

# Dexco

deca portinari hydra duratex ceusa durafloor



## Goldman Sachs Investors Meeting

December, 15, 2021

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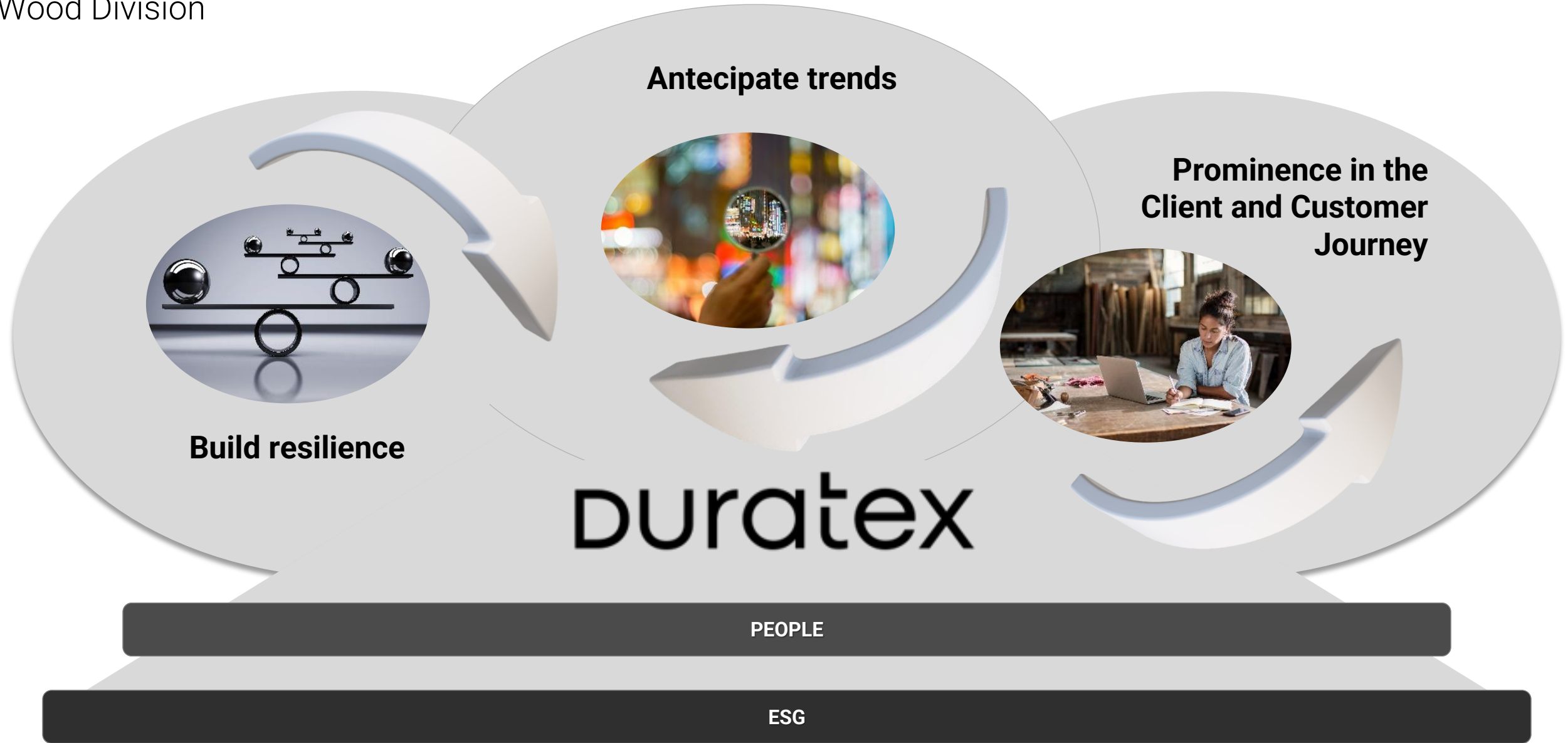
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# Strategic Pillars

