## Suzano Papel e Celulose: Consolidated results for 3Q 2006

## Record Consolidated Ebitda of US\$138 million

São Paulo - October 18, 2006: Suzano Papel e Celulose (Bovespa: SUZB5), one of Latin America's largest integrated producers of pulp and paper, announces consolidated results for the third quarter of 2006 (3Q06) today. Operational and financial figures in this release are consolidated results, in Reais, by the Brazilian Corporate Law accounting method. Except where otherwise stated, all comparisons are year-on-year for the quarter - i.e. 3Q06 vs. 3Q05.

Starting this quarter, our consolidated results will be released including our 50\% holding in Ripasa. Our year-on-year comparisons will be based on the proportional holding in Ripasa in each period. A section covering pro-forma results was included, with comparisons based on a $50 \%$ holding in Ripasa in each period. The Appendix to this release gives the financial results of Suzano Papel e Celulose (i) with the effect of the Ripasa holding as an equity income item, (ii) with the Ripasa holding, and also (iii) the pro-forma results.

Key points:

- New pulp price increase of US\$ 20 per ton announced for every market is expected to bring pulp prices US\$ 680/ ton CIF Northern Europe by November 2006.
- Record Ebitda: US\$138 million, including sales of Ripasa's products
- Mucuri Project: assembly of plant already started in line with expected financial and physical schedule
- Share liquidity significantly improved after conclusion of Ripasa restructuring: daily average increased from $\mathrm{R} \$ 3.2$ million in 2Q06 to $\mathrm{R} \$ 6.2$ million in 3Q06.
- Suzano now sells Ripasa products, including the Ripax ${ }^{\oplus}$ cut size paper brand.

Conference call
and webcast
on 3Q06 results:
in Portuguese:
October 19-at 9:30 a.m. (Brasília)
Access: 551121014848 -
Password: Suzano
Replay: 551121014848 -
Password: Suzano
In English:
October 19-at 11:30 a.m. (Brasilia)
Access: 1973-935-8893 -
Password: 7959149
Replay: 1973-341-3080 -
Password: 7959149

SUZB5
NIVEL1

Associado Fundador

In thousand Reais

| Financial indicators | 2 Q00 | 3Q06 | 3Q05 |
| :--- | ---: | ---: | ---: |
| Sales volume (tons) | 439.318 | 450.426 | 395.766 |
| Net Sales | 788.099 | 835.945 | 756.303 |
| Net Income | 103.349 | 98.008 | 153.179 |
| Ebitda | 262.976 | 299.106 | 238.752 |
| Ebitda Margin | $33,4 \%$ | $35,8 \%$ | $31,6 \%$ |
| Net Debt (R\$ million) | 3.052 | 3.466 | 2.189 |
| Net Income per share | 0,3301 | 0,3131 | 0,5392 |
| In US\$ tsd |  |  |  |
| Net Sales in US\$ | 266.254 | 298.776 | 249.432 |
| Ebitda in US\$ | 120.451 | 137.797 | 91.857 |
| Net Debt (R\$ million) | 1.410 | 1.594 | 985 |

Note 1: Ebitda = Operating profit plus depreciation, depletion, amortization and plus financial expenses and equity income.
Note 2: Considering the proportional consolidation of 23,03\% in Ripasa up to April/06 and 50\% from May/06 and forward


## Brief summary of the period

International market prices for pulp increased once again in the third quarter of 2006, continuing their upward cycle, influenced by a strong moment for demand - with market pulp demand growing by $5 \%$ in the first eight months of 2006 when comparing with the same period in 2005 and BEKP demand growing by $15 \%$ in the same period, and by discipline in supply. Several major world producers carried out their maintenance stoppages this quarter, which was also positive for the market. The market scenario for pulp leads us to take a positive view for the fourth quarter and further ahead, but important new projects will be beginning to come into operation, which could affect the pulp price. At the beginning of October the price of eucalyptus pulp CIF Northern Europe was US\$660/ ton and November prices were announced at US\$ 680 /ton.
(US\$/ ton)

| Market Pulp list prices | $\mathbf{4 Q 0 5}$ | $\mathbf{1 Q 0 6}$ | $\mathbf{2 Q 0 6}$ | 3Q06 | nov/06 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| North America | 635 | 655 | 675 | 695 | 715 |
| Europe | 600 | 620 | 640 | 660 | 680 |
| Asia | 540 | 560 | 610 | 630 | 650 |

Our 3Q06 Brazilian domestic market paper sales volume was up 26.6\% year-on-year, and up 12.5\% from 2Q06. This reflects the higher percentage of sales of Ripasa products, and improved demand for papers mainly due to the start of purchasing for the federal government schoolbook program. The domestic market accounted for $63.0 \%$ of our sales revenue in 3Q06.

Our capital expenditure on the Mucuri Project totaled R\$ 351.9 million in 3Q06. Total disbursement on the project so far is US $\$ 480.5$ million, $37 \%$ of the planned total, as approved by the Board of Directors, during a meeting held Oct/2005.

Our total 3Q06 net sales were R\$835.9 million, from 291.9 thousand tons of paper and 158.5 thousand tons of pulp. Our third quarter Ebitda was $\mathrm{R} \$ 299.0$ million, with Ebitda margin of $35.8 \%$, up 2.4 percentage points year-on-year, reflecting increased volume of papers in the domestic market and the increase in prices of pulp.

## The business environment

## 3Q net income of R\$98 million, on low and stable FX rate scenario

There were small variations in the exchange rate of the US dollar against the Real in 3Q06, but the average rate for the period ( $\mathrm{R} \$ 2.16 / \mathrm{US} \$$ ) and the end-of-period rate ( $\mathrm{R} \$ 2.17 / \mathrm{US} \$$ ) were very similar to those for 2Q06, so there was little impact on the Company's debt in dollars, and net sales and margins were compressed by the strong real. The average rate in 3Q06 was $7.7 \%$ lower than in 3Q05, and $1.0 \%$ lower than in 2Q06.

| Fx rate, R\$ / US\$ | 2Q06 | 3Q06 | $\mathbf{3 Q 0 5}$ |
| :--- | ---: | ---: | ---: |
| Start of period | 2,17 | 2,16 | 2,35 |
| End of period | 2,16 | 2,17 | 2,22 |
| Average | 2,18 | 2,17 | 2,34 |

Source: Brazilian Central Bank.
Pulp prices increased, on sustained demand, supply discipline and world inventories
Northern Hemisphere demand typically weakens in the third quarter due to summer vacations, but in 3Q06 demand for market pulp held up due to strengthening of the market for papers - causing a fall in world inventories, making it possible to achieve increased prices, and maintain them higher, during the quarter.


