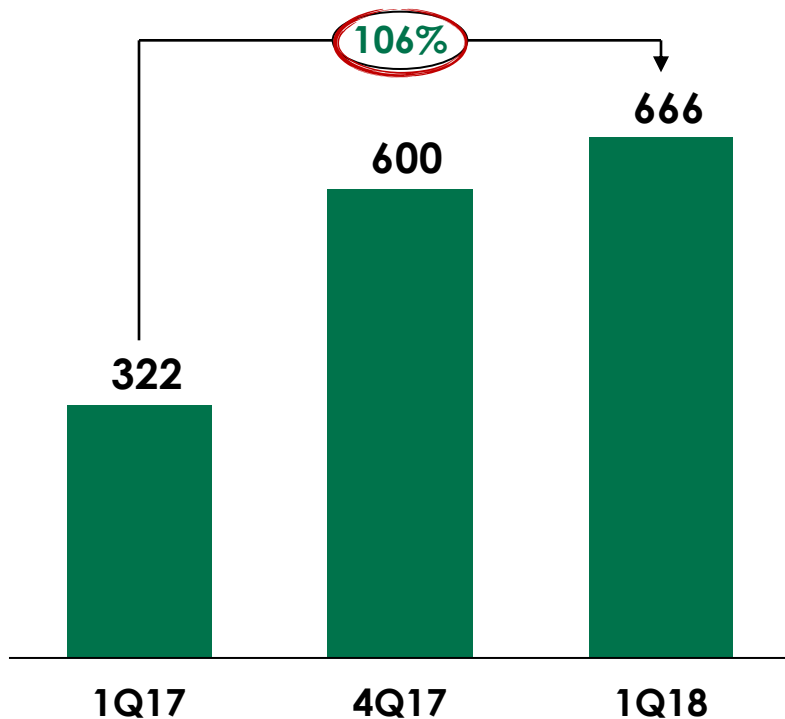
**11% increase** of Own Forest supply compared to 1Q17. Notwithstanding seasonality, the Company keeps its Own Forest consumption in line with its strategy of a minimum 70% for FY 2018

