

## Suzano Pulp and Paper discloses consolidated results for the $2^{\text {nd }}$ quarter of 2008

## Learning curve of the Mucuri Line 2 con cluded in June. Production of 221 thousand tons for the quarter

São Paulo, July 23, 2008. Today, Suzano Pulp and Paper - (Bovespa: SUZB5), one of Latin America's largest integrated producers of pulp and paper, announced consolidated results for the $2^{\text {nd }}$ quarter of 2008 (2Q08). The Company's operational and financial data is shown on the basis of consolidated figures in Reais, pursuant to the Brazilian Coporate Law accounting method. Comparisons, unless otherwise stated, refer to variations between the 2Q08 against 1Q08 and 2Q07.

## Highlights

- Eucalyptus pulp price increased to US\$ 840 /t (CIF Europe) in April; in June, new increase of US\$ 30 / tin Asia;
- Hardwood inventories reached 34 days of supply in May, compared to 35 days in March 2008;
- EBITD A record of R\$ 354 million; EBITDA margin $35.2 \%$;
- Net income of $\mathrm{R} \$ 186$ million, $44 \%$ higher than 1Q08 despite the non-recurring financial expense of $R \$ 111$ million for the repurchase of controlling stock fromRipasa's former shareholders;
- Net revenue of $\mathrm{R} \$ 1$ billion posts new record;
- Pulp sale volume of 352 thousand tons;
- Net Debt/EBITDA ratio drops to 3.19 in June;
- Cash cost of pulp reduced to $\mathrm{R} \$ 424$ / ton;
- Real appreciates $9,9 \%$ in the quarter;
- Production recrd of 681 thousand tons of pulp and paper;
- Announced today the new growth cycle for 2008 / 2015 (read Material Fact released today).

Conference Call and Webcast on these Results:

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The results in this release include Suzano's $50 \%$ equity holding in Ripasa, except where indicated.

The financial data regarding the $100 \%$ shareholding in Embu is taken into account only from March 2007.

The financial data for the Limeira and Cubatão plants was consolidated as from November 2007.

| R\$ 000 | 1Q08 | 2Q08 | 2Q07 | 2Q08 x 1Q08 | 2Q08 x 2Q07 | 6M08 | 6M07 | 6M08 x 6M07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net revenue | 969,678 | 1,003,885 | 820,947 | 3.5\% | 22.3\% | 1,973.563 | 1,630,270 | 21.1\% |
| Export market (\%) | 553,946 | 562,317 | 372,036 | 1.5\% | 51.1\% | 1,116,263 | 766,384 | 45.7\% |
| Domestic market (\%) | 415,732 | 441,569 | 448,911 | 6.2\% | -1.6\% | 857,300 | 863,886 | -0.8\% |
| EBITDA | 341,160 | 353,751 | 279,307 | 3.7\% | 26.7\% | 694,911 | 553,937 | 25.4\% |
| EBITDA marain(\%) | 35.2\% | 35.2\% | 34.0\% | 0 p.p. | 1.2 p.p. | 35.2\% | 34.0\% | 1.2 p.p. |
| Financial results | (24.260) | 32.684 | 84.378 | N/A | -61.3\% | 8.424 | 117.339 | -92.8\% |
| Net income | 128,634 | 185,561 | 172.084 | 44.3\% | 7.8\% | 314.195 | 278.226 | 12.9\% |
| Earnings per share ( $\mathrm{R} \$ /$ share) | 0.4108 | 0.6051 | 0.5496 | 47.3\% | 10.1\% | 1.0159 | 0.8885 | 14.3\% |
| Pup sales (tsd tons) | 348 | 352 | 176 | 1.3\% | 100.4\% | 700 | 350 | 100.4\% |
| Paper sales (tsd tons) | 271 | 283 | 282 | 4.5\% | 0.4\% | 554 | 548 | 1.1\% |
| Pup production (tsd tons) | 352 | 400 | 168 | 13.8\% | 138.9\% | 752 | 341 | 120.5\% |
| Paper production (tsd tons) | 283 | 280 | 279 | -0.8\% | 0.6\% | 563 | 546 | 3.2\% |
| Net debt | 4,225,119 | 4,106,116 | 4.150,725 | -2.8\% | -1.1\% | 4,106,116 | 4,150,725 | -1.1\% |
| Net debt / EBITDA | 3.48 | 3.19 | 3.73 | -8.3\% | -14.5\% | 3.19 | 3.73 | -14.5\% |

Notes: The translation into dollars is based on the average exchange rate for the period, in figures from the income statement, and on the end-of-the-period rate in figures from the balance sheet. Ebitda (adjusted) $=$ Operating profit, less net financial revenue/expenses, equity income, depreciation and amortization. N / A - Not Applicable.

