



Figueira Project

New Packaging Site

July 2022

Disclaimer

This presentation may contain forward-looking projections or statements. Such statements are exposed to known and unknown risks and uncertainties that may cause these expectations not to materialize or to differ materially from those anticipated.

These risks include, among others, changes in the future demand for the Company's products, changes in the aspects that impact the domestic and international prices of products, changes in cost structures, changes in the seasonality of markets, changes in the prices charged by competitors, exchange variations, changes in the political-economic scenario in Brazil, in emerging and international markets.

Klabin cannot give any certainty as to the fulfillment of the expectations presented.

Agenda

1. Executive Summary
2. Strategic Rationale
3. Market
4. Trends
5. Figueira Project



Executive Summary

Strengthening leadership in corrugated boxes with value creation for shareholders

**New
Corrugated
Boxes Site**

Strategic
Location at
Piracicaba/SP
Start-up: 2Q24

New site production
capacity: **+240 kt/year**

Net Incremental
Capacity: **+100kt/year**

**Increase in
operational
efficiency and
new technologies**

Gross investment¹
R\$ 1.57 bilion
from **2022 to 2024**

Immaterial impact
on financial leverage
and financing with
cash position

Strategic Rationale

Strategy focused on increasing flexibility, keeping up with market growth and improving operational efficiency



Belief in the Business Model

Strengthening of the integrated, diversified and flexible model



Strategic location

Presence in all regions of Brazil and growth in São Paulo, the largest consumer market



Integration

Lower results volatility across different economic cycles



Growth Strategy

Consistency in strategic positioning and growth



Industrial footprint optimization

Gain in operational efficiency and productivity



State of art technology

Industry 4.0 with optimization features and monitoring of performance and quality



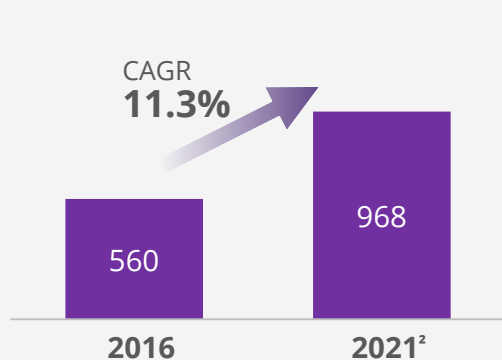
Market

Klabin is market leader in corrugated boxes

Corrugated boxes volume grows above GDP and Klabin grows above the market

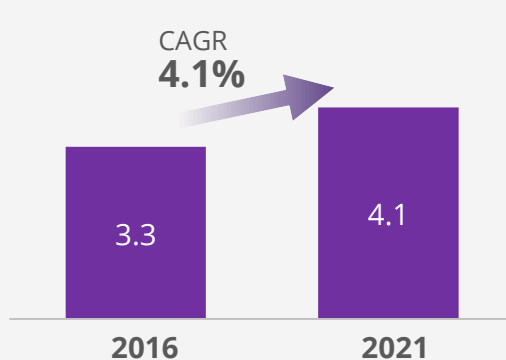
Corrugated boxes Shipments - Klabin

(growth of volume in % kt/y)



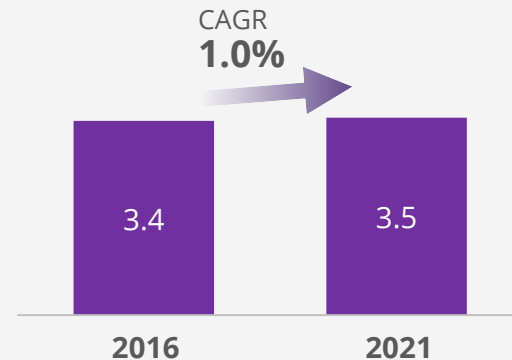
Corrugated boxes Shipments – Empapel³

(growth of volume in % kt/y)



Gross Domestic Product Brazil

(constant BRL currency)