**7% decrease** in Average Transportation Distance (DMT) compared to 1Q17

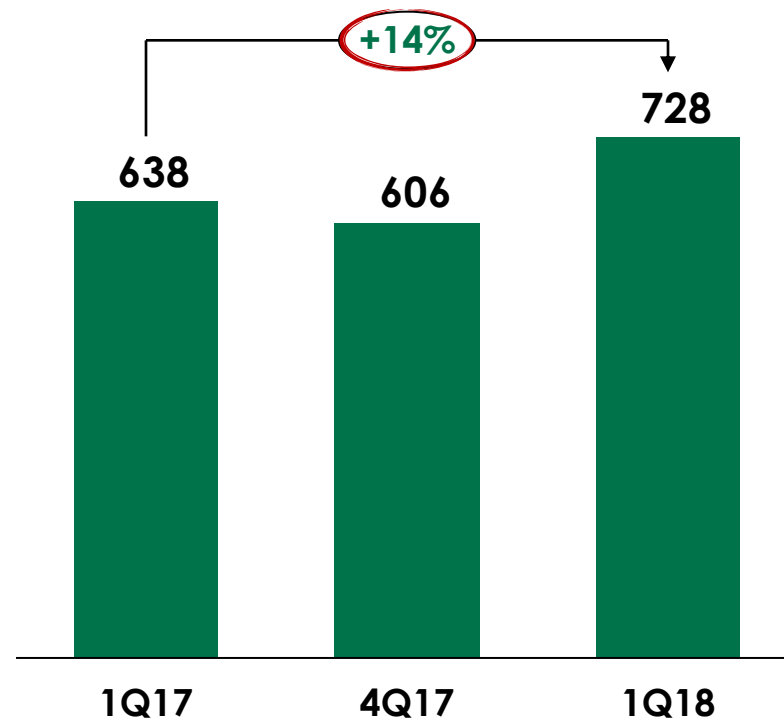
# 1Q18 Financial Results



### Gross Profit (R\$ million)



### EBITDA (R\$ million)



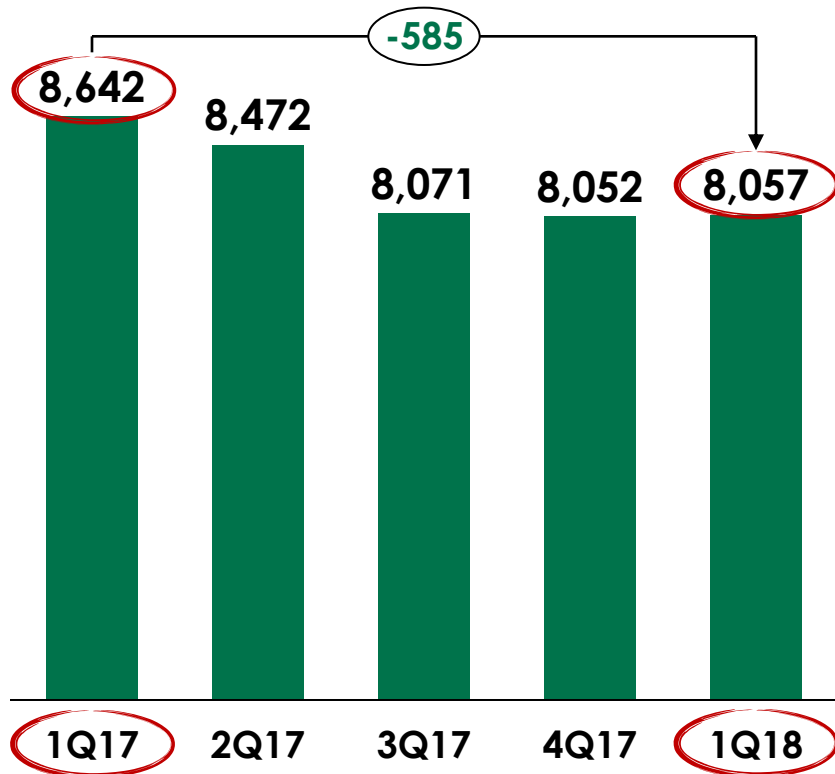
- R\$ 343 million increase* in Gross Profit compared to 1Q17
- R\$ 89 million increase* in EBITDA compared to 1Q17