Wood Division

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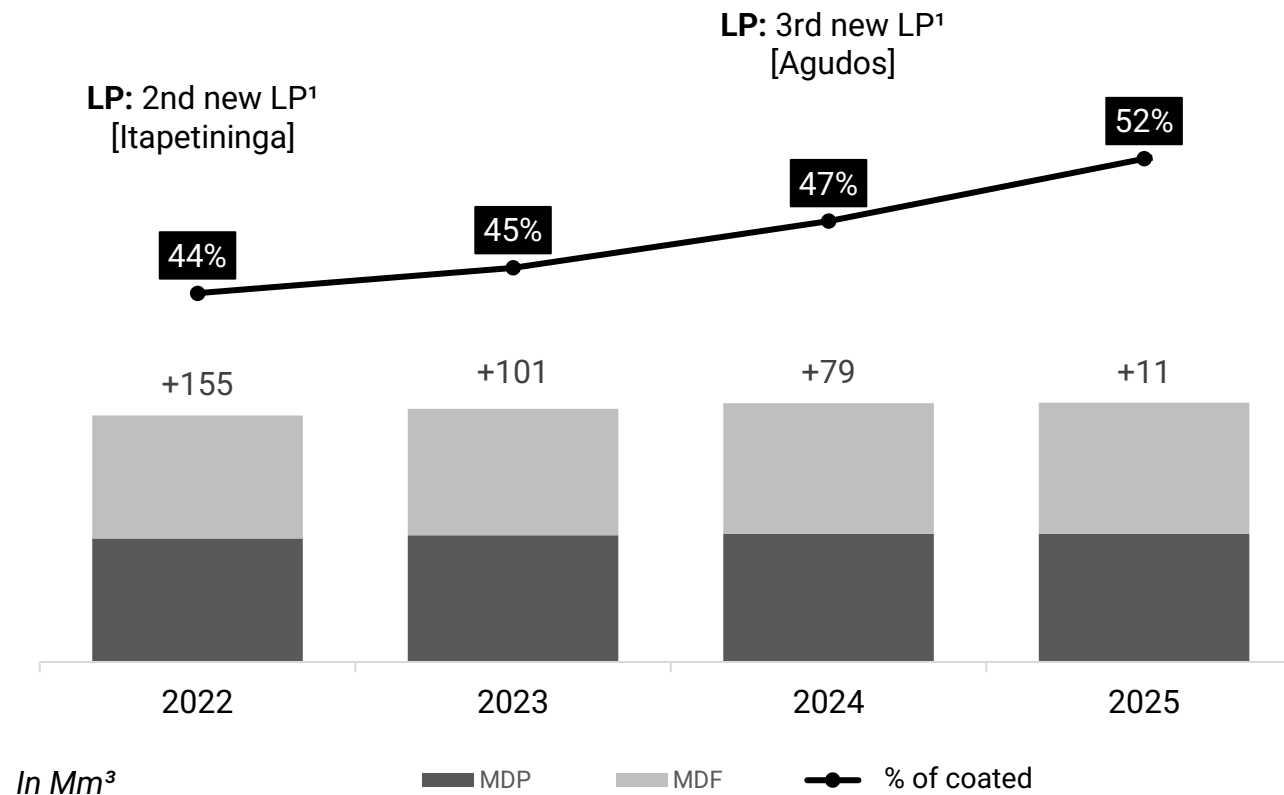


# Build resilience

Wood Division

DEXCO

- Production Capacity of Duratex Brasil Panels with 100% BP occupancy.



## Main highlights

- **2026** volume will be 10% higher than 2021 based on investments in presses.
- **Anticipation of capacity** in 1 year compared to DTX 21-25.
- BP lines representing **50%** of production volume.

