

1Q20 RESULTS



Eldorado
Brasil

Focus on the safety and the health of people and the communities.

- Adoption of **preventive measures**
 - ✓ Reinforcement of good hygiene practices in and out of the office and recurrent facility sanitization;
 - ✓ Remote work for as many employees as possible;
 - ✓ Lunchrooms with alternative schedules and separation between external workers;
 - ✓ Safe transportation practices, increasing the number of corporate buses and expanding their schedules;
 - ✓ Cancellation of factory visits and employees' business trips;
 - ✓ Adoption of protective face masks, hand sanitizers and minimum distancing between employees at the company's premises;
 - ✓ Anticipation of the flu vaccine campaign.

- Contributing to preventing the coronavirus spread in the communities through **donations**, in order to mitigate the social impacts of the pandemic on the most vulnerable people of the municipalities where we operate.

- ✓ **R\$13 million** in donations

- ✓ **17 municipalities** served

- ✓ **Approximately 500,000 people** benefited

- ✓ **PPEs** (face masks, gloves, shoe coverings and gowns, among others): 3 million items

- ✓ **68,000 quick COVID-19 tests**

- ✓ **32,000 staple food baskets**

- Constant monitoring of market conditions and **potential direct or indirect impacts on the business.**
 - ✓ Despite the COVID-19 pandemic, the pulp market has been resilient as it plays a fundamental role in the supply chain of essential products;
 - ✓ Based on a commercial strategy focused on diversifying markets and segments, with greater exposure to the tissue sector, we managed to mitigate the reduction in the demand for the P&W segment, thus protecting the company's results; and
 - ✓ Logistics and supply without significant impacts on our operations.

1Q20 HIGHLIGHTS



General Maintenance Stoppage in 1Q20, before the beginning of the social isolation measures in Brazil (next general stoppage in June 2021).

Sales volume of 412,000 tons and production volume of 393,000 tons in the quarter, with sales 5% above production. **Inventory** remains at **normal** levels.



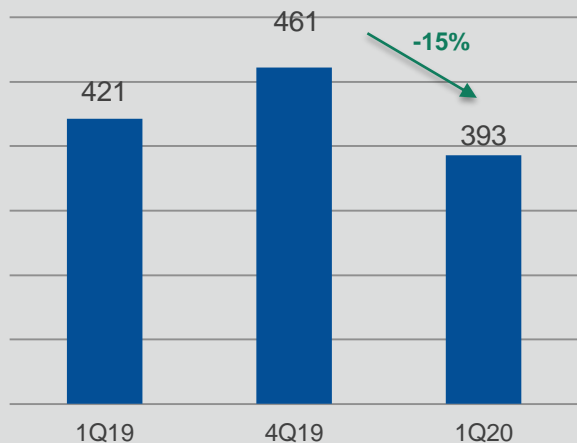
Continuous **net debt reduction** in US Dollar.

Liquidity maintenance **with cash position of R\$920 million**.

3.5x leverage in US Dollar.

Operating Performance

Production volume ('000 t)



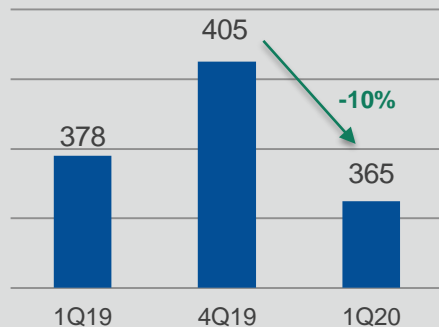
Production of **393,000 TONS** in the quarter, down 15% and 7% from 4Q19 and 1Q19, respectively, mainly due to the scheduled maintenance stoppage in 1Q20.

Cash Cost in 1Q20 with maintenance stoppage: **R\$722/t**
Cash Cost in 1Q20 ex maintenance stoppage: **R\$600/t**

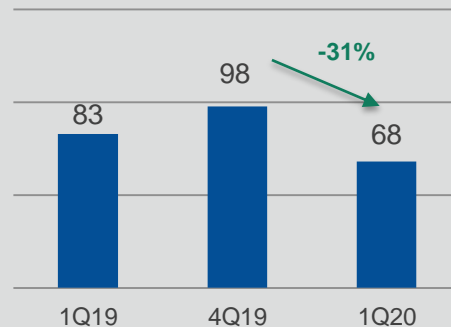
ENERGY GENERATION

Net revenue with energy of R\$18 million in 1Q20, down **40%** from 4Q19, mainly due to the scheduled maintenance stoppage in 1T20 and the lower price of PLD.

