

3Q18

RESULTS



Eldorado
Brasil



3Q18 HIGHLIGHTS



Production volume
RECORD OF
455,000 TONS

+16.5% vs. 3Q17
highest production volume in
the Company's history



Record EBITDA of
R\$921 MILLION

+84.2% vs. 3Q17

EBITDA margin of **69%**
up 8 p.p.

Leverage reduction to **1.96x** in US\$
(LTM), for the first time **below 2x**

2.23x in BRL, **-38.5%** vs. 3Q17



Record net revenue of

R\$1.3 BILLION

+61.3% vs. 3Q17



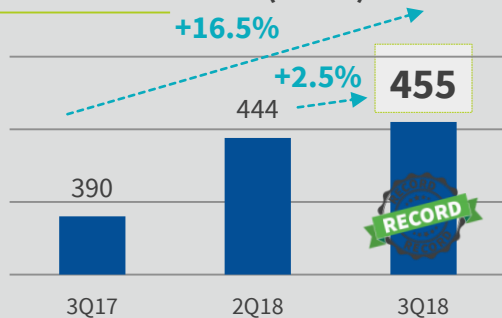
Net income of

R\$401 MILLION

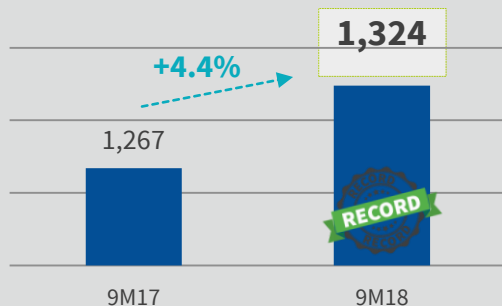
**Best result in the last
12 months**

OPERATIONAL PERFORMANCE

Production Volume ('000 t)



Production Volume ('000 t)



Solid growth

Record quarterly production of

455,000 TONS

+16.5% over 3Q17.

Record nine-month production of

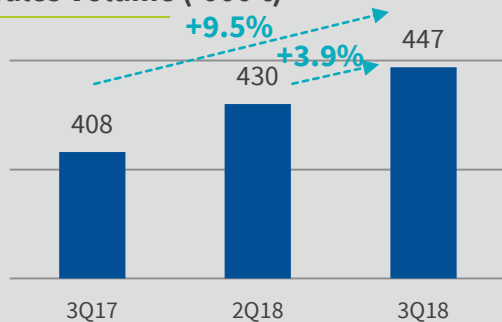
1,324,000 TONS

+4.4% over 2017 despite the truckers' strike that impacted the country in the first half

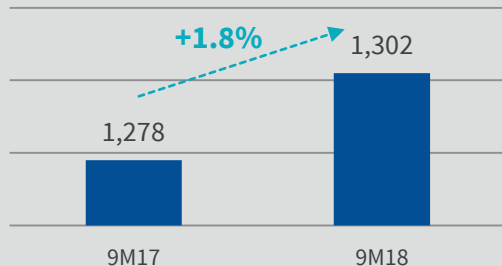


SALES PERFORMANCE

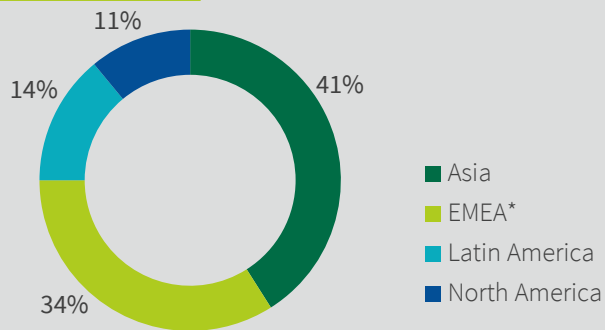
Sales Volume ('000 t)



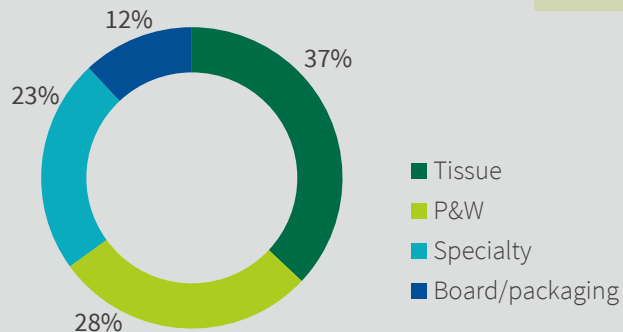
Sales Volume ('000 t)