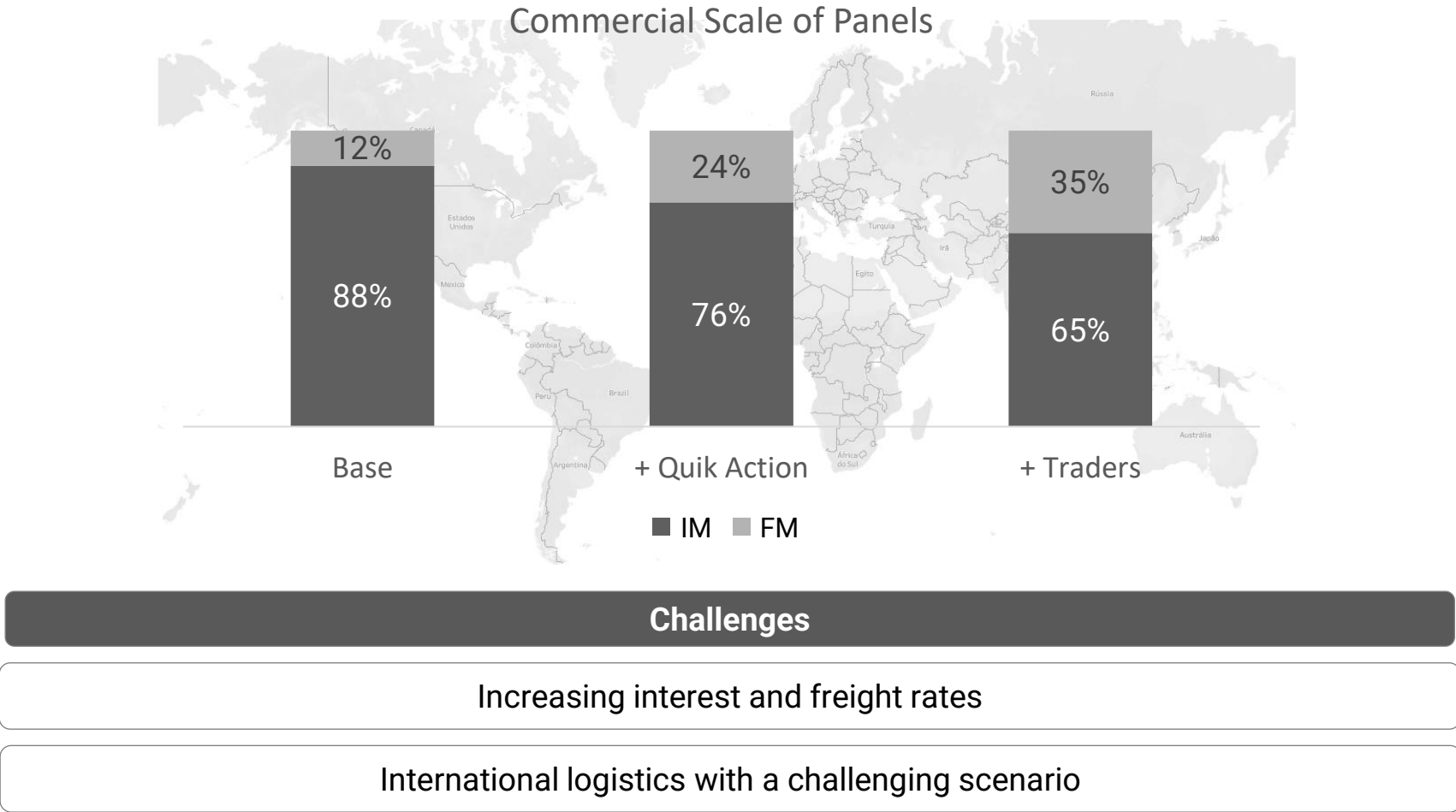
<sup>1</sup>Low pressure: production process for coating wood panel

# Build resilience

Wood Division

- Duratex Brazil Export Strategy | Expansion potential (m³/year).