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## $2^{\text {nd }}$ Quarter of 2008

## Summary of the Period - Second Quarter of 2008 (2Q08)

## Market pulp demand still strong in the 2Q08

In the 2Q08, global pulp demand remained heated. According to the PPPC (Pulp and Paper Products Council), pulp shipments reached 17.3 million tons in May 2008, $5.5 \%$ higher than the same period in the previous year. In April and May, demand was $7.4 \%$ and $2.6 \%$ higher than that recorded in 2007, respectiv ely. The w orld pulp inv entories reached 32 day s of production ( 34 for hardw ood and 29 for softw ood), ww o days less than in March 2008.

Also based on the PPPC, eucaly ptus pulp exports continued to grow. From January through May 2008, 5.1 million tons were traded, a $21.5 \%$ increase when compared to the volume shipped in the same period of 2007. The main destinations were Europe (49.4\%), China (15.7\%) and North America (11.7\%).

Together, hardw ood demand, mainly eucaly ptus pulp, the depreciation of the U.S. dollar and the grow ing cost of inputs gave rise to new price increases during the 2Q08: US\$ 40 / ton for Europe, US\$ 30 / ton for North America and iwo US\$ 30 / ton increases for Asia, all successfully implemented, taking the listed prices to US\$ 840 / ton, US\$ 855 / ton and US\$ 810 / ton, respectiv ely.

| (US\$ton) |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bleached eucalyptus list prices | 2 Q07 | 3Q07 | 4Q07 | 1Q08 | 2Q08 | jul/08 |  |
| North America | 735 | 755 | 805 | 825 | 855 | 855 |  |
| Europe | 700 | 720 | 780 | 800 | 840 | 840 |  |
| Asia | 650 | 670 | 720 | 750 | 810 | 810 |  |

Note: The prices above refer to the last day of the period (except for July 2008).

As to the softw ood market, producers did not manage to fully implement the US\$ 40 / ton price announced in April for Europe, even though there was a reduction in offer. Three months after the increase, softw ood pulp reached the level of US\$ 900 / ton, resulting in an actual increase of US\$ 20 / ton. In North America, the US\$ 20 / ton increase announced for June is being successfully implemented (the new price set out is US\$ 900 / ton).

## Paper and cartonboard domestic demand remains strong

The domestic demand for paper and cartonboard remained strong in the 2Q08. According to Bracelpa, the volumes of printing and writing paper consumed in Brazil during the period were $7 \%$ higher than the volumes consumed both in the 1 Q08 and in the 2Q07. The cartonboard volume increased $3 \%$ and $6 \%$, when compared to the 1Q08 and the 2Q07, respectiv ely.

Brazil has maintained its export proportion of printing and writing paper and cartonboard, selling in the international market $36 \%$ and $29 \%$, respectiv ely, of the production in the 2Q08. On the other hand, the $4.8 \%$ appreciation of the Brazilian currency against the dollar in the 2Q08 encouraged an increase in imports, chiefly of coated papers. Compared to the 2Q07, Brazil imported some 16 thousand tons more of that product.

As to the international scenario, the sector companies are facing pressure due to significant increases in costs, especially as regards energy and chemicals. Therefore, price increases were recently announced by major producers in North America. According to the RISI, in Europe, prices in local currency have been stable.

Suzano Pulp and Paper sold 283 thousand tons of paper in the 2Q08, 4.5\% more than in the 1Q08 and at the same levels of the 2Q07, despite the sale of the Limeira and Cubatão plants, units that provided sales of approx imately 15 thousand tons in the 2Q07. The increase in the volume sold in the second quarter was ex pected, since historically that quarter represents $25 \%$ of the Compary's yearly sales, against some $22 \%$ in the first quarter. The paper sales for the domestic marketwere equivalent to $56.5 \%$ of total sales in 2 Q 08 .

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The av erage paper prices in Reais were stable, when compared to 1Q08, a result of the price increase implemented in the international market of the order of US\$ 41 per ton, which offset the appreciation of the local currency. In Europe, prices reached US\$ 1.046 / ton (uncoated - reel, CIF), which represents a US\$ 206 / ton spread ov er the pulp price, US\$ 3 / ton below the av erage spread of the past 10 years.