Producers' inventory of market pulp at the end of August increased to 31 days' supply, one day above the level registered at the end of June 2006.

Government purchases for schoolbooks began in September and are expected to continue until December, which will have a positive effect on our domestic paper sales. According to the industry association, Bracelpa, Brazil's papers market grew by $12.2 \%$ during the first nine months of 2006 compared with the same period in 2005, with paperboard volume up $2.8 \%$ and volume in printing and writing papers up $15.2 \%$.

The average price difference between uncoated papers (reels, CIF Northern Europe) and eucalyptus pulp in the European market in 3Q06 was relatively stable, at US\$158 per ton, below the 10-year average of US\$218 per ton.

Sales

## Net Sales

|  | 2Q06 |  | 3Q06 |  | 3Q05 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | R\$ tsd | Tons tsd | R\$ tsd | Tons tsd | R\$ tsd | Tons tsd |
| Domestic Market | 428,347 | 198.4 | 466,689 | 219.9 | 406,382 | 175.8 |
| Pulp | 36,220 | 35.0 | 39,374 | 36.1 | 32,313 | 30.6 |
| Coated P\&W Paper | 72,132 | 26.6 | 71,047 | 27.9 | 73,139 | 26.0 |
| Paperboard | 91,850 | 36.9 | 107,176 | 43.7 | 91,790 | 35.4 |
| Uncoated P\&W Paper | 228,145 | 99.9 | 249,092 | 112.2 | 209,140 | 83.9 |
| Export Market | 356,119 | 240.9 | 361,438 | 230.5 | 345,474 | 219.9 |
| Pulp | 173,927 | 142.6 | 155,882 | 122.4 | 140,854 | 110.6 |
| Coated P\&W Paper | 13,769 | 6.8 | 15,360 | 7.4 | 14,870 | 7.2 |
| Paperboard | 29,098 | 17.6 | 35,190 | 20.7 | 28,831 | 18.3 |
| Uncoated P\&W Paper | 139,325 | 73.9 | 155,006 | 79.9 | 160,919 | 83.9 |
| Total | 784,466 | 439.3 | 828,127 | 450.4 | 751,856 | 395.8 |
| Pulp | 210,147 | 177.6 | 195,256 | 158.5 | 173,167 | 141.2 |
| Coated P\&W Paper | 85,901 | 33.3 | 86,407 | 35.4 | 88,009 | 33.2 |
| Paperboard | 120,948 | 54.5 | 142,366 | 64.4 | 120,621 | 53.6 |
| Uncoated P\&W Paper | 367,470 | 173.8 | 404,098 | 192.1 | 370,059 | 167.7 |

Other operating income in the 3Q06, 2Q06 and 3Q05, amounting to $\mathrm{R} \$ 7,8$ million, $\mathrm{R} \$ 3,6$ million and $\mathrm{R} \$$
4,4 million, respectively, were not included in the table above.

Net Sales 10.5\% higher, with higher stake in Ripasa and improved demand in domestic market

We sold a total of 450.4 thousand tons of product in 3Q06, $13.8 \%$ higher than in 3Q05, with prices $2.9 \%$ lower. Net sales was R\$835.9 million, $10.5 \%$ higher than in 3Q05. This reflects the higher stake the higher stake that Suzano has in Ripasa, which was reflected in 90,5 thousand tons of products sold in 3Q06, vs 38.3 thousand in 3Q05.

Exports provided $43.2 \%$ of our net sales in the quarter, vs. $45.7 \%$ in 3Q05.

Net Sales 3Q06 R\$ 835.9 million



Net sales was $6.1 \%$ higher than in 2Q06, on sales volume $2.5 \%$ higher and increase of $3.5 \%$ in average prices influenced by the increase in pulp and paper international prices.

Pulp: market more active during Northern Hemisphere summer
We sold 158.5 thousand tons of pulp in 3Q06, $12.3 \%$ more than in 3Q05. This includes consolidation of 25.4 thousand tons of pulp produced by Ripasa. Exports were $77.2 \%$ of our total sales in 3Q06, vs. $78.3 \%$ in 3Q05.

Our average sale price of pulp in the export market was US\$589/ton in the quarter, vs. US\$558/ton in 2Q06.
Our net sales from pulp was R\$ 195.3 million in 3Q06, 12.8\% more than in 3Q05, reflecting sales volume 12.3\% higher and $0.4 \%$ higher average prices. Our net sales from pulp was $23.4 \%$ of our total net sales in 3Q06. On the comparison with 2Q06, it was $7.1 \%$ lower, on volume sold $10.8 \%$ lower, partially mitigated by prices $4.1 \%$ higher.


Paper: domestic market was $63.0 \%$ of Suzano's total paper sales, including Ripasa's volume
We sold a total of 291.9 thousand tons of papers in 3Q06, 14.7\% more than in 3Q05. Once again the performance of domestic market sales, up $26.6 \%$ year-on-year, was a contributing factor in the increase. Our domestic market paper sales volume in 3Q06 was $12.5 \%$ more than in 2Q06, and was $63.0 \%$ of our total paper sales.

According to the industry association, Bracelpa, Brazil's papers market grew by $12.2 \%$ during the nine months ended September 30, 2006, when compared with the same period in 2005, with paperboard volume up $2.8 \%$ and volume in printing and writing papers up 15.2\%.

Our average sale price for papers in 3Q06 was R\$ 2,168/ton, $5.4 \%$ lower than in 3Q05. This basically reflects (i) the reduction of prices in the domestic market, also influenced by the lower value added sales mix of Ripasa and (ii) by the effect of the appreciation of the exchange rate on export prices, both factors partly offset by average paper export prices $1.6 \%$ higher. Our average paper price was $1.2 \%$ lower than in 2Q06, mainy due to lower prices in the domestic market.