Action



Targets Countries:  
**23**

Customers with potential  
to:  
Fast absorption

Trader Reactivation:  
**+14 countries**  
High purchase potential



Avoiding price pressure  
in Brazil  
**Ensuring Full Factories**

Quick Action = tactical customers able to quickly absorb additional volumes at attractive margin levels | Traders Reactivation = few customers with high purchasing potential at competitive prices





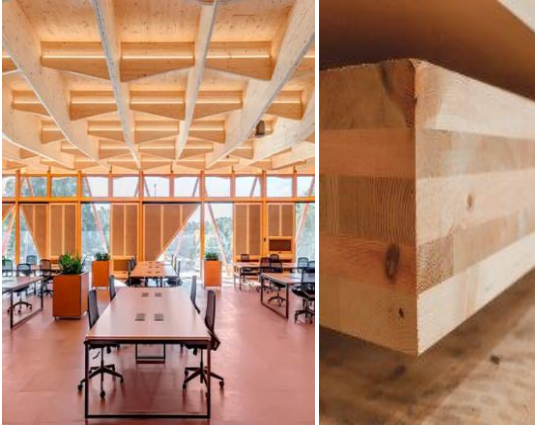
# Antecipar tendências

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Wood Division

- Forestry | Alternative Uses of Wood.