## Net Revenue posts new record

In the 2Q08, Suzano recorded net revenues of the order of $\mathrm{R} \$ 1.0$ billion, with sales of 283.0 thousand tons of paper and 352.3 thousand tons of pulp. The average cash generation (Adjusted Ebitda) was $R \$ 353.8$ million with a $35.2 \%$, margin, same level as 1 Q08 and 1.2 p.p. higher than 2Q07. The margin was negatively affected by the appreciation of the Real. The av erage cost of goods sold was $\mathrm{R} \$ 1,017$ I ton, $5.0 \%$ lower than 1 Q 08 and $12.8 \%$ lower than the same period of the previous year.

Higher cash generation and lower volume of investments led to the reduction in the indebtedness that closed the quarter with a Net Debt / Ebitda ratio of 3.19, which adjusted by the non-recurring amount relating to the repurchase of controlling stock from Ripasa's former shareholders, would be 2.94.

## Business Environment

Successine historical records of oil prices and the maintenance of high price lev els of most commodities, especially food, led to relev ant inflationary pressures on the world's economy. On the other hand, several Central Banks, including the Brazilian Central Bank and the European Central Bank, started interest rates increase cycles in this quarter. Even the Federal Reserve that struggles against inflation increase, simultaneously with the risk of recession, and driven by the ex pectation of new losses in the mortgage and financial markets, and by the reduced consumer trust, interrupted in April its interest cutting cycle and could start increasing the Fed Funds rates still in 2008.

Despite the increased risk av ersion and liquidity reduction in the markets, the increase to different interest rates caused the real to accelerate its appreciation against the dollar. Thus, the American currency reached the exchange rate of $\mathrm{R} \$$ 1.59 / US\$ on June 30, 2008, with a R\$ 1.66 / US\$ average rate for the quarter, $4.8 \%$ and $16.5 \%$ lower than the average rates of the 1Q08 and 2Q07, respectiv ely. This scenario brings new challenges to the Company's margins that are being pressured by the drop in exports profitability.

| Fx rate, R\$/US\$ | 1Q08 | 2Q08 | 2 Q07 | 6M08 | 6M07 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Start of period | 1.77 | 1.75 | 2.05 | 1.77 | 2.14 |
| End of period | 1.75 | 1.59 | 1.93 | 1.59 | 1.93 |
| Average | 1.74 | 1.66 | 1.98 | 1.70 | 2.05 |
| Variation | -1.2\% | -9.0\% | -6.1\% | -10.1\% | -9.9\% |
| Average Fx variation | -2.6\% | -4.8\% | -5.9\% | -17.0\% | -6.5\% |
| Note: Calculation of variations using exchange rate to four decimal places Source: Bacen |  |  |  |  |  |

Net Revenue


Net revenue recorded in 2 Q 08 w as $\mathrm{R} \$ 1.0$ billion, or $3.5 \%$ higher than 1 Q08, and $22.3 \%$ higher than 2Q07. That amount can be explained by the increase in the pulp and paper sale volumes, mainly due to the production of the new Mucuri line (Line 2).

The av erage pulp price reached $R \$ 1,181$ / ton, $0.9 \%$ higher than the 1 Q08, positively contributing to the revenue. On the other hand, the appreciation of the Real and the large share of the paper volume in the ex portmarket compensated, in part, said positiv e effect.

The average price of paper was $\mathrm{R} \$ 2,076$ / ton in the 2Q08, at the same level of the 1 Q08 and $4.7 \%$ lower than that of the 2Q07.

Pulp price and volume increases raised that product's share in the Company's net revenue to $41 \%$ in the 2 Q08, compared to $25 \%$ in the 2Q07.