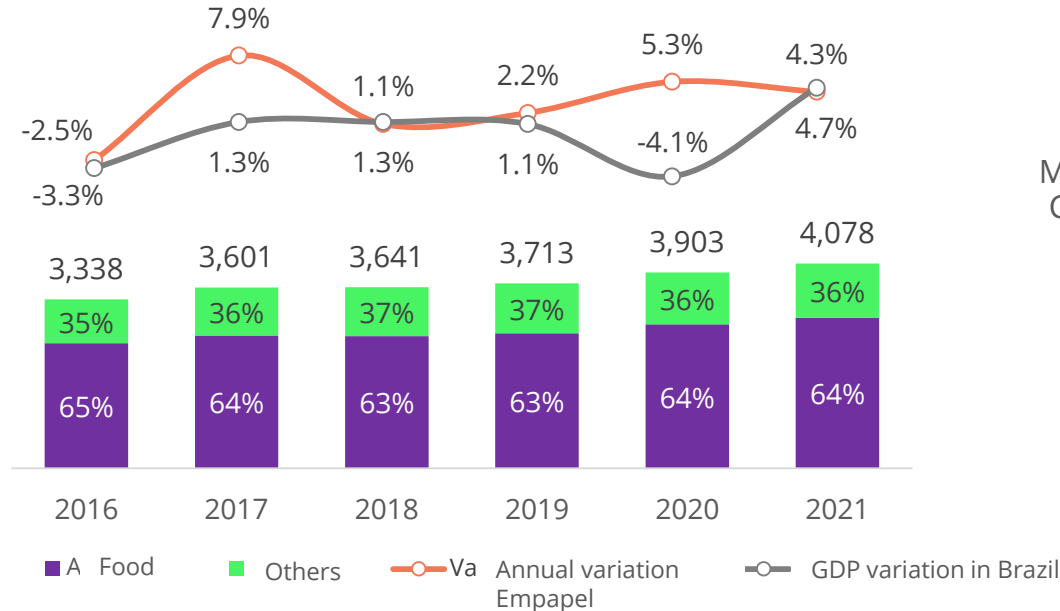


Participation in essential segments shows the resilience of the business

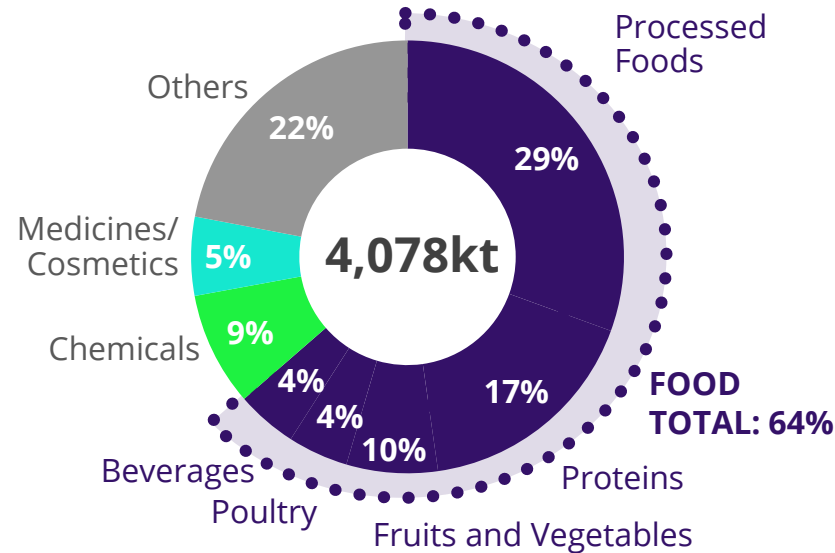
Corrugated boxes market shows stable and resilient prices due to high exposure to the food sector