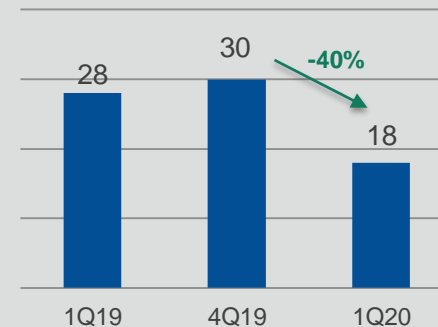
Energy Generation
(‘000 MWh)



Energy Export
(‘000 MWh)

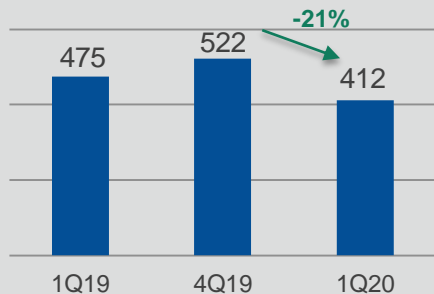


Energy Revenue
(R\$ million)



COMMERCIAL PERFORMANCE

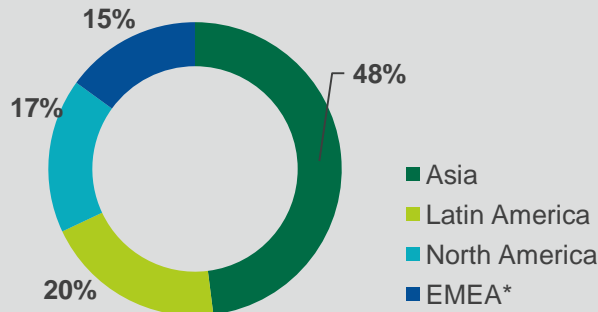
Sales Volume ('000 t)



The company maintains a greater exposure to the **tissue** segment, closing the quarter with **45% (vs. 39% in 1Q19)**.

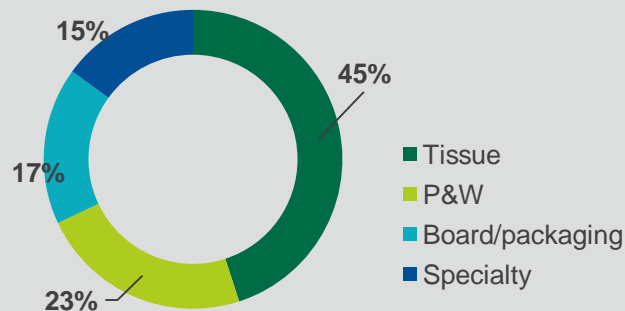
Average net price of **US\$460/t** in 1Q20, down 33% from 1Q19.

Sales by Region (1Q20)



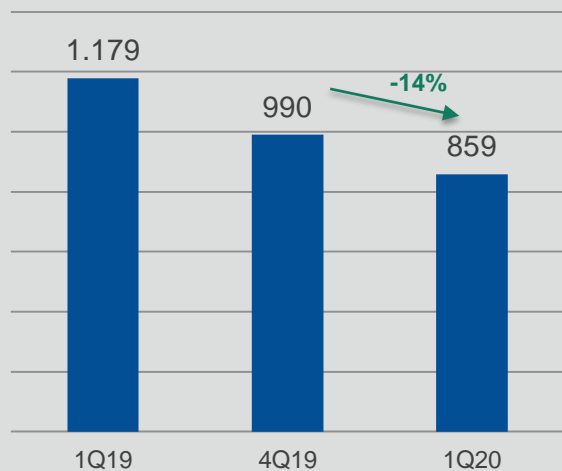
* EMEA: Europe, Middle East and Africa

Sales by Segment (1Q20)

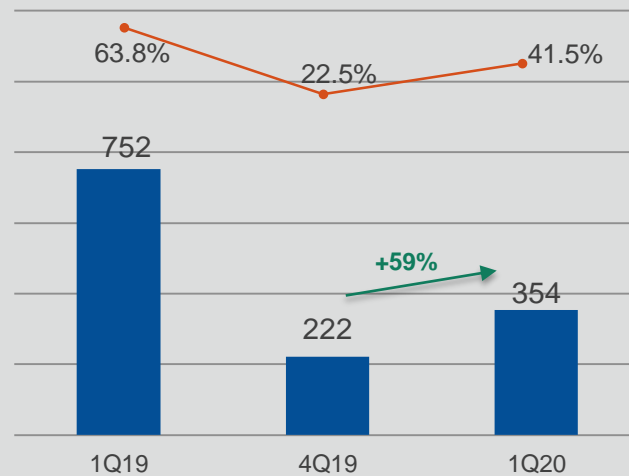


FINANCIAL RESULT

Net Revenue (R\$ million)