# Paper Exports - 3Q06 <br> (\% of volume) 

## Paper sales volume (thousand tons)




Our total net sales revenue from paper in 3Q06 was R\$ 632.9 million, $9.4 \%$ higher than in 3Q05. Revenue from papers was $75.7 \%$ of Suzano's total net sales revenue in the quarter. This revenue was $10.2 \%$ higher than in 2Q06, on volume sold $11.6 \%$ higher, partially offset by average prices $1.2 \%$ lower.

## Production and costs

## Production (thousand tons)

|  | 2 Q06 | 3 Q06 | $3 \mathbf{0} 0$ |
| :--- | ---: | ---: | ---: |
| Production | 444.7 | 444.6 | 391.1 |
| Market Pulp | 172.5 | 160.6 | 150.9 |
| Coated P\&W Paper | 34.3 | 35.7 | 27.6 |
| Paperboard | 59.4 | 61.3 | 51.8 |
| Uncoated P\&W Paper | 178.5 | 187.0 | 160.8 |

In 3Q06 our total production was 444.6 thousand tons, $13.7 \%$ more than in 3Q05, made up of 160.6 thousand tons of market pulp and 284.0 thousand tons of papers.

3Q06 market pulp cash production cost R\$447/ton (US\$206/ton), excluding cost of standing wood
Suzano's pulp cash production cost in 3Q06 at the Mucuri Unit, including the cost of standing wood, was $\mathrm{R} \$ 484.8 /$ ton, $1.0 \%$ more than in 3Q05. Without the cost of standing wood, which is $\mathrm{R} \$ 38.3 /$ ton, this reduces to $\mathrm{R} \$ 446.6 /$ ton, or US\$206/ton - which compares with US\$205/ton in 2Q06, US\$198 in 1Q06 and US\$204 in 3Q05.

Average unit cost of products sold in 3Q06 was $7.7 \%$ lower year-on-year, at $R \$ 1,138 /$ ton. This reduction is explained by lower average production costs due to the operational improvements at the Ripasa plant, new production speeds at Mucuri Unit, improvement in consumption of specific items, and the sales mix of products and markets. Unit cost of products sold was $0.1 \%$ lower than in 2Q06.


|  | (In thousand R\$) |  |  |
| :--- | ---: | ---: | ---: |
|  | 2 Q06 | 3 Q06 | $3 \mathrm{Q05}$ |
| EBIT | 185,913 | 212,166 | 173,013 |
| Depreciation / Depletion / Amortization | 77,063 | 86,940 | 65,739 |
| EBITDA | 262,976 | 299,106 | 238,752 |
| Gross Profit / Net Sales | $36.5 \%$ | $38.7 \%$ | $35.5 \%$ |
| EBITDA / Net Sales | $33.4 \%$ | $35.8 \%$ | $31.6 \%$ |
| Net Debt / EBITDA (LTM) | 3.30 | 3.48 | 2.29 |

Ebitda = Operating profit plus depreciation, depletion, amortization and plus financial expenses and equity income.

## Ebitda 3Q06 vs. 3Q05

3Q06 Ebitda was R\$ 299.1 million, 25.3\% higher than in 3Q05. Ebitda margin on net sales was $35.8 \%$, vs. $31.6 \%$ in 3Q05.

Main positive effects on Ebitda in this quarter:
(i) Higher stake in Ripasa.
(ii) Higher volume of paper and pulp sold.
(iii) $7.7 \%$ reduction in unit COGS, to $\mathrm{R} \$ 1,138 /$ ton.
(iv) Higher sales of paper to domestic market.

Factors offsetting these effects were:
(i) Domestic market average prices $7.7 \%$ lower, led by the strengthening of the Real and sales of the lower-added-value products manufactured by Ripasa reflecting in a reduction of approximately $10.8 \%$ in the domestic paper prices.
(ii) Increase in administrative and selling expenses, mainly reflecting the larger stake in Ripasa in this quarter's result.

## Ebitda: 3Q06 vs. 2Q06

3Q06 Ebitda was 13.7\% higher than in 2Q06, and Ebitda margin 2.4\% higher - up from 33.4\% in 2Q06, to $35.8 \%$.

The main positive effects causing the increase in Ebitda margin and Ebitda were:
(i) Increased sales volume, especially of papers in the domestic market.
(ii) Higher average export price, partially offsetting the effect of lower domestic market prices.


These effects were partially offset by:
(i) Higher selling expenses reflecting higher volumes sold.
(ii) Lower average domestic paper prices, mainly reflecting start of sales of Ripasa's lower-addedvalue paper products.


|  | (In thousand R\$) |  |  |
| :---: | :---: | :---: | :---: |
|  | 2Q06 | 3Q06 | 3Q05 |
| Net Sales | 788.099 | 835.945 | 756.303 |
| Cost of Sales | (500.347) | (512.580) | (488.087) |
| Gross Profit | 287.752 | 323.365 | 268.216 |
| Selling Expenses | (48.262) | (50.992) | (42.811) |
| General and Administrative expenses | (59.629) | (62.006) | (56.192) |
| Financial Expenses | (74.793) | (87.458) | (66.809) |
| Financial Income | 31.968 | 33.776 | 35.808 |
| Equity Income in Subsidiaries and Affiliates | (106) | (149) | 84 |
| Amortization of Goodwill | (16.893) | (20.987) | (25.118) |
| Other Operating Income | 6.052 | 1.799 | 3.800 |
| Operating Profit before Monetary and Exchange Rate Variation | 126.089 | 137.348 | 116.978 |
| Net Monetary and Exchange Rate Variation on Assets | 4.428 | (14.212) | 77.218 |
| Operating Profit | 130.517 | 123.136 | 194.196 |
| Non Operating Income | 187 | (369) | 1.180 |
| Income and Social Contribution Taxes | (27.355) | (24.760) | (42.197) |
| Net Income for the Period | 103.349 | 98.007 | 153.179 |

Net income: 3Q06 vs. 3Q05


As well as the operational factors affecting Ebitda, the following factors affected net income, which at $\mathrm{R} \$ 98.0$ million in 3Q06 was lower than the net profit of $\mathrm{R} \$ 153.2$ million in 3Q05:
(i) Monetary and exchange rate variation expense of $R \$ 14.2$ million in $3 Q 06$, vs. revenue of $R \$ 77.2$ million in 3Q05.
(ii) Lower income tax expense: $\mathrm{R} \$ 24.8$ million in 3 Q 06 , vs. $\mathrm{R} \$ 42.2$ million in 3 Q 05 .
(iii) Higher net financial expenses: R\$ 53.7 million in 3Q06, vs. R\$ 31.0 million in 3Q05.