## Engineered Wood



## Eucalyptus by-products



## Biochemicals



Residue



Wood



Resin

Treatment | Separation | Purification | Biopolymers

Lignin | Cellulose | Hemicellulose

Pitch + chemical reactions

Turpentine + chemical fractionation



tires



bags



packaging



vehicles



biofuels



pharmaceuticals



foods



fabric



cosmetics



stickers & glues



essence & cosmetics



solvents & soaps



waxes & gums



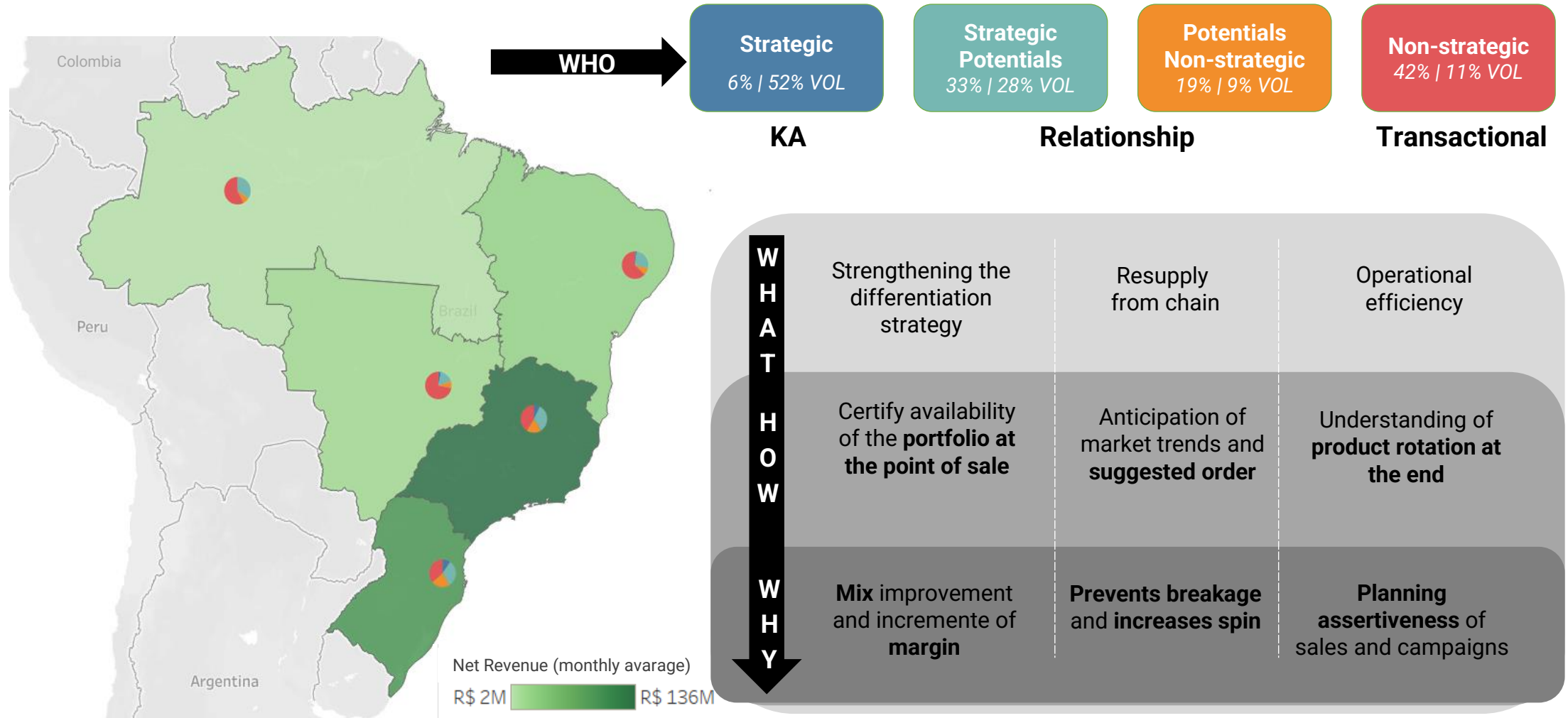
paints & varnishes

# Prominence in the Client Journey

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Wood Division

- Go to Market | Customer Segmentation and Service Model.






























Ongoing and Future Projects.

FOCUS	<div><div></div>BUILD RESILIENCE</div>		
<div>Environmental</div> <div><div></div><div>Adaptation to climate change</div></div>	<div><div></div><div>WATER: optimization of the use of water resources</div><div>Improvement in the treatment of effluents and reuse (Itapetininga Factory) <div></div></div><div>Hydrosolidarity forest management (pilot) <div></div></div><div>Selection of drought-tolerant genetic materials <div></div></div></div>	<div><div></div><div>BIODIVERSITY: maintenance of natural capital</div><div>Endemic species protection (Nova Ponte e Caetex) <div></div></div><div>Monitoring of forest regeneration by satellite <div></div></div><div>Digital fauna record (Animal Lens) <div></div></div></div>	<div><div></div><div>ENERGY: responsible and optimized consumption</div><div>Electricity reduction target (relative consumption) <div></div></div><div>Increased thermal energy from biomass (ICAVI) <div></div></div></div>
<div>Social</div> <div><div></div><div>Relationship with stakeholders</div></div>	<div><div></div><div>COMMUNITIES: management of social and environmental impacts</div><div>App for community dialogue <div></div></div><div>Women's inclusive training <div></div></div><div>Social use of the forest <div></div></div><div>Intensive fire prevention awareness <div></div></div></div>	<div><div></div><div>COLLABORATORS: care and training</div><div>Revitalization of Proteg <div></div></div><div>Technical training academies <div></div></div><div>Process improvement culture (Lean) <div></div></div></div>	<div><div></div><div>SUPPLIERS: raw materials from responsible sources</div><div>Chain of custody for wood procurement <div></div></div><div>Due diligence for land prospecting <div></div></div><div>GFD – Dexco Supplier Management <div></div></div></div>
<div>Governance</div>	<div><div></div><div>Governance: cross support at Dexco</div></div>		



Ongoing and Future Projects.