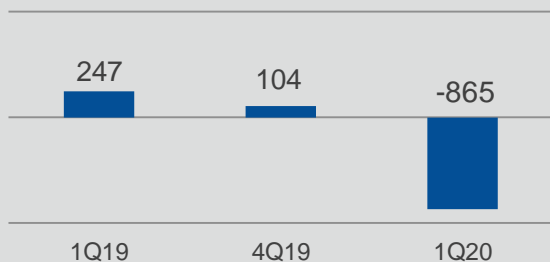


EBITDA (R\$ million) EBITDA Margin (%)



FINANCIAL RESULT

Net Income (R\$ million)

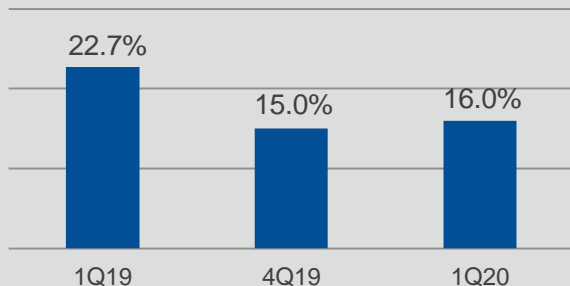


Net Loss of R\$865 million in 1Q20 vs. net income of R\$104 million in 4Q19.

Excluding the foreign exchange variation effect on the debt in the period,

Net Income would be R\$117 million.

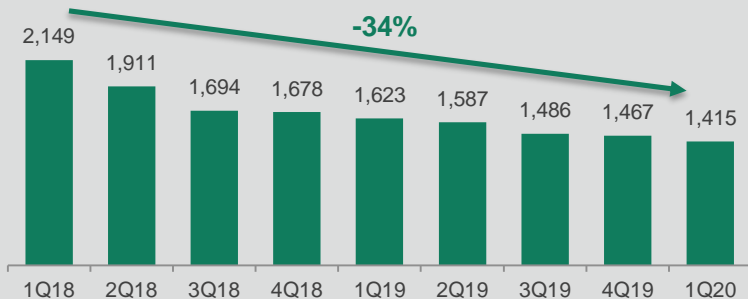
ROIC (%)



The company maintains a high rate of return, closing the quarter with **ROIC of 16.0%**.

LEVERAGE

Net debt in US\$ million



Net debt in R\$ million



The Company maintains its commitment to **deleveraging and liability management**, continuously reducing debt in US Dollar and the total cost of debt in U.S. Dollars and Brazilian reais by 100 bps and by 200 bps, respectively.

Leverage



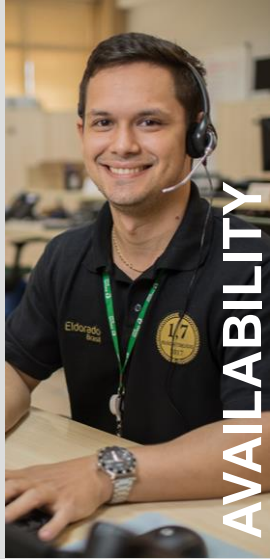
Ptax rate as of March 31, 2020: USD/BRL 5,198

*LTM – Last Twelve Months
¹- Includes only principal

OUR VALUES



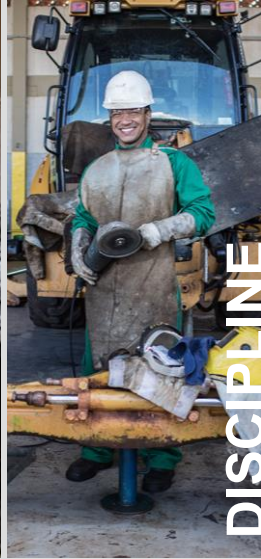
HUMBLENESS



AVAILABILITY



HONESTY



DISCIPLINE



SIMPLICITY



DETERMINATION



OWNER SPIRIT

Thank You



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