## Net income: 3Q06 vs. 2Q06

Lower net income in 3Q06 than 2Q06 mainly reflects the negative affect of the movement in the exchange rate, compared with the strengthening of the Real in 2Q06. The main factors are:
(i) Monetary and FX variation of $R \$ 14.2$ million in $3 Q 06$, vs. revenue of $R \$ 4.4$ million in 2Q06.
(ii) Provision for income tax and Social Contribution of R\$24.8 million in 3Q06, compared with provision of R\$ 27.4 million in 2Q06.
(iii) Net financial expenses of $\mathrm{R} \$ 53.7$ million in 3Q06, vs. net financial expense of $\mathrm{R} \$ 49.0$ million in 2Q06.

## Pro-Forma Results (considering 50\% consolidation of Ripasa at all times)

|  | 2Q06 |  | 3Q06 |  | 3Q05 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | R\$ tsd | tsd tons | R\$ tsd | tsd tons | R\$ tsd | tsd tons |
| Domestic Market | 454,358 | 209.4 | 474,508 | 219.9 | 475,307 | 204.6 |
| Pulp | 38,518 | 38.8 | 39,374 | 36.1 | 39,315 | 37.9 |
| Coated P\&W Paper | 76,376 | 28.2 | 71,047 | 27.9 | 87,348 | 31.2 |
| Paperboard | 94,877 | 38.5 | 107,176 | 43.7 | 101,985 | 40.3 |
| Uncoated P\&W Paper | 244,587 | 103.9 | 256,911 | 112.2 | 246,659 | 95.2 |
| Export Market | 362,361 | 245.1 | 361,437 | 230.5 | 372,801 | 243.8 |
| Pulp | 173,927 | 142.6 | 155,882 | 122.4 | 140,854 | 110.6 |
| Coated P\&W Paper | 14,896 | 7.4 | 15,360 | 7.4 | 20,751 | 10.1 |
| Paperboard | 29,237 | 17.7 | 35,190 | 20.7 | 29,302 | 27.1 |
| Uncoated P\&W Paper | 144,301 | 77.3 | 155,005 | 79.9 | 181,894 | 96.0 |
| Total | 816,719 | 454.4 | 835,945 | 450.4 | 848,108 | 448.4 |
| Pulp | 212,445 | 181.4 | 195,256 | 158.5 | 180,169 | 148.5 |
| Coated P\&W Paper | 91,272 | 35.6 | 86,407 | 35.4 | 108,099 | 41.3 |
| Paperboard | 124,114 | 56.2 | 142,366 | 64.4 | 131,287 | 67.4 |
| Uncoated P\&W Paper | 388,888 | 181.2 | 411,916 | 192.1 | 428,553 | 191.2 |
| Net Sales | 816,719 | 100\% | 835,945 | 100\% | 848,108 | 100\% |
| Cogs | 520,242 | 63.7\% | 512,580 | 61.3\% | 555,888 | 65.5\% |
| Gross profit | 296,477 | 36.3\% | 323,365 | 38.7\% | 292,220 | 34.5\% |
| SG\&A | 105,946 | 13.0\% | 111,199 | 13.3\% | 110,917 | 13.1\% |
| EBIT | 190,531 | 23.3\% | 212,166 | 25.4\% | 181,303 | 21.4\% |
| Depreciation/ Depletion/ Amortization | 81,650 | 10.0\% | 86,940 | 10.4\% | 80,206 | 9.5\% |
| EBITDA | 272,181 | 33.3\% | 299,106 | 35.8\% | 261,509 | 30.8\% |
| Net Debt | 3,052,328 | n.a. | 3,466,153 | n.a. | 2,345,038 | n.a. |
| Net debt / EBITDA (Anualized) | 2.80 | n.a. | 2.90 | n.a. | 2.24 | ก.a. |

## Discussion of Pro-forma Results

Net Sales reached R\$ 835.9 million in the 3Q06, $1.4 \%$ above 3Q05, due to $0.4 \%$ increase in sales volume, compensated by the reduction of $1.9 \%$ on the average prices in the same period.

The export market represented $43.2 \%$ of ner sales in 3Q06, compared to $44.0 \%$ in $3 Q 05$, these figures are lower than the ones registered by Suzano without considering the Ripasa consolidation, that reflects the higher domestic sales of Ripasa. After the start-up of the P630 project in Ripasa, in the second half of 2007, there will be a higher portion of exports in Ripasa, mainly in pulp.

Ripasa's consolidation has the following effects in Suzano's Ebitda:

|  | 2 Q 06 |  | 3Q06 |  | 3Q05 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| R\$ Tsd | Pro-Forma | 23\%/50\% Rip | Pro-Forma | 50\% Rip | Pro-Forma | 23\% Rip |
| Net sales | 816.719 | 788.099 | 835.945 | idem | 848.108 | 756.303 |
| COGS | 520.242 | 500.347 | 512.580 | idem | 555.888 | 488.087 |
| Gross profit | 296.477 | 287.752 | 323.365 | idem | 292.220 | 268.216 |
| SG\&A | 105.946 | 101.839 | 111.199 | idem | 110.917 | 95.203 |
| EBIT | 190.531 | 185.913 | 212.166 | idem | 181.303 | 173.013 |
| Depreciation/ Depletion/ Amortization | 81.650 | 77.063 | 86.940 | idem | 80.206 | 65.739 |
| EBITDA | 272.181 | 262.976 | 299.106 | idem | 261.509 | 238.752 |
| Net Debt | 3.052.328 | 3.052 .328 | 3.466 .153 | idem | 2.345.038 | 2.056 .037 |
| Net debt / EBITDA (Anualized) | 2,80 | 2,90 | 2,90 | idem | 2,24 | 2,15 |
| US\$ | Pro-Forma | 23\%/50\% Rip | Pro-Forma | 50\% Rip | Pro-Forma | 23\% Rip |
| Net sales | 373.938 | 360.835 | 385.051 | 385.051 | 361.697 | 322.545 |
| EBITDA | 124.619 | 120.405 | 137.773 | 137.773 | 111.527 | 101.822 |

Historical Ebitda, in US dollar:

US\$ million


Capex: R\$ 497.5 million in 3Q06


Suzano's capital expenditure in 3Q06 totaled R\$ 437.6 million (excluding investments in Ripasa), as follows: (i) $\mathrm{R} \$ 350.7$ million on the Mucuri project; (ii) $\mathrm{R} \$ 71.0$ million on current forestry and industrial investment; (iii) $\mathrm{R} \$ 13.3$ million in the Capim Branco hydroelectric project; and (iv) $\mathrm{R} \$ 2.6$ million in other projects. It's included a credit amounting $\mathrm{R} \$ 69,5$ million of Pis and Cofins in this $\mathrm{R} \$ 437.6$ million investment.