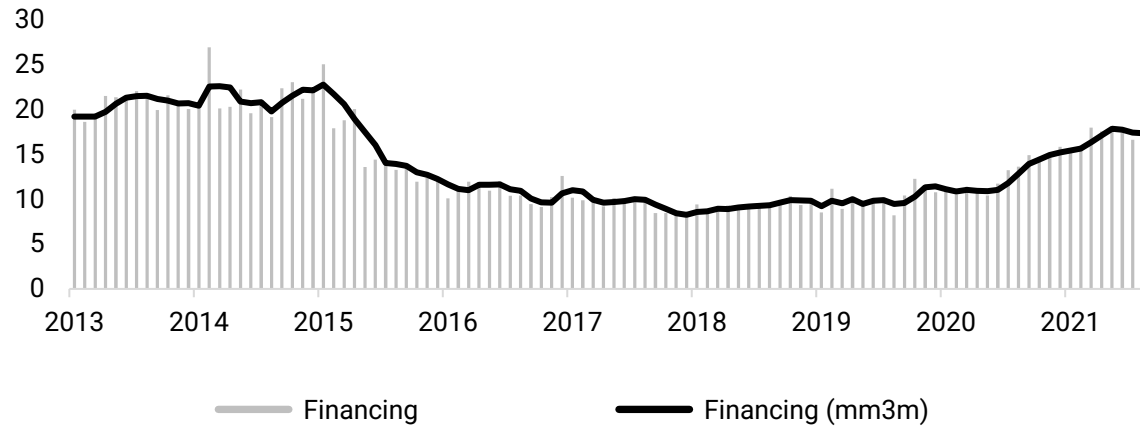
FOCUS	ANTECIPATE TRENDS		PROMINENCE IN THE CLIENT AND CUSTOMER JOURNEY
<div>Environmental</div> <div></div> <div>Adaptation to climate change</div>	<div></div> <div>CARBON MARKET: tracking mechanisms</div> <div>Maintenance of the positive balance </div> <div>Carbon stored in products (pilot) </div> <div>Inventory Evolution </div> <div>Enable the sale of carbon credits </div>	<div></div> <div>ECO-EFFICIENT PROCESSES: continuous improvement</div> <div>Alternative destinations for waste (zero landfill goal) </div> <div>Reduction of relative water uptake (target) </div> <div>Reduction of mineral fertilizers (composting/circular economy) </div>	<div></div> <div>PROMINENCE IN THE CLIENT AND CUSTOMER JOURNEY</div> <div></div> <div>IMPROVEMENT IN PRODUCTS: differentiated proposals</div> <div>E1: Production of low-formaldehyde panels (2025 target) </div> <div>100% of those coated with antiviral protection by 2022 </div>
<div>Social</div> <div></div> <div>Relationship with stakeholders</div>	<div></div> <div>CERTIFICATION OF FUNDED: value chain development</div> <div>100% of areas certified by 2025 </div> <div>Factory supply guarantee </div>	<div></div> <div>DISSEMINATION OF THE BUSINESS'S ROLE: engagement with diverse audiences</div> <div>Arvorar Space </div> <div>Multilateral forums (FSC, Ibá, Fórum Florestal Paulista, city councils) </div> <div>Local initiatives (visits, lectures, educational gardens) </div>	<div></div> <div>BRAND VALUE: visibility and transparency</div> <div>Maintenance of certifications (FSC and ISO) </div> <div>ESG index (DJSI, ISE, SPOTT and CDP) </div> <div>Sustainable constructions (LEED certification, bids) </div>
<div>Governance</div>	<div></div> <div>Governance: cross support at Dexco</div>		

# Macroeconomic data

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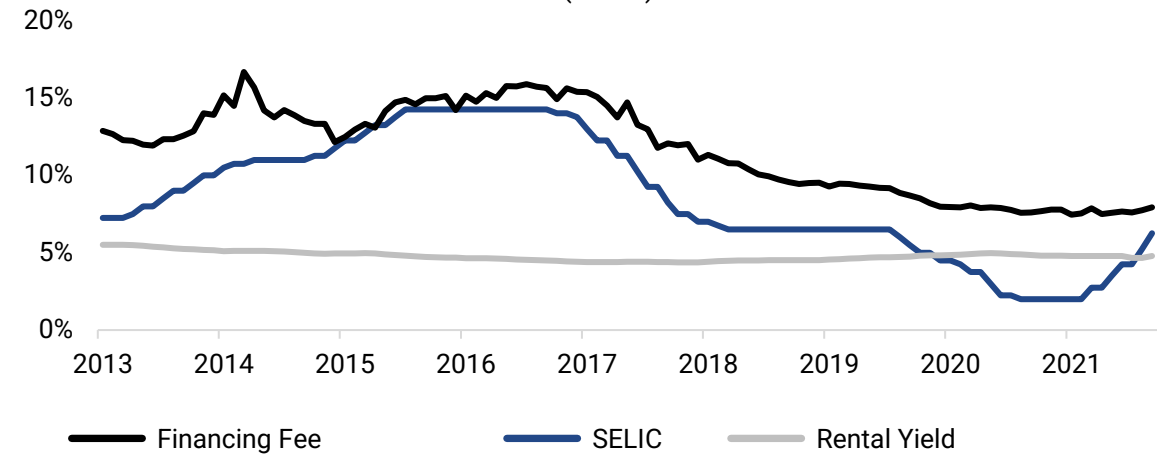
- Maintenance of high levels of real estate financing levels;
- Even with the recent highs in the SELIC, there was no increase in real estate financing fee of the same magnitude.