> Breakdown of net sales 2 Q08 x 1 Q08 $\times 2$ Q07


Pulp and Paper Sales

|  | 1Q08 |  | 2Q08 |  | 2 Q 07 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | R\$ 000 | '000 tons | R\$ '000 | '000 tons | R§ ${ }^{\prime} 000$ | '000 tons |
| Pulp | 68,103 | 61.5 | 64,330 | 57.6 | 41,242 | 37.8 |
| Coated P\&W Paper | 49,817 | 21.2 | 62,565 | 27.7 | 66,425 | 25.8 |
| Cartonboard | 98,384 | 38.7 | 106,165 | 41.9 | 110,290 | 45.2 |
| Uncoated P\&W Paper | 199,427 | 86.1 | 208,509 | 90.3 | 228,462 | 97.0 |
| Domestic market | 415,731 | 207.6 | 441,569 | 217.4 | 446,419 | 205.8 |
| Pulp | 339,253 | 286.4 | 351,928 | 294.8 | 162,689 | 138.0 |
| Coated P\&W Paper | 14,508 | 7.5 | 10,335 | 5.3 | 12,050 | 6.1 |
| Cartonboard | 32,980 | 21.0 | 36,198 | 23.3 | 28,748 | 18.2 |
| Uncoated P\&W Paper | 167,205 | 96.2 | 163,855 | 94.5 | 168,549 | 89.7 |
| Export market | 553,946 | 411.1 | 562,316 | 417.9 | 372,036 | 25.1 |
| Pulp | 407,356 | 348.0 | 416,258 | 352.3 | 203,931 | 175.8 |
| Coated P\&W Paper | 64,325 | 28.7 | 72,900 | 33.0 | 78,475 | 32.0 |
| Cartonboard | 131,364 | 59.7 | 142,363 | 65.2 | 139,038 | 63.4 |
| Uncoated P\&W Paper | 366,633 | 182.3 | 372,364 | 184.8 | 397,011 | 186.7 |
| Total | 969,678 | 618.7 | 1,003,885 | 635.4 | 818,455 | 457.8 |

Note: In 2Q07 the Company generated $\mathrm{R} \$ 2.5$ milion in revenues from other products (scrap, and IT and office materials).

## Pulp Business Unit



In 2Q08, 352.3 thousand tons of pulp were sold, a volume 1.3\% higher than that of 1 Q08 and $100.4 \%$ higher than that recorded in the same period of 2007. The grow th compared to the $1 Q 08$ took place due to the development of the learning curve of the Line 2 at Mucuri. In the first semester, 700 thousand tons of pulp were sold, an amount tw ice as large as that of the first semester of 2007.

Similarly to 1Q08, the growing demand for eucaly ptus pulp allowed for absorbing the full additional capacity arising from the start of operations of Line 2 at Mucuri, maintaining our inv entories below normal lev els.


Net rev enue from the sale of pulp in the 2Q08 was higher than the record posted in the 1Q08. The R $\$ 416$ million income corresponded to $41.5 \%$ of total net rev enues and was $2.2 \%$ and $104.1 \%$ higher when compared to the 1 Q08 and the 2Q07, respectiv ely. Average net price in dollars for the 2Q08 was US\$ 714 / ton, $5.9 \%$ higher than that of the 1Q08 and $22.0 \%$ higher, when compared to 2Q07.

Due to the exchange variation, net price in Reais in 2Q08 was only $0.9 \%$ higher than 1Q08, in spite of the increases in the list price for Europe, Asia and North America. Compared to $2 Q 07$, there w as a $1.3 \%$ increase in the price in Reais in the ex port market and $2.4 \%$ in the domestic market.

The ex port market accounted for $83.7 \%$ of the volume sold in 2Q08. The av erage net price arising from the sale in the ex port market $w$ as US\$ 721 / ton in the 2Q08, $5.9 \%$ higher when compared to US\$ 681 / ton for the 1 Q08 and $21.4 \%$ compared to the US\$ 594 / ton for the 2Q07.

As to the export market, pulp shipments increased by $94.7 \%$ to Europe, $46.1 \%$ to North America and $195.1 \%$ to Asia, when compared to the 1S07. A great portion of the production of Line 2 is being shipped to Asia, increasing the sales share of that region if compared to 2007.


Pulp Exports 2Q07
(participation in sales volume)


## Paper Business Unit

Paper: Larger volume sold increases net revenue by 4.5\% compared to 1Q08


Printing and writing paper sales were equiv alent to $77 \%$ of this quarter's sales volume, and reached 218 thousand tons, a $3.2 \%$ increase $w$ hen compared to the $1 Q 08$, and in line with $2 Q 07$. Sales of that product to the domestic marketw ere equiv alent to $54 \%$, or 118 thousand tons.

As to cartonboard sales, these were $9 \%$ higher than those of the previous quarter, reaching 65 thousand tons. Compared to 2Q07, there was a $4.8 \%$ drop. $64.2 \%$ of the volume was sold in the domestic market.