There was capital investment of R\$59.9 million in Ripasa (Suzano's $50 \%$ of the total investment), of which $\mathrm{R} \$ 7.3$ million was in the project to expand pulp production capacity (the P630 project), and the rest in operational improvement of machinery and forest operations.

Pro-forma inclusion of 50\% of Ripasa's cash flow brings annualized Net debt/Ebitda to 2.9
Suzano's consolidated net debt on September 30, 2006 was R $\$ 3.466$ billion, resulting in last-12-months' Net debt/Ebitda of 3.48 . This reduces to 2.9 with inclusion, pro-forma, of $50 \%$ of Ripasa's LTM Ebitda.

Debt schedule of amortization


NOTE: Non-financial data, such as volumes, average prices and international prices and Ebitda, in reais and in US\$, and financial data in pro-forma financial statement were not subject to our auditors limited revision.

## Corporate Information



Suzano Papel e Celulose is one of the largest integrated producers of paper and eucalyptus pulp in Latin America, with pulp production capacity of 1.1 million tons/year and paper production capacity of 820 thousand tons/year. It offers a broad range of pulp and paper products to the Brazilian and international markets, and has leadership positions in key segments of the Brazilian markets. It has four principal product lines: (i) eucalyptus pulp; (ii) uncoated woodfree printing and writing paper; (iii) coated woodfree printing and writing paper; and (iv) paperboard. Suzano Papel e Celulose has $50 \%$ of the controlling interest in Ripasa S.A Celulose e Papel ("Ripasa"), which produces pulp, printing and writing paper, specialty papers, paperboard and cardboards. Ripasa reported net sales of R\$ 1.4 billion in 2004 from sales of 612,000 tons of products. It has four industrial units in São Paulo State and forest areas totaling 86,400 hectares.

## Forward-looking statements

Certain statements in this document may constitute forward-looking statements - projections or statements about future expectations. Such statements are subject to known and unknown risks and uncertainties, which could cause such expectations not to materialize or actual results to differ materially from those set forth in the forward-looking statements. These risks include: changes in future demand for the Company's products, changes in the factors which affect domestic and international prices of the products, changes in the cost structure, changes in seasonal market patterns, changes in prices charged by competitors, exchange rate variations, or changes in the Brazilian political or economic scenario, or in emerging and international markets in general.

## Contacts

1) Investor relations: ri@suzano.com.br / tel: 551130379061

Gustavo Poppe / Fernando Mearim / Rosely D’ Alessandro
2) Press office: GWA Comunicação Integrada - gwa@gwacom.com / 551138163922

Fernanda Burjato
3) Exports: sales@suzano.com.br
-- Nine pages of tables follow. --


Data on volume, average price in Reais and US\$, and Ebitda and the pro forma financial results have not been revised by our independent auditors.

Consolidated Balance Sheets considering the proportional consolidation of Ripasa stake
(in thousand $\mathrm{R} \$$ )

|  | Sep 30, 2006 | Dec 31, 2005 |  | Sep 30, 2006 | Dec 31, 2005 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Current Assets |  |  | Current Liabilities |  |  |
| Cash and Cash Equivalent | 1,311,876 | 1,081,878 | Trade Accounts Payable | 173,714 | 158,593 |
| Trade Accounts Receivable | 734,421 | 695,218 | Loans And Financing | 800,667 | 982,020 |
| Other Accounts Receivable | 47,342 | 18,923 | Debentures | 25,720 | 27,793 |
| Inventories | 534,285 | 463,068 | Accrued Salaries and Payroll Taxes | 63,340 | 53,693 |
| Recoverable Taxes | 98,724 | 95,464 | Taxes Payable Other than on Income | 26,665 | 18,894 |
| Deferred Income And Social Contribution Taxes | 53,367 | 58,257 | Income and Social Contribution Taxes | 8,308 | 2,509 |
| Prepaid Expenses | 6,436 | 4,558 | Deferred Taxes and Contribution | 3,710 | 1,382 |
|  |  |  | Dividends Payable | 457 | 119,265 |
|  | 2,786,451 | 2,417,366 | Other Acounts Payable | 68,772 | 73,276 |
|  |  |  | Related Parties | 504 | 504 |
|  |  |  |  | 1,171,857 | 1,437,929 |
| Non Current Assets |  |  |  |  |  |
|  |  |  | Non Current Liabilities |  |  |
| Marketable securities | 23,500 | - |  |  |  |
| Related Parties | 24 | 19 | Loans and Financing | 3,251,231 | 2,082,559 |
| Recoverable Taxes | 32,569 | 22,538 | Debentures | 723,911 | 464,421 |
| Deferred Income And Social Contribution Taxes | 156,665 | 140,505 | Accounts Payable | 7,989 | 11,580 |
| Advances To Suppliers | 139,970 | 116,367 | Deferred Income and Social Contribution Taxes | 32,873 | 23,277 |
| Judicialdeposits | 62,421 | 42,471 | Provision For Contingencies | 272,186 | 210,432 |
| Other Accounts Receivable | 34,200 | 26,389 |  |  | - |
|  |  |  |  | 4,288,190 | 2,792,269 |
|  | 449,349 | 348,289 |  |  |  |
|  |  |  | Shareholder's Equity |  |  |
| Permanent Assets |  |  | Share Capital | 2,053,620 | 1,479,990 |
|  |  |  | Capital Reserves | 378,832 | 378,832 |
| Investments | 770,542 | 484,978 | Profit Reserves | 1,265,755 | 1,265,755 |
| Property, Plant And Equipment | 5,428,597 | 4,085,334 | Treasury Shares | $(15,080)$ | $(15,080)$ |
| Deferred Charges | 4,972 | 3,728 | Accumulated Profit | 296,737 | - |
|  | 6,204,111 | 4,574,040 |  | 3,979,864 | 3,109,497 |
| Total Assets | 9,439,911 | 7,339,695 | Total Liabilities | 9,439,911 | 7,339,695 |