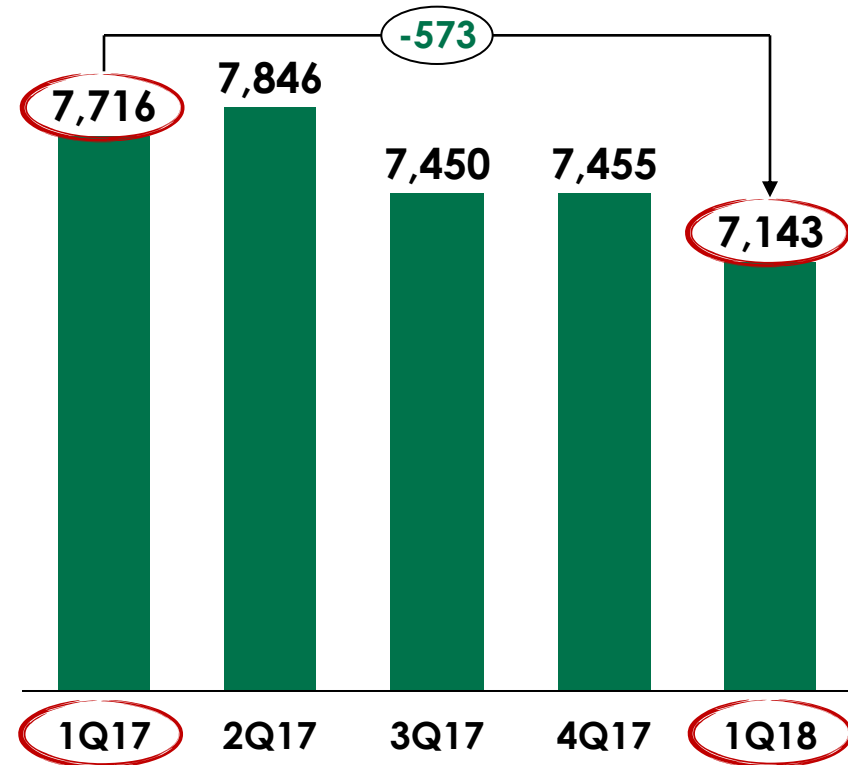
# Net Debt Management



### Gross Debt (R\$ million)

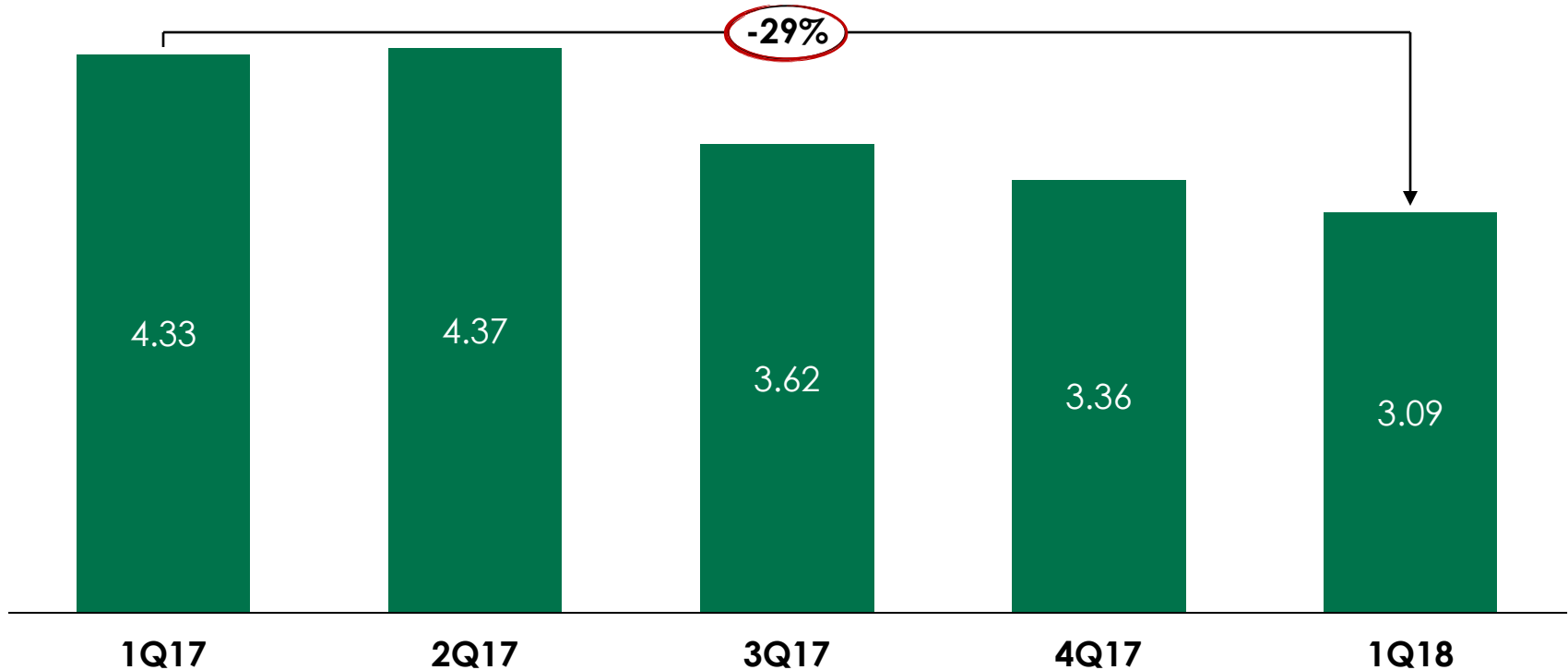


### Net Debt (R\$ million)



*R\$ 573 million decrease* in Net Debt compared to the same period of 2017

## Net Debt / EBITDA (LTM)



 *29% decrease in leverage*

 Eldorado is committed to deleverage, in a sustainable manner, keeping its operational excellence and thorough cost and cash management