Corrugated Boxes Shipments and Growth

Thousand tonnes and Variation %






Empapel Segments, 2021



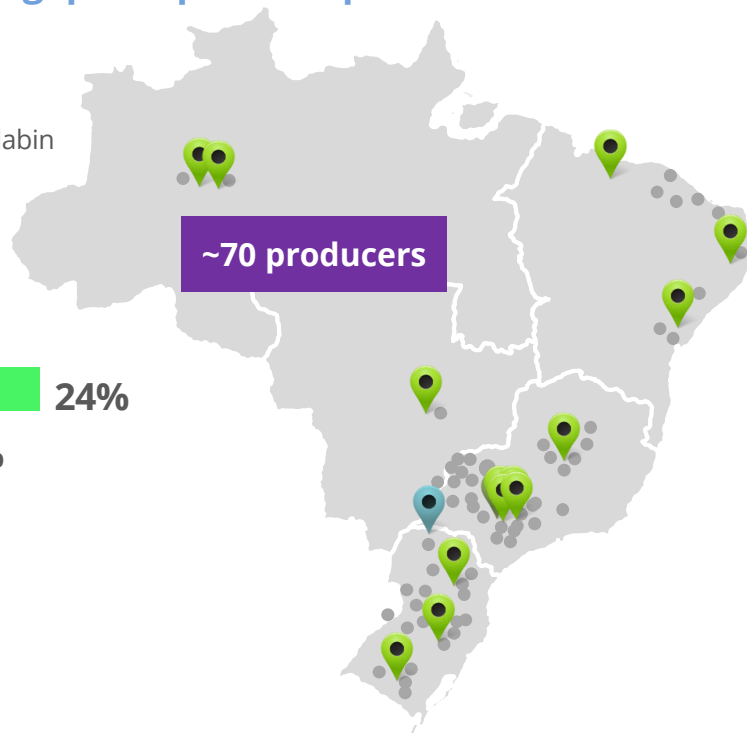
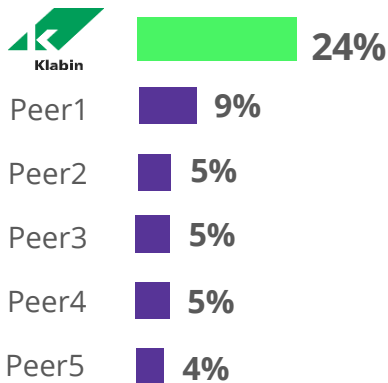
Retail accounts for 70 %




The Brazilian corrugated boxes market is highly concentrated in the South and Southeast

Prices in Brazil have a gap compared to prices in mature markets

-  New plant in Piracicaba-SP
-  Corrugated boxes plant - Klabin
-  Other *players*