Net rev enue from the sale of paper reached $R \$ 588$ million in the 2Q08, $4.5 \%$ higher than that of $1 Q 08$. The larger sales volume in the domestic marketwas responsible for the increase to the net revenue for this quarter.

Compared to the 2Q07, net rev enuew as $4.4 \%$ smaller. That difference can be explained by the reduction to the av erage price in Reais, mainly due to the appreciation of the Real in the period and to the sale of the Limeira and Cubatão plants in November 2007.


## Dom estic Market

According to Bracelpa, the Brazilian market for uncoated paper grew approx imately $4 \%$ when compared to the 1 Q08 and $2 \%$ compared to 2Q07. The domestic consumption of coated paper grew by $14 \%$ compared to 1Q08 and 19\% compared

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to 2 Q07. The strong promotional segmentwas the main driv er for that grow th. On the other hand, imports of that paper grew $10 \%$ and $40 \%$ when compared to the 1Q08 and the 2Q07, respectively. The demand for cartonboard, which usually follows the performance of the packaging segment, grew $3 \%$ when compared to the 1Q08 and 6\% compared to the same period of the prev ious year.

Suzano Pulp and Paper maintained its domestic leadership as regards printing and writing paper, and sold 10.6 thousand tons more of these products in the Brazilian market in this quarter when compared to the prev ious quarter, an increase equivalent to $10 \%$. The uncoated paper sales volume increased $4.8 \%$ compared to the $1 Q 08$, while the sales of coated paper grew $30.6 \%$, or approximately 6 thousand tons. If compared to the 2Q07, that paper sales volume dropped $6.9 \%$, while the volume of coated paper increased $7.2 \%$. Prices of uncoated paper remained at the same lev els of the previous quarter and those of coated paper, a product which prices traditionally show higher correlation with the Dollar, dropped by $3.8 \%$ when compared to those of the $1 Q 08$ and $12.1 \%$ compared to the $2 Q 07$.

As to cartonboard, our sales reached 41.8 thousand tons, $8.1 \%$ higher than those for the 1Q08 and $7.3 \%$ low er than those for the 2Q07. The prices of that product were in line with those for the 1Q08 and increased some $4 \%$ when compared to the 2Q07.

## Export Market

In 2Q08, paper exports were at the same levels of those for the 1Q08 and grew $8 \%$ when compared to those in 2Q07, arriving at 123.2 thousand tons. The Latin American Sales were equiv alent to $42.4 \%$ of volumes exported in this quarter. Adding those volumes to those sold in Brazil the region absorbed some $75 \%$ of our 2 Q08 sales. Sales in the mature markets (Europe and North America) accounted for $46 \%$ of export sales in the 2Q08, against $39 \%$ in the 2Q07 and $45 \%$ in the 1Q08.

In addition to the increase to the volume sold, prices in dollars grew significantly $w$ hen compared to the prev ious year. The av erage price in dollars increased US\$ 104, or $11.2 \%$ compared to 2 Q07. If compared to the 1 Q08, the average increase was US\$ 41, or $4.2 \%$. The price increases were implemented in all regions and products and compensated greatly the exchange variations for the period. In Reais, there was a $0.8 \%$ drop against the 1Q08 and $7 \%$ against the 2Q07, due to the appreciation of the Brazilian currency.

Paper Exports 2Q08
(sales volume)


Paper Exports 2 Q07
(sales volume)
North America


## Production and Costs

## Consolidated production (in thousand tons)

|  | QQ08 | 2Q08 | 2Q07 | 6M08 | CM07 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Production | 634.4 | 680.7 | 446.4 | 1.315 .1 | 887.0 |
| Market pulp | 351.7 | 400.3 | 167.6 | 752.0 | 341.1 |
| Coated P\&W paper | 29.5 | 27.9 | 37.9 | 57.3 | 76.1 |
| Paperboard | 65.4 | 65.2 | 62.9 | 130.6 | 112.3 |
| Uncoated P\&W paper | 187.8 | 187.3 | 178.0 | 375.1 | 357.5 |

Note: Excludes production from Limeira ( 24,2 tsdtons of paperboard) and Cubatão ( 24,7 tsd tons of uncoated).

Production recorded in the 2Q08 reached a volume of 680.7 thousand tons, of which 400.3 thousand tons of market pulp and 280.4 thousand tons of paper.