# P&L – 1Q18



P&L (R\$ '000)	03/31/2018	03/31/2017
Net revenue	1.112.218	695.859
Cost of goods sold	(446.526)	(373.407)
Gross profit	<b>665.692</b>	<b>322.452</b>
<b>Operating revenues/(expenses)</b>		
Administrative and general	(26.247)	(34.707)
Selling and logistics	(107.091)	(81.695)
Fair value of biological assets	33.031	310.259
Equity in earnings (losses) of controlled companies	-	-
Other revenues, net	54.260	30.959
<b>Income before financial revenues (expenses) and taxes</b>	<b>619.645</b>	<b>547.268</b>
<b>Net financial income (loss)</b>		
Financial (expenses)	(197.179)	(224.741)
Financial revenues	5.146	23.000
Exchange rate gains (losses), net	(22.248)	146.248
<b>Income before provision for income and social contribution taxes</b>	<b>405.364</b>	<b>491.775</b>
<b>Income and social contribution taxes</b>		
Current	(53.610)	(16.512)
Deferred	(16.222)	(110.803)
<b>Net income for the period</b>	<b>335.532</b>	<b>364.460</b>
<b>Earnings per thousand shares</b>	<b>0,22</b>	<b>0,24</b>

# Financial Statements – 1Q18



## Assets

Assets (R\$ '000)	03/31/2018	12/31/2017
<b>Current</b>		
Cash and cash equivalents	694.741	377.507
Trade accounts receivable	723.474	647.709
Inventories	469.409	493.109
Recoverable taxes	569.374	432.717
Advances to suppliers	29.941	33.063
Intercompany receivables	9	-
Assets available for sale	-	2.113
Other current assets	30.954	39.469
<b>Total current</b>	<b>2.517.902</b>	<b>2.025.687</b>
<b>Noncurrent</b>		
Trade accounts receivable	-	683
Financial investments	219.772	219.336
Recoverable taxes	630.175	629.939
Advances to suppliers	88.036	83.873
Deferred income and social contribution taxes	374.822	391.044
Deposit, guarantees and others	6.400	7.164
Other noncurrent assets	14.976	14.996
	<b>1.334.181</b>	<b>1.347.035</b>
Biological assets	2.538.270	2.499.996
Investments	-	-
Fixed assets	4.460.083	4.644.597
Intangible assets	32.132	33.242
<b>Total noncurrent</b>	<b>8.364.666</b>	<b>8.524.870</b>
<b>Total assets</b>	<b>10.882.568</b>	<b>10.550.557</b>

# Financial Statements – 1Q18

## Liabilities and Equity



Liabilities (R\$ '000)	03/31/2018	12/31/2017
<b>Current</b>		
Loans and financing	2.629.280	2.392.372
Trade accounts payable	220.764	223.380
Intercompany payables	14.459	31.257
Tax liabilities, payroll and social charges	178.379	190.719
Other current liabilities	18.010	10.514
<b>Total current</b>	<b>3.060.892</b>	<b>2.848.242</b>
<b>Noncurrent</b>		
Loans and financing	5.427.996	5.659.698
Trade accounts payable	6.106	6.629
Intercompany payables	-	-
Provision for procedural risks	25.056	12.608
Provision for losses on controlled companies	-	-
<b>Total noncurrent</b>	<b>5.459.158</b>	<b>5.678.935</b>
<b>Equity</b>		
Capital stock	1.788.792	1.788.792
Tax incentive reserve	916.573	849.487
Cumulative translation adjustments	15.940	12.334
Accumulated losses	(358.787)	(627.233)
<b>Total equity</b>	<b>2.362.518</b>	<b>2.023.380</b>
<b>Total liabilities and equity</b>	<b>10.882.568</b>	<b>10.550.557</b>

# Our Values



Competitiveness  
Innovation



Sustainability



Respect to  
people





*Thank you!*

**Eldorado Brasil Celulose – Investor Relations**

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