Market share
2020¹, %



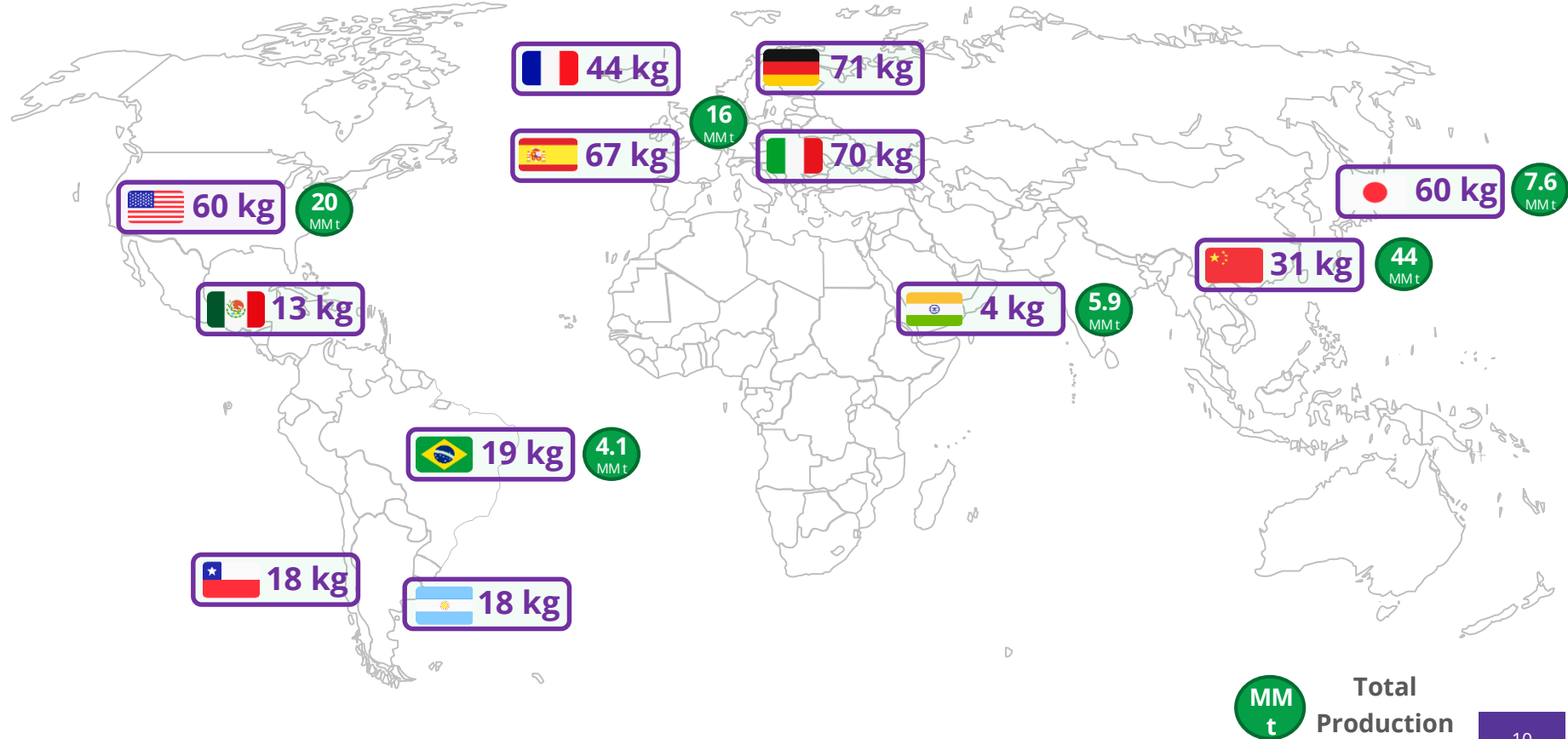
	EUA	Europe	Brazil
			
Net Price	USD/t	USD/t	USD/t w/ imp ¹
2021	1,294	1,427	987

1 - Prices net of taxes, with freight. Taxes: 11% ICMS, 6% COFINS, 1% PIS

USA Info: RISI USD with freight pre-tax
 Info Europe: RISI Western Europe with freight, no taxes
 2021 = average realized BRL/USD exchange rate: 5.39 / USD/EUR: 1.18.

Per capita Consumption

Brazil shows potential for growth compared to other more developed regions





Trends

Secular Macro Trends

New consumption habits and concern with the planet and well-being are definitive and should drive the pulp and paper industry

Sustainability



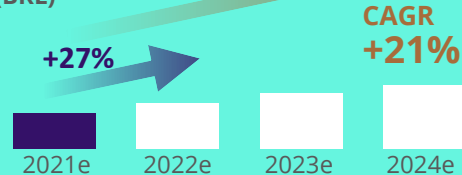
- Lower carbon footprint
- Safe and proper disposal
- Circular economy
- Reuse, single-use plastic elimination
- Recyclable, from renewable source and compostable material
- High rate of recyclability in Brazil (85%)
- Well-being: planet and people

E-COMMERCE



- Shopping and convenience experience
- Packaging as the first physical contact between brand and consumer
- Pandemic brought a new consumer to e-commerce
- Gain of participation over traditional retail

Evolution of e-commerce revenues in Brazil (BRL)



Source: ebit | Nielsen

DESIGN & AESTHETICS



- Brand communication
- Contemporary packaging
- Layout and display strategy
- Packaging customization
- Exclusive prints and formats

Corrugated boxes packaging as a sustainable alternative to single-use plastic

Klabin is the largest paper recycler and corrugated boxes producer in Brazil and is recognized for its performance in sustainability

The UN Environment Assembly in March 2022 approved a resolution establishing an international agreement to end plastic pollution by 2024

Plastic production has increased exponentially in recent decades and now amounts to **460 million** tons per year

Single-use plastics make up about **half** of global plastic waste generation



Landfill in Nairobi, Kenya, where much of the waste in the landfill is plastic
© UNEP

"Today marks a triumph for the planet with regard to **single-use plastics**. This is the **most important** multilateral **environmental agreement** since the **Paris agreement**."