Cash cost of the pulp production in Mucuri in the 2Q08, without the cost of the standing timber, reached $\mathrm{R} \$ 424$ / ton. That amount is $13.1 \%$ low er than the recorded in the 1Q08 and $4.9 \%$ low er than the same period in the prev ious year, and already shows a portion of the gains arising from the dilution of fix ed costs and low er specific consumptions at the Mucuri plantwith the start of operations of Line 2.

The av erage unit cost of products sold was $\mathrm{R} \$ 1,017$ / ton in the 2 Q 08 , compared to $\mathrm{R} \$ 1,071$ / ton in 1 Q 08 , with a 5.0 $\%$ reduction and $R \$ 1,166$ / ton in the $2 Q 07$, the equivalent to a $12.8 \%$ reduction.

## Operating Expenses

Expenses with sales amounted to R\$ 49.2 million in the 2Q08, an amount $15.6 \%$ higher than that of the $1 Q 08$ and $4.0 \%$ low er than in the same period of the prev ious year. That increase is due to higher ex penses of our companies abroad and freights.

Administrative expenses amounted to $R \$ 62.9$ million in $2 Q 08$, an amount $5.6 \%$ higher than $1 Q 08$ and $17.6 \%$ higher than that in the previous. The increase compared to the 2Q07 can be explained by expenses with salary adjustment and the workers profit sharing.

Other operating expenses reached a negative net result of $R \$ 1.4$ million in the $2 Q 08$. That result is due to the prov ision for inv entory losses.

## Ebitda

|  | ( $R \$^{\prime}$ '000) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1008 | 2Q08 | 2 Q 07 | 6M08 | 6M07 |
| EBIT | 228,745 | 244,081 | 190,509 | 472,826 | 379,229 |
| Depreciation / Depletion / Amortization | 112,415 | 109,670 | 88,798 | 36,820 | 174,708 |
| EBITDA | 341,160 | 353,751 | 279,307 | 694,911 | 553,937 |
| Gross Profit/ Net Sales | 31.7\% | 35.6\% | 35.0\% | 33.7\% | 34.9\% |
| EBITDA/ Net Sales | 35.2\% | 35.2\% | 34.0\% | 35.2\% | 34.0\% |
| Net Debt/ EBITDA (LTM) | 3.48 | 3.19 | 3.73 | 3.19 | 3.73 |

In the 2Q08 the cash generation measured by the Adjusted Ebitda reached $\mathrm{R} \$ 353.8$ million, equiv alent to a $3.7 \%$ when compared to the $1 Q 08$ and $26.7 \%$ compared to the same period in the prev ious year. In the first six months of 2008, the Adjusted Ebitda was $\mathrm{R} \$ 694.9$ million, $25.4 \%$ higher than that of the first semester of 2007 . The $35.2 \%$ Ebitda margin remained stable when compared to the prev ious quarter and increased 1.2 p.p. compared to the $2 Q 07$.

The Adjusted Ebitda in dollars for this quarter was US\$ 213.7 million, $8.9 \%$ and $51.6 \%$ higher than the 1Q08 and 2Q07, respectiv ely. In this semester, the Adjusted Ebitda in dollars w as US\$ 410.1 million.

## 2Q08 x 1Q08

Compared to the 1Q08, the main positive effects on Ebitda were as follows:
(i) Larger v olume of pulp and paper sales;
(ii) Increase to prices of pulp in Reais and increase to prices of paper in Dollars in the ex port market;
(iii) Reduction to pulp cash cost.

How ev er, these effects w ere partially compensated by:
(i) The appreciation of the Real against the Dollar;
(ii) Higher SG\&A expenses;
(iii) In 1Q08, other operating ex penses / rev enues contem plated some non-recurring amounts.

## 2Q08 x 2Q07

As to the 2Q07, the main effects on Ebitda were as follow s:
(i) Larger volumes of pulp sale;
(ii) Increase to the prices of pulp in Reais and increase to the prices of paper in Dollars in the export market;

How ev er, these effects w ere partially compensated by:
(i) Appreciation of the Real against the Dollar;
(ii) Higher SG\&A expenses.