| (in thousand R\$) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q06 | 3Q06 | 3Q05 | 3Q06x2Q06 | 3Q06x3Q05 |
| NET SALES | 788,099 | 835,945 | 756,303 | 6.1\% | 10.5\% |
| COST OF SALES | $(500,347)$ | $(512,580)$ | $(488,087)$ | 2.4\% | 5.0\% |
| GROSS PROFIT | 287,752 | 323,365 | 268,216 | 12.4\% | 20.6\% |
| SELLING EXPENSES | $(48,262)$ | $(50,992)$ | $(42,811)$ | 5.7\% | 19.1\% |
| GENERAL AND ADMINISTRATIVE EXPENSES | $(59,629)$ | $(62,006)$ | $(56,192)$ | 4.0\% | 10.3\% |
| FINANCIAL EXPENSES | $(74,793)$ | $(87,458)$ | $(66,809)$ | 16.9\% | 30.9\% |
| FINANCIAL INCOME | 31,968 | 33,776 | 35,808 | 5.7\% | -5.7\% |
| EQUITY INCOME IN SUBSIDIARIES AND AFFILIATES | (106) | (149) | 84 | 40.6\% | -277.4\% |
| AMORTIZATION OF GOODWILL | $(16,893)$ | $(20,987)$ | $(25,118)$ | 24.2\% | -16.4\% |
| OTHER OPERATING INCOME | 6,052 | 1,799 | 3,800 | -70.3\% | -52.7\% |
| OPERATING PROFIT BEFORE MONETARY AND EXCHANGE | 126,089 | 137,348 | 116,978 | 8.9\% | 17.4\% |
| NET MONETARY AND EXCHANGE RATE VARIATION ON ASSETS | 4,428 | $(14,212)$ | 77,218 | -421.0\% | -118.4\% |
| OPERATING PROFIT | 130,517 | 123,136 | 194,196 | -5.7\% | -36.6\% |
| NONOPERATING INCOME | 187 | (369) | 1,180 | -297.3\% | -131.3\% |
| NET INCOME BEFORE INCOME AND SOCIAL CONTRIBUTION TAX | 130,704 | 122,767 | 195,376 | -6.1\% | -37.2\% |
| INCOME AND SOCIAL CONTRIBUTION TAXES | $(27,355)$ | $(24,760)$ | $(42,197)$ | -9.5\% | -41.3\% |
| NET INCOME FOR THE PERIOD | 103,349 | 98,007 | 153,179 | -5.2\% | -36.0\% |



|  | Sep/2006 | Sep/2005 |
| :---: | :---: | :---: |
| Cash flows from operating activities |  |  |
| Net income for the year | 353,544 | 502,645 |
| Adjustements to reconcile net income to cash generated from operating activities |  |  |
| Depreciation, depletion and amortization | 232,001 | 183,778 |
| Result on sale of property, plant and equipment | $(3,838)$ | $(13,845)$ |
| Equity interest in subsidiaries and affiliates | 278 | 157 |
| Amortization of goodwill | 50,441 | 25,118 |
| Deferred income and social contribution taxes | (668) | 75,148 |
| Interest, exchange and monetary varation of noncurrent assets and liabilities (1) | 116,146 | $(280,831)$ |
| Increase in provisions | 56,739 | 15,351 |
| Changes in assets and liabilities |  |  |
| (Reduction) Increase in accounts receivable and other receivable | $(87,574)$ | $(77,800)$ |
| (Reduction) Increase in other current and non-current assets | $(159,663)$ | $(143,702)$ |
| Increase (reduction) in other current liabilities (1) | 83,023 | 45,181 |
| Net cash from operating activities | 640,429 | 331,200 |
| Cash flows from investing activities |  |  |
| Non current marketable securities | $(23,500)$ | - |
| Acquisition of investments | $(337,308)$ | $(503,201)$ |
| Acquisition of property, plant and equipment and Increase of deferred charges | $(1,613,553)$ | $(629,953)$ |
| Transfer from non current to current assets | 8,557 | - |
| Receipt from sale of property, plant and equipment | 32,631 | 24,572 |
| Net cash used in investing actitivities | (1,933,173) | (1,108,582) |
| Cash flows from financing activities |  |  |
| Capital increase due to Ripasa's shareholders migration | 573,630 | 2,027 |
| Dividends paid | $(179,305)$ | $(82,114)$ |
| Loans received | 2,037,862 | 1,514,068 |
| Payment of loans (1) | $(874,405)$ | $(774,972)$ |
| Net cash from financing activities | 1,557,782 | 659,009 |
| Effects of exchange rate variation on cash and cash equivalents | $(35,040)$ | 27,039 |
| Increase (decrease) in cash and cash equivalents | 229,998 | $(91,334)$ |
| Beginning of year | 1,081,878 | 1,086,220 |
| End of year | 1,311,876 | 994,886 |

(1) Reclassified in 2005


Loans and Financing considering the proportional consolidation of Ripasa stake

(1) Capitalization of amounts by which TJLP (Long-term interest rates, published by the Brazilian Central Bank) exceeds 6\%;
(2) Financing guaranteed by mortgages on plant, rural real estate and forests, and chattel mortgages on the goods financed.

| Issue | Series | Units | Sep/2006 |  |  | $\frac{\text { Jun/2006 }}{\text { Total }}$ | Index | Interest | Maturity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Current | Non current | Total |  |  |  |  |
| $3^{\text {a }}$ | $1^{\text {a }}$ | 333,000 | 16,377 | 340,297 | 356,674 | 344,429 | IGP-M | 10\% * | 01/04/2014 |
| $3^{\text {a }}$ | $2^{\text {a }}$ | 167,000 | 6,231 | 124,833 | 131,064 | 127,299 | USD | 10.38\% | 01/04/2014 |
| $4^{\text {a }}$ | $1^{\text {a }}$ | 80,000 | 1,068 | 86,233 | 87,301 | - | TJLP | 2.50\% | 01/12/2012 |
| $4^{\text {a }}$ | $2^{\text {a }}$ | 160,000 | 2,044 | 172,548 | 174,592 | - | TJLP | 2.50\% | 01/12/2012 |
| Total |  |  | 25,720 | 723,911 | 749,631 | 471,728 |  |  |  |