Innovations in Sustainable Packaging

Corrugated boxes: raw material is biodegradable, recyclable and comes from renewable sources

E-commerce

Fan-fold:

Supply of corrugated sheets for box on demand manufacturing



e-Klabin:

Multi-client solutions



Delivery

Drone packaging:

Cover + bottom packaging concept to be transported via drone



Design and Aesthetics



Digital Print:

entering high-end markets

Accessibility:

application of Braille in animal feed packaging



Packaging: far beyond the form of transport, connects the customer with the brand

Unboxing experience gains even more importance with increasing e-commerce penetration





Figueira Project

Figueira Project

Project reinforces Klabin's belief in the integrated, diversified and flexible business model

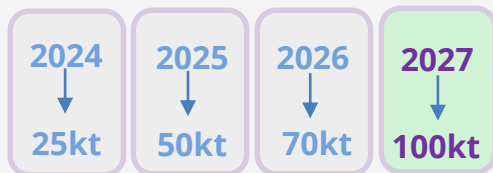
New corrugated boxes unit in Piracicaba (SP)

Start-up: 2nd quarter of 2024

Production capacity : **240kt per year**

Incremental net production capacity of corrugated boxes after optimization of current assets: **100kt/year**

Ramp-up



Site with physical conditions to receive future investment for the production of recycled paper and additional corrugated boxes capacity

Klabin's total corrugated boxes converting capacity after Figueira Project: **1.3 million tons per year**

Total land: 950 thousand m²

Corrugated boxes site: 65 thousand m²

~40% of energy from solar source

Project Scope:

- **2 corrugators** State of the Art: industry 4.0 with optimization features and monitoring of performance and quality
- **9 printers:** 4 colors and cutting and creasing unit
- Construction of the entire infrastructure and support areas



Source: Klabin

Integration in the packaging chain contributes to lower volatility of results

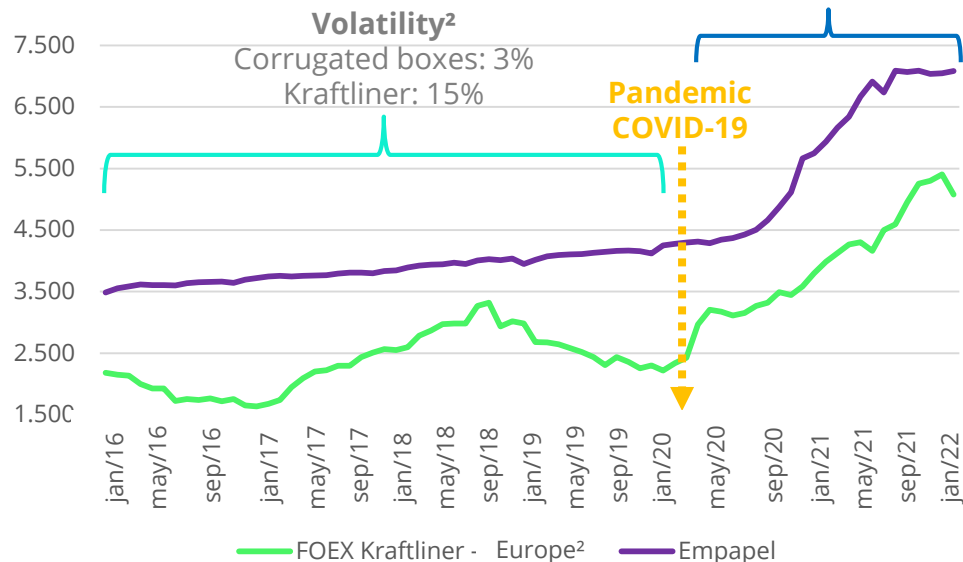
Price increase above inflation and lower volatility guarantees stable results at Klabin's Integration

Price – Corrugated boxes vs Kraftliner

R\$/t – jan/16 a fev/22

Corrugated boxes price: +65%

Inflation³: 16%



Integration = Stability



Greater flexibility of paper integration in corrugated box packaging



Volatility² of 3% in corrugated boxes prices versus 15% in kraftliner prices from Jan/16 to Mar/20 (pre-pandemic)