Income Statement

|  | ( $R$ \$ '000) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q 07 | 2 Q 08 | 2 O 07 | 6 M 08 | 6M07 |
| Net sales | 969,678 | 1,003,885 | 820,947 | 1,973,563 | 1,630,270 |
| Cost of goods sold | $(662,624)$ | $(646,296)$ | $(533,825)$ | $(1,308,920)$ | $(1,060,598)$ |
| Gross proit | 307,054 | 357,589 | 287,122 | 664,643 | 569,672 |
| Selling expenses | $(42,559)$ | $(49,217)$ | $(51,284)$ | $(91,776)$ | (94,345) |
| General and administrative expenses | $(59,558)$ | $(62,916)$ | $(53,492)$ | $(122,474)$ | $(110,798)$ |
| Financial expenses | $(59,599)$ | $(163,664)$ | $(68,047)$ | $(223,263)$ | $(140,186)$ |
| Financial revenue | 28,559 | 43,798 | 36,428 | 72,357 | 72,768 |
| Equity pickup in subsidiaries and affiliates | (277) | (13) | (995) | (290) | (83) |
| Amortization of goodwill | $(19,761)$ | $(19,761)$ | $(21,003)$ | (39,522) | $(41,992)$ |
| Other operating income, net | 23,808 | $(1,375)$ | 8,163 | 22,433 | 14,700 |
| Operating profit before monetary variation | 177,667 | 104,441 | 136,892 | 282,108 | 269,736 |
| Net monetary and exchange rate variation | 6,780 | 152,550 | 115,997 | 159,330 | 184,757 |
| Operating Profit | 184,447 | 256,991 | 252,889 | 441,438 | 454.493 |
| Non operating income (expenses), net | $(1,728)$ | 21,866 | 969 | 20,138 | 879 |
| Income and Social Contributiontaxes | $(54,085)$ | $(93,296)$ | $(81,774)$ | $(147,381)$ | (177,146) |
| Net income for the period | 128,634 | 185,561 | 172,084 | 314, 195 | 278,226 |

## Financial Revenues

Financial expenses amounted to $R \$ 163.7$ million in the $2 Q 08$, strongly affected, on one side, by the non-recurring $R \$$ 110.9 million expense on the repurchase of equity from former Ripasa controlling shareholders, and on the other, by the $\mathrm{R} \$ 49.8$ million revenue from sw ap operations. In this semester, financial expenses amounted to $\mathrm{R} \$ 223.3$ million, with rev enues of the order of $R \$ 72.5$ million from swap operations.

Throughout the quarter, we maintained our hedge policy guided by the fact that around $56 \%$ of the net revenue arises from exports with prices in dollars. That natural hedge allows us to conciliate the flow of financing payments and other liabilities in dollars with the flow of rev enues from sales. The excess rev enue in dollars not bound to debt commitments and other obligations is sold in the exchange market through cash operations, and futures market, with an aim at seeking the best opportunities for carry ing out said sales. On June 30, 2008, there w ere US $\$ 280$ million in operations contracted for future sales of dollars. Additionally, we are executing contracts for the sw ap of floating interest rates with fix ed rates, as well as contracts for setting out pulp prices, in order to reduce the impact of variations in interest rates and pulp prices on the Company's cash flow.

In the 2Q08, financial rev enues amounted to $\mathrm{R} \$ 43.8$ million, $53 \%$ higher than that of the 1 Q08 due to a larger volume of cash invested and higher interest rates. The rev enue from monetary and exchange variations reached $R \$ 152.6$ million, and can be ex plained by the exchange rate variation betw een the opening and the closing of each quarter.

## Net income

Net income for the period $w$ as $R \$ 185.6$ million, $44.3 \%$ higher $w$ hen compared to the $1 Q 08$ and $7.8 \%$ higher if compared to the 2Q07. In the first six months of 2008, accumulated net income amounted to $\mathrm{R} \$ 314.2$ million, $12.9 \%$ higher than that of the first six months of 2007.

2Q08 $\times 1$ Q08


In addition to the operating factors that affected the adjusted Ebitda, other factors also had an impact on the variation of the net income for this quarter that, compared to the 1 Q08, w ere as follow s:
(i) Higher net financial rev enue due to further appreciation of the Real and hedging operations;
(ii) Increase to other non-operating ex penses arising from the sale of standing timber and stocks.

How ev er, these effects w ere partially compensated by:
(i) Higher expenses with income tax and social contribution;
(ii) Financial expenses related to the repurchase of controlling stock from Ripasa's former shareholders.

2Q08 x 2Q07


Compared to the 2Q07 results, other variations to the adjusted Ebitda, the main positive effects on net income were as follow s:
(i) Low er goodw ill amortization, as after the sale of the Limeira and Cubatão plants we did not amortize those Units' goodw ill;
(ii) Increase to other non-operating rev enues related to the sale of standing timber and stocks;

How ev er, these effects w ere partially compensated by:
(i) Financial expenses related to the repurchase of controlling stock from Ripasa's former shareholders.
(ii) Higher expenses with income tax and social contribution.