* The contractual interest rate was $8 \%$ p.a. The effective interest rate was adjusted considering premium and discount on the issue price.


|  | Sep 30, 2006 | Dec 31, 2005 |  | Sep 30, 2006 | Dec 31, 2005 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Current Assets |  |  | Current Liabilities |  |  |
| Cash and Cash Equivalent | 1,244,539 | 1,041,609 | Trade Accounts Payable | 185,899 | 137,480 |
| Trade Accounts Receivable | 614,093 | 631,007 | Loans And Financing | 743,065 | 943,515 |
| Other Accounts Receivable | 42,996 | 17,522 | Debentures | 25,720 | 27,793 |
| Inventories | 466,910 | 424,241 | Accrued Salaries and Payroll Taxes | 50,831 | 49,145 |
| Recoverable Taxes | 87,054 | 89,153 | Taxes Payable Other than on Income | 14,741 | 15,884 |
| Deferred Income And Social Contribution Taxes | 48,517 | 56,901 | Income and Social Contribution Taxes | 1,010 | 631 |
| Prepaid Expenses | 6,436 | 4,558 | Deferred taxes payable ans contributions | - | - |
|  |  |  | Dividends Payable | 444 | 119,265 |
|  | 2,510,545 | 2,264,991 | Other Acounts Payable | 56,457 | 65,648 |
|  |  |  | Related Parties | 504 | 504 |
|  |  |  |  | 1,078,671 | 1,359,865 |
| Non Current Assets |  |  |  |  |  |
|  |  |  | Non Current Liabilities |  |  |
| Marketable securities | 23,500 | - |  |  |  |
| Related Parties | 24 | 19 | Loans and Financing | 2,986,962 | 1,940,752 |
| Recoverable Taxes | 20,288 | 17,376 | Debentures | 723,911 | 464,421 |
| Deferred Income And Social Contribution Taxes | 126,409 | 113,797 | Accounts Payable | 3,837 | 11,580 |
| Advances To Suppliers | 139,970 | 116,367 | Deferred Income and Social Contribution Taxes | 16,502 | 15,064 |
| Judicialdeposits | 33,022 | 30,748 | Provision For Contingencies | 188,358 | 171,380 |
| Other Accounts Receivable | 23,542 | 21,973 |  |  |  |
|  |  |  |  | 3,919,570 | 2,603,197 |
|  | 366,755 | 300,280 |  |  |  |
|  |  |  | Shareholder's Equity |  |  |
| Permanent Assets |  |  | Share Capital | 2,053,620 | 1,479,990 |
|  |  |  | Capital Reserves | 378,832 | 378,832 |
| Investments | 1,371,973 | 755,426 | Profit Reserves | 1,265,755 | 1,265,755 |
| Property, Plant And Equipment | 4,727,905 | 3,750,757 | Treasury Shares | $(15,080)$ | $(15,080)$ |
| Deferred Charges | 927 | 1,105 | Accumulated Profit | 296,737 | - |
|  | 6,100,805 | 4,507,288 |  | 3,979,864 | 3,109,497 |
| Total Assets | 8,978,105 | 7,072,559 | Total Liabilities | 8,978,105 | 7,072,559 |



|  | 2 Q06 | 3Q06 | 3Q05 | 3Q06x2Q06 | 3Q06x3Q05 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| net Sales | 652,556 | 701,151 | 675,888 | 7.4\% | 3.7\% |
| COST OF SALES | $(407,144)$ | $(427,842)$ | $(428,171)$ | 5.1\% | -0.1\% |
| GROSS PROFIT | 245,412 | 273,309 | 247,717 | 11.4\% | 10.3\% |
| SELLING EXPENSES | $(34,393)$ | $(37,514)$ | $(35,859)$ | 9.1\% | 4.6\% |
| GENERAL AND ADMINISTRATIVE EXPENSES | $(52,281)$ | $(51,067)$ | $(50,300)$ | -2.3\% | 1.5\% |
| FINANCIAL EXPENSES | $(65,353)$ | $(78,487)$ | $(62,198)$ | 20.1\% | 26.2\% |
| FINANCIAL INCOME | 27,755 | 30,805 | 34,071 | 11.0\% | -9.6\% |
| EQUITY INCOME IN SUBSIDIARIES AND AFFILIATES | 4,189 | 17,648 | $(11,281)$ | 321.3\% | -256.4\% |
| AMORTIZATION OF GOODWILL | $(12,706)$ | $(20,987)$ |  | 65.2\% |  |
| OTHER OPERATING INCOME | 4,900 | $(1,136)$ | 4,374 | -123.2\% | -126.0\% |
| OPERATING PROFIT BEFORE MONETARY AND EXCHANGE | 117,523 | 132,571 | 126,524 | 12.8\% | 4.8\% |
| NET MONETARY AND EXCHANGE RATE VARIATION ON ASSETS | 8,118 | $(15,322)$ | 72,425 | -288.7\% | -121.2\% |
| OPERATING PROFIT | 125,641 | 117,249 | 198,949 | -6.7\% | -41.1\% |
| NONOPERATING INCOME | 1,279 | (427) | 1,537 | -133.4\% | -127.8\% |
| NET INCOME BEFORE INCOME AND SOCIAL CONTRIBUTION TAX | 126,920 | 116,822 | 200,486 | -8.0\% | -41.7\% |
| INCOME AND SOCIAL CONTRIBUTION TAXES | $(23,571)$ | $(18,815)$ | $(47,307)$ | -20.2\% | -60.2\% |
| NET INCOME FOR THE PERIOD | 103,349 | 98,007 | 153,179 | -5.2\% | -36.0\% |