**Real Estate Financing**  
(deflated and seasonally adjusted in R\$ billion)



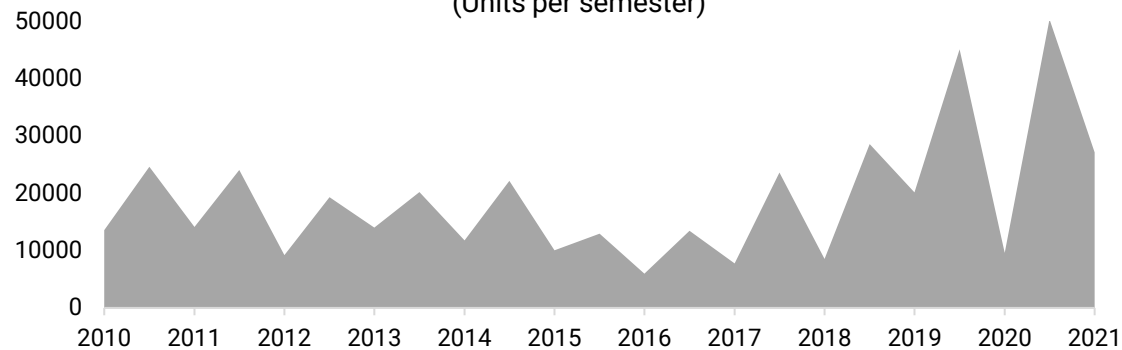
Source: Banco Central, FIPE-Zap

**Financing Fee x Selic x Rental Yield**  
(% a.a.)



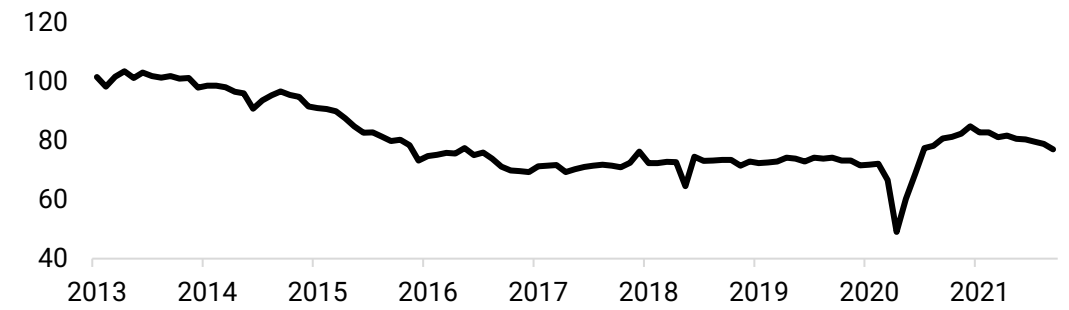
Source: Banco Central, FIPE-Zap

**Residential Units Launched in São Paulo – SP**  
(Units per semester)



Source: SECOVI

**Production of Civil Construction Inputs (ICC)**  
(2012 index = 100)



Source: IBGE

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## INVESTOR RELATIONS

Henrique Haddad - VP of Adm, Finance and IR

Natasha Utescher – IR Manager

Alana Santos – IR Analyst

Mariana Fontenelle – IR Analyst

[dex.co/ir](https://dex.co/ir)

[investidores@dex.co](mailto:investidores@dex.co)

+55 11 3179.7045

Av. Paulista 1.938 - CEP 01310-200  
Consolação - São Paulo – SP

[www.dex.co](https://www.dex.co)