Sales by region in 3Q18



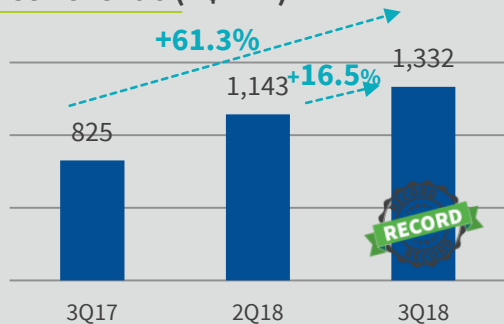
Sales by segment in 3Q18



* EMEA: Europe, Middle East, Africa

SALES PERFORMANCE

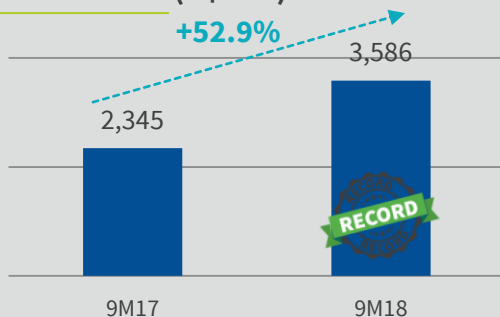
Net Revenue (R\$ MM)



Net revenue jumped **61%** within 1 year to an all-time high of **R\$1.3 billion**

+52.9% between 9M17 and 9M18

Net Revenue (R\$ MM)

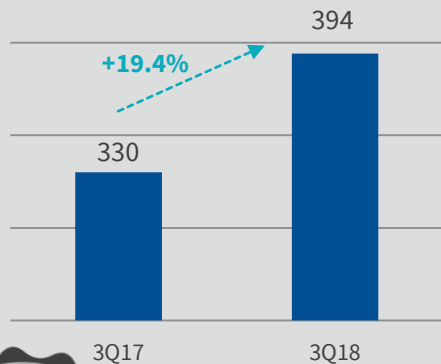


Average net price of **US\$756/t**
in 3Q18

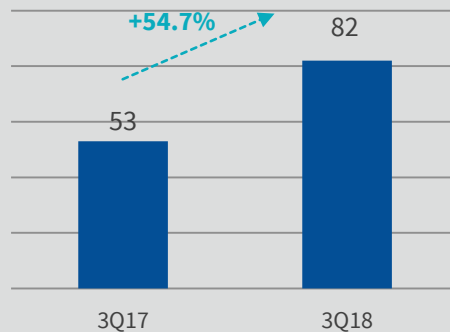


ENERGY GENERATION

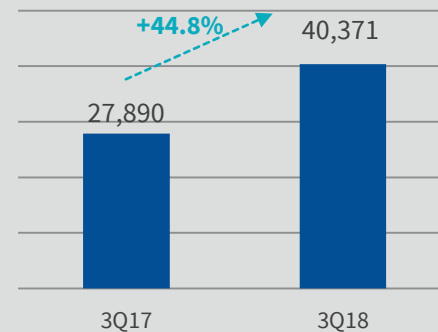
Energy Generation ('000 MWh)



Energy Export ('000 MWh)



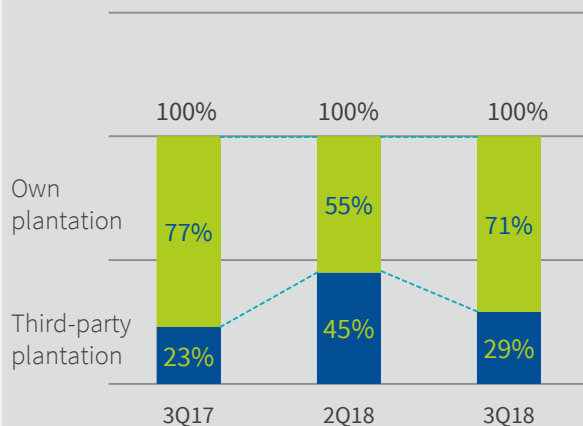
Energy Sale ('000 R\$)