Corrugated boxes prices grew 65% versus accumulated IPCA increase of 16% between mar/20 and fev/22 (post-pandemic consumption standard change)

1 – Source: RISI

2 - Volatility calculated as standard deviation of monthly prices on an annualized basis

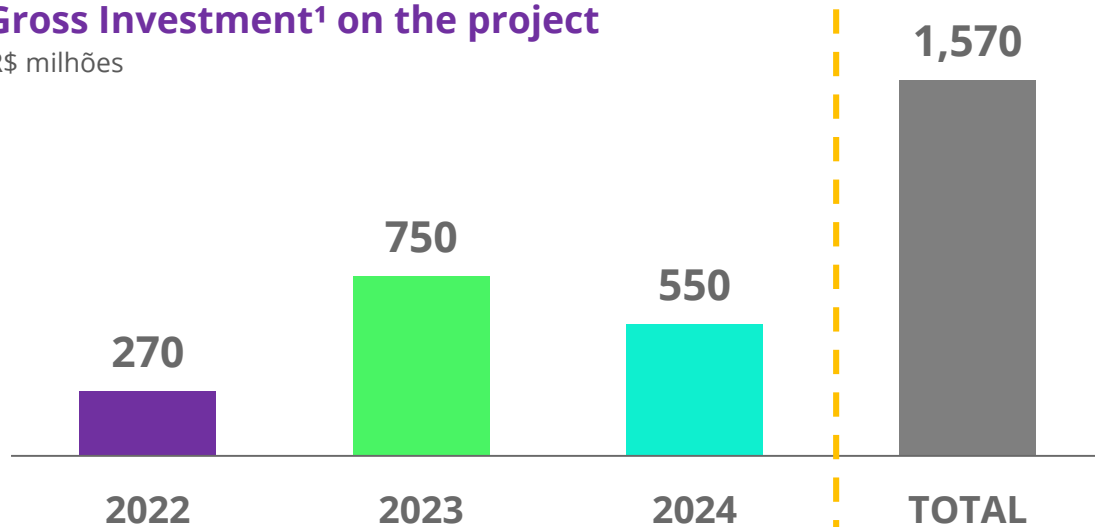
3 - IPCA

Figueira Project Investments

Immaterial impact on Klabin's financial leverage and financing with cash position, with no need for new debt

Gross Investment¹ on the project

R\$ milhões



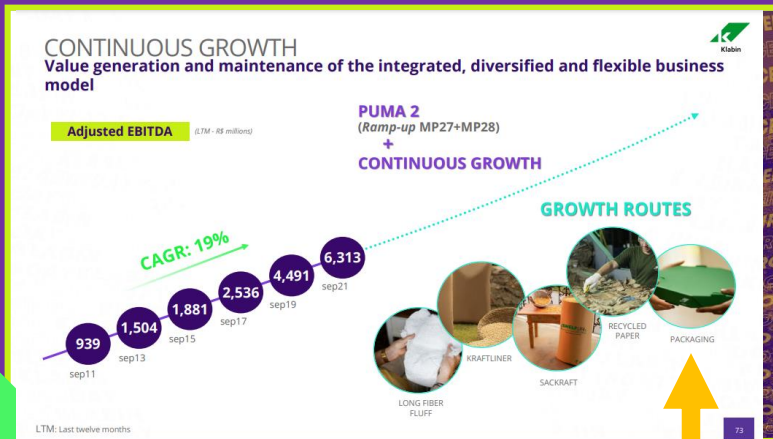
1 - Of the total amount approximately R\$ 200 million refers to recoverable taxes



Growth based on an integrated, diversified and flexible Business Model

Strategy of maintaining flexibility, following market growth and adding operational efficiency positions Klabin for 13th consecutive year of EBITDA growth

2021 Klabin Day



Continuous Growth

Stability
(Low Beta)

ESG
(World Reference in Sustainability)

ROIC
(Consistent return)

SHARED AND SUSTAINABLE VALUE CREATION



klabin
invest



Investor Relations

<http://ri.klabin.com.br>

invest@klabin.com.br

+55 11 3046-8401