## Statement of Cash Flow without Ripasa

(in thousand of $\mathbf{R}$ )

|  | Sep/2006 | Sep/2005 |
| :---: | :---: | :---: |
| Cash flows from operating activities |  |  |
| Net income for the year | 353,544 | 502,645 |
| Adjustements to reconcile net income to cash generated from operating activities |  |  |
| Depreciation, depletion and amortization | 169,734 | 159,308 |
| Result on sale of property, plant and equipment | $(5,308)$ | $(14,354)$ |
| Equity interest in subsidiaries and affiliates | $(22,654)$ | 3,505 |
| Amortization of goodwill | 33,693 | - |
| Deferred income and social contribution taxes | $(2,790)$ | 79,849 |
| Interest, exchange and monetary varation of noncurrent assets and liabilities (1) | 104,899 | $(268,894)$ |
| Increase in provisions | 16,978 | 13,440 |
| Changes in assets and liabilities |  |  |
| (Reduction) Increase in accounts receivable and other receivable | 16,914 | $(21,059)$ |
| (Reduction) Increase in other current and non-current assets | $(98,285)$ | $(56,369)$ |
| Increase (reduction) in other current liabilities (1) | 32,407 | $(39,968)$ |
| Net cash from operating activities | 599,132 | 358,103 |
| Cash flows from investing activities |  |  |
| Non current marketable securities | $(23,500)$ | - |
| Acquisition of investments | $(627,396)$ | $(742,553)$ |
| Acquisition of property, plant and equipment and Increase of deferred charges | $(1,174,027)$ | $(273,063)$ |
| Receipt from sale of property, plant and equipment | 32,631 | 24,572 |
| Net cash used in investing actitivities | (1,792,292) | (991,044) |
| Cash flows from financing activities |  |  |
| Capital increase due to Ripasa's shareholders migration | 573,630 | 2,027 |
| Dividends paid | $(175,628)$ | $(81,505)$ |
| Loans received | 1,837,032 | 1,312,737 |
| Payment of loans (1) | $(803,904)$ | $(742,454)$ |
| Net cash from financing activities | 1,431,130 | 490,805 |
| Effects of exchange rate variation on cash and cash equivalents | $(35,040)$ | 27,039 |
| Increase (decrease) in cash and cash equivalents | 202,930 | $(115,097)$ |
| Beginning of year | 1,041,609 | 1,086,220 |
| End of year | 1,244,539 | 971,123 |

(1) Reclassified in 2005


| (in thousand $\mathbf{R} \$$ ) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Index |  | Interest | Sep 30. 2006 | Jun 30. 2006 |
| For acquisition of equipament |  |  |  |  |  |
| BNDES - Finem | TJLP | (1) (2) | 8.88\% | 1,079,093 | 927,200 |
| BNDES - Finem | cesta de moedas | (2) | 9.44\% | 207,016 | 178,821 |
| BNDES - Finame | TJLP | (1) (2) | 10.06\% | 27,866 | 30,491 |
| BNDES - Automático | TJLP | (1) (2) | 8.00\% | 1,163 | 1,578 |
| FNE - BNB | Taxa préfixada |  | 11.90\% | 102,082 | 52,381 |
| Finep | TJLP |  | 6.00\% | 7,860 | 7,823 |
| BNDES - Crédito Rural | TJLP |  | 8.75\% | 12,314 | 88,323 |
| Working capital |  |  |  |  |  |
| Exporting financing | US\$ |  | 5.64\% | 2,078,935 | 1,949,695 |
| FMO | US\$ |  | 8.66\% | 12,099 | 18,230 |
| Importation financing | US\$ |  | 4.46\% | 49,807 | 49,021 |
| Export credir note | TJLP |  | 11.33\% | 65,226 | 0 |
| Others | US\$ |  | 6.65\% | 86,566 | 64,929 |
|  |  |  |  | 3,730,027 | 3,368,492 |
| Current liabilities |  |  |  | 743,065 | 891,780 |
| Noncurrent liabilities |  |  |  | 2,986,962 | 2,476,712 |
| Long-term loans and financing mature as |  |  |  |  |  |
| 2007 |  |  |  | 76,190 | 115,745 |
| 2008 |  |  |  | 475,871 | 473,540 |
| 2009 |  |  |  | 780,714 | 703,896 |
| 2010 |  |  |  | 641,675 | 463,551 |
| 2011 |  |  |  | 1,012,512 | 719,980 |
|  |  |  |  | 2,986,962 | 2,476,712 |

(1) Capitalization of amounts by which TJLP (Long-term interest rates, published by the Brazilian Central Bank) exceeds 6\%;
(2) Financing guaranteed by mortgages on plant, rural real estate and forests, and chattel mortgages on the goods financed.


Statement of pro-forma calculation, considering 50\% stake in Ripasa at all times. Excluding performance revenues.
(in thousand of R\$)

|  | 1Q06 | 2Q06 | 3Q06 | $9 \mathrm{M06}$ |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | 743,357 | 816,719 | 835,945 | 2,396,021 |
| COGS | 485,652 | 520,242 | 512,580 | 1,518,473 |
| Gross profit | 257,706 | 296,477 | 323,365 | 877,547 |
| Selling Expenses | 44,526 | 50,764 | 50,992 | 146,282 |
| General and administrative expenses | 57,716 | 61,107 | 62,006 | 180,829 |
| Other operating income | $(3,082)$ | $(5,926)$ | $(1,799)$ | $(10,806)$ |
| Ebit | 158,546 | 190,532 | 212,166 | 561,243 |
| Depreciation | 82,743 | 81,650 | 86,940 | 251,333 |
| Ebitda | 241,288 | 272,182 | 299,106 | 812,575 |
| Ebitda Margin | 32.5\% | 33.3\% | 35.8\% | 33.9\% |
|  | 1 Q 05 | 2Q05 | 3Q05 | 9M05 |
| Net Sales | 743,119 | 778,174 | 848,109 | 1,521,294 |
| COGS | 463,744 | 483,580 | 555,889 | 947,324 |
| Gross profit | 279,375 | 294,595 | 292,220 | 573,970 |
| Selling Expenses | 50,087 | 52,478 | 51,063 | 102,564 |
| General and administrative expenses | 64,353 | 55,043 | 61,726 | 119,395 |
| Other operating income | 11,305 | $(2,157)$ | $(1,872)$ | 9,148 |
| Ebit | 153,632 | 189,232 | 181,304 | 342,863 |
| Depreciation | 81,112 | 78,219 | 80,206 | 159,331 |
| Ebitda | 234,744 | 267,451 | 261,510 | 502,194 |
| Ebitda Margin | 31.6\% | 34.4\% | 30.8\% | 33.0\% |