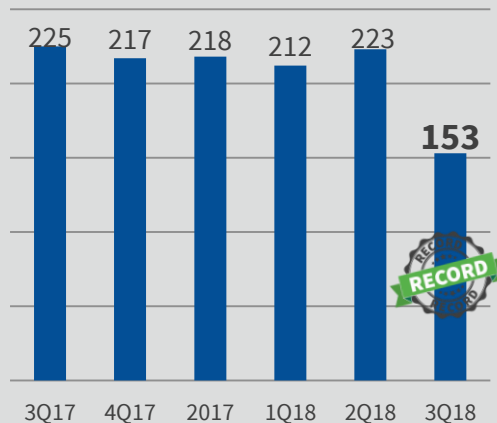
Increase in the grid export limit from 30 to 40 MWm since Nov/17 led to **revenue growth of 45%** between 3Q17 and 3Q18

OPERATIONAL PERFORMANCE FORESTRY

Wood Supply Balance in 3Q18 (%)



Average Transport Distance in 3Q18 (km)

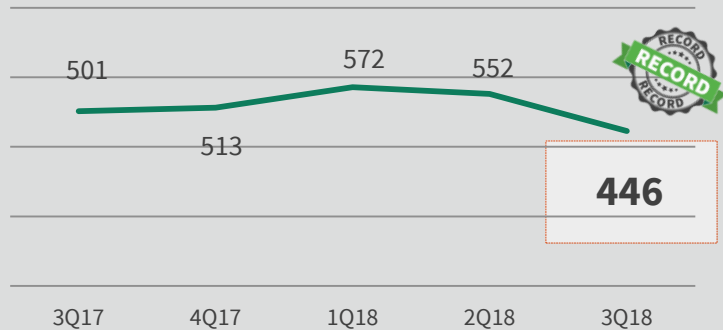


Company sticks to its strategy plan for harvesting management of forests planted by Eldorado

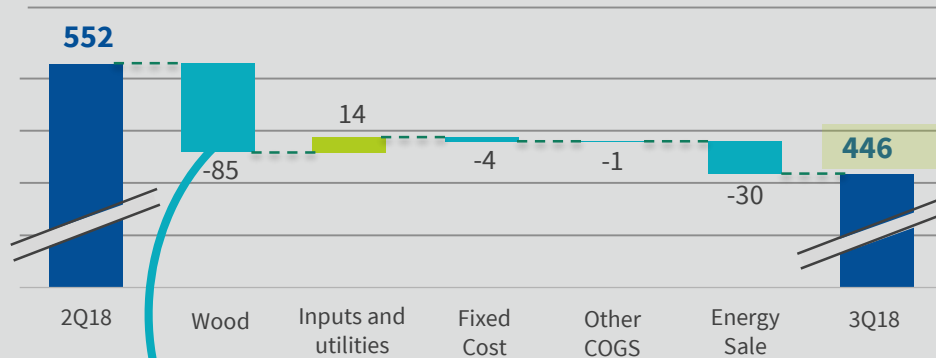
**Shortest average
transport distance in
the Company's history:
153 KM**

CASH COST

Cash Cost Trends (R\$/t)

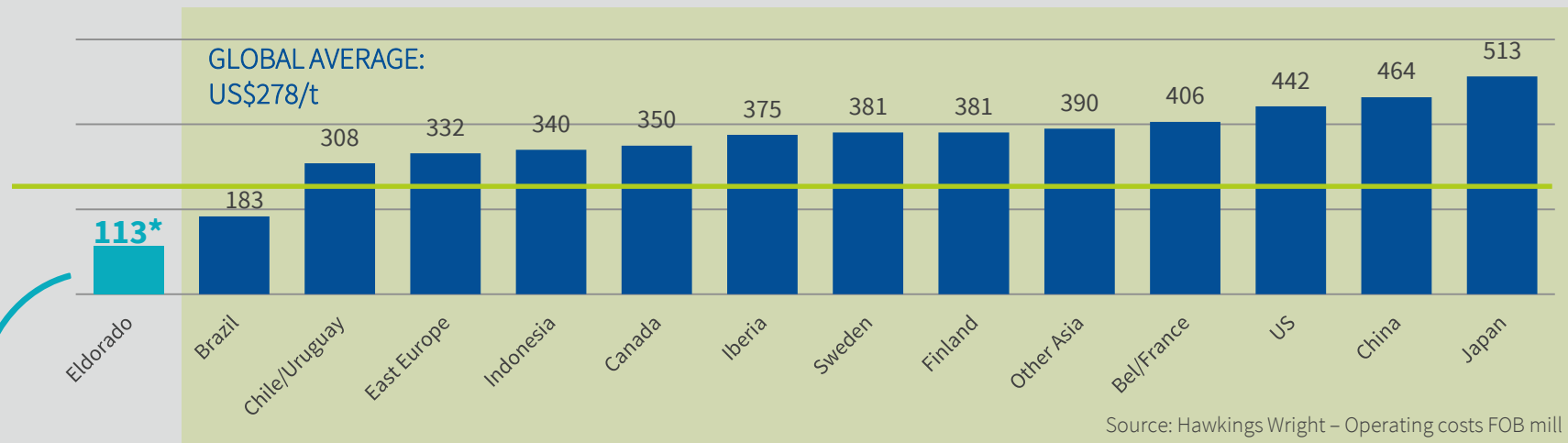


2Q18 vs. 3Q18 (R\$/t)



Strong reduction in the cost of wood due to shorter average harvest radius

Operating Cost of Hardwood Production by Region (US\$/t)



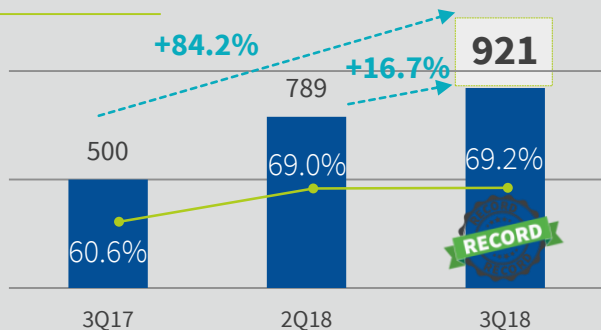
**WORLD'S
LOWEST COST**

Average Ptax in 3Q18: BRL/USD 3.9521

*Calculation by Eldorado

FINANCIAL RESULT

EBITDA (R\$MM) and EBITDA margin (%)



Record EBITDA of R\$921 million

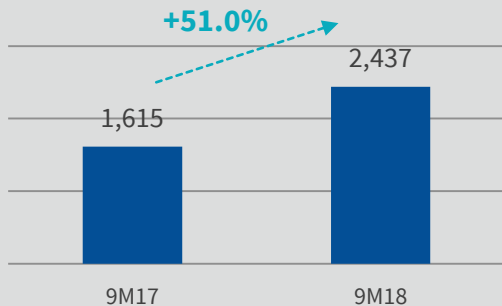
with a margin of **69.2%**

Increase of R\$421 million

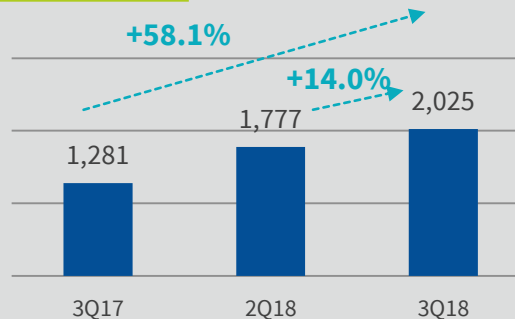
In the first nine months, EBITDA was an all-time high of

R\$2.4 billion

EBITDA (R\$ MM)



EBITDA/Pulp Production (R\$/t)

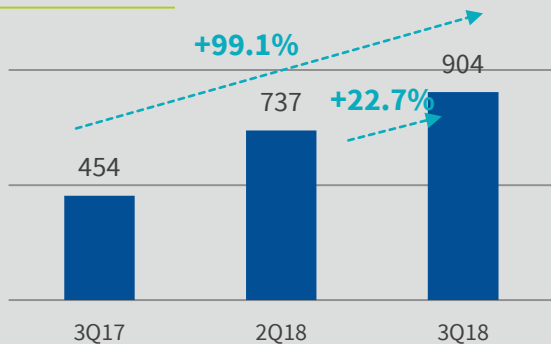


EBITDA/ton of **R\$2,025**

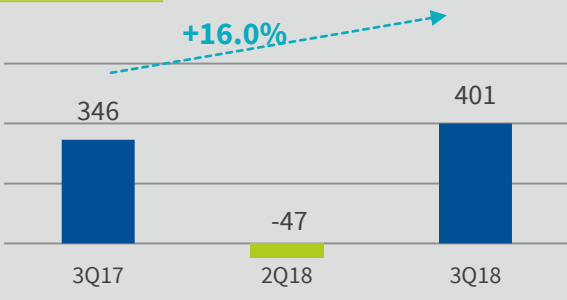


FINANCIAL RESULT

Gross Profit (R\$ MM)



Net Income (R\$ MM)

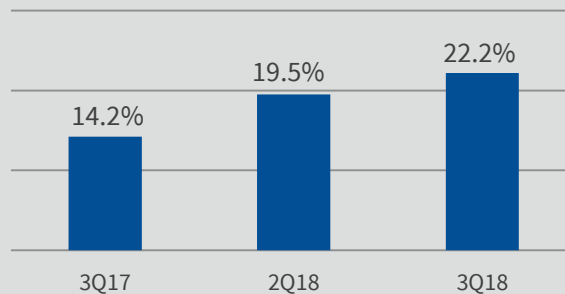


Gross profit of **R\$904 million** in the period, **moving up almost 100%** over the same period last year

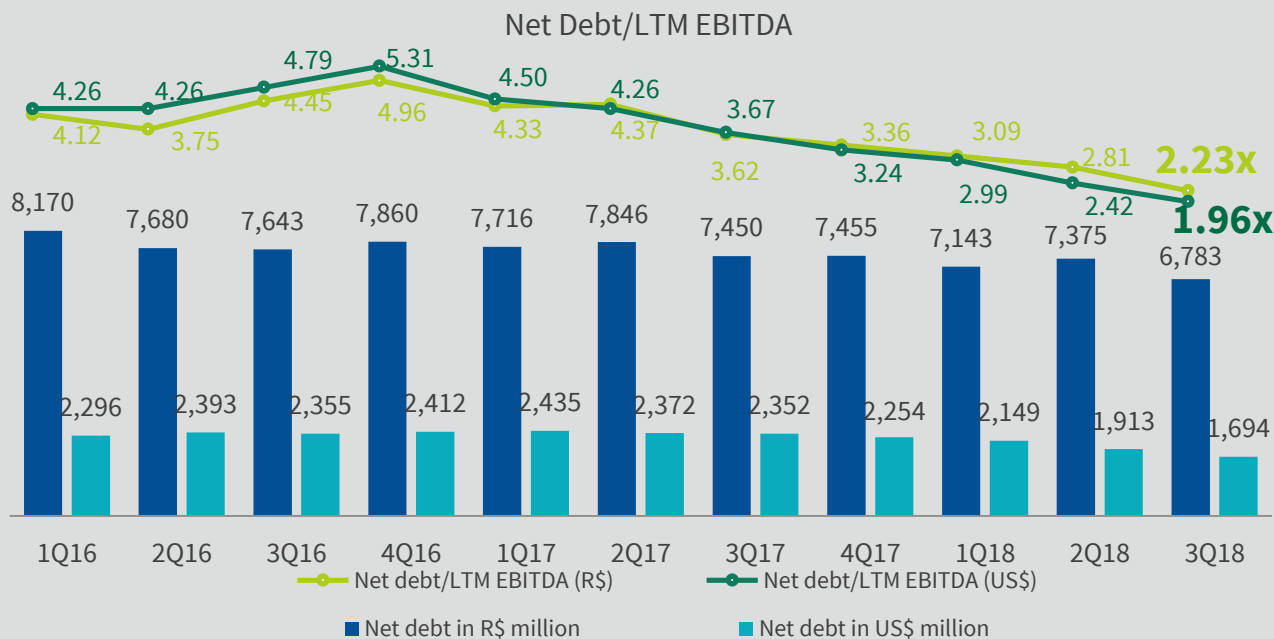
Net income returned to positive territory at **R\$401 million** this quarter, despite the effect of exchange rate variation

+16% over 3Q17

ROIC (%)



LEVERAGE



Sharp decline in dollar-denominated net debt due to strong cash generation

Reduction of 38% in leverage in the last 12 months

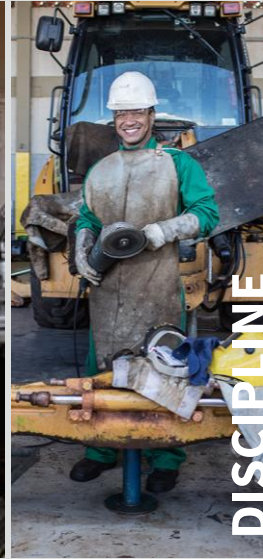
- R\$668 million in net debt versus 3Q17



The Company remains focused on improving its debt profile and financial leverage

*LTM – Last Twelve Months

OUR VALUES



THANK YOU



Eldorado
Brasil

Eldorado Brasil Celulose

Investor Relations

Phone: +55-11-2505-0258

Address: Av. Marginal Direita do Tietê, 500 São Paulo – SP – Brazil

Email: relacaoinvestidores@eldoradobrasil.com.br

Website: <http://www.eldoradobrasil.com.br/Investors>