## Other Information

## CAPEX

In this semester, we have invested $\mathrm{R} \$ 152$ million, of which $\mathrm{R} \$ 92$ million in forest investments, $\mathrm{R} \$ 39$ million in Conpacel and the remaining in other items.

## Debt

On June 30 2008, the consolidated net debt was $R \$ 4.106$ million, representing 3.19 times its cash generation (past tw elv e months adjusted Ebitda) for the period compared to a debt of $R \$ 4.225$ million and a ratio of 3.48 in the 1 Q08.

The grow th of cash generation (last tw elve-month Ebitda) for the period, which reached $\mathrm{R} \$ 1.287$ million, contributed to the reduction of the nominal indebtedness.


## Ripasa

In March 2005, Suzano Pulp and Paper and VCP closed a deal for the acquisition of the shareholding control of Ripasa. On that date a purchase and sale option was ex ecuted with one of the three former controlling shareholders of that company, with regards to their holdings in the capital of the same, to be ex ercised in up to six y ears.

The amount to be paid by the Company, as set out by the option agreement, was originally $\mathrm{R} \$ 217$ million, an amount equiv alent to US 80 million, adjusted by SELIC, and calculated in a cumulativ e manner as from April 1,2005 , until the actual pay ment and transfer of the property of that equity.

In March 2008, that group of Ripasa controlling shareholders informed their decision to ex ercise the option to sell equity held in the Company 's capital, equivalent to 5,428,955 common shares and 1,009,583 Class "A" preferred shares.

In June 2008, after consulting CVM, Suzano and VCP executed with that group of Ripasa former controlling shareholders a Private Instrument for the Purchase and Sale of Shares, by way of which the Company became the holder of said equity for the total amount of $R \$ 297.6$ million, of which $R \$ 186.7$ million w ere equiv alent to the market value of the shares recorded as treasury stock in the net equity account. The additional amount of $R \$ 110.9$ million was recorded as financial expenses in this quarter.

Due to the option agreement, 786,403 class "A" preferred shares still remain unav ailable to ex ercise, which represented, on June 30, 2008, the amount of $R \$ 36.6$ million, adjusted by SELIC since March 31, 2005.

## Changes for in accounting statements (Law 11,638/2007)

On December 28, 2007, Law n. 11,638w as approved, with the main purpose of updating the Brazilian Corporate Law, to allow for the adjustment of accounting principles adopted in Brazil to international accounting principles. In line with that, CVM - the Brazilian Securities Commission by way of CVM Instruction $n^{\circ} 469 / 08$ and Notice to the Market of May 12th, 2008, set out some procedures to be follow ed by companies with regards to the new law, which included the option to apply the changes introduced by same to their respective Quarterly Reports. The Company chose not to apply the changes to the abovementioned law in its Quarterly Reports, although in the explanatory notes to same, it described, measured and disclosed its estimates of the possible effects of the full application of the new Law, as required by CVM, on the consolidated net equity and income for the y ear ending on December 31, 2008. Those estimates are subject to rev iew due to the issue of new accounting statements on the subject matter, as well as additional interpretations arising form regulatory bodies.

## Capital Markets

Our shares showed $2 \%$ devaluation in the period, compared to a $7 \%$ valuation of lbovespa and $8 \%$ of IBRX-50. The Company's shares maintained good liquidity throughout the quarter, closing the period with an av erage of 504 deals per day and a negotiated daily volume of $R \$ 13.8$ million.



## Note

Non-financial data such as volumes, quantity, average prices, average quotations and Ebitda, in reais and in dollars, and financial data has not been examined by our independent accountants.

Suzano Pulp and Paper, with annual revenue of US\$ 2.1 billion, is one of Latin America's largest vertically integrated producers of eucalyptus pulp and paper, with annual production capacity for 1.1 million tons of paper and pulp annual production capacity reaching 1.7 million tons of market pulp during 2008. It offers a broad range of pulp and paper products for the domestic and intemational markets, with leadership positions in key Brazilian markets. It has four product lines: (i) eucalyptus pulp; (ii) uncoated woodfree printing and writing paper; (iii) coated woodfree printing and writing paper; and iv) cartonboard.

## Forward-looking statements

This release may contain forward-looking statements. These are subject to known and unknown risks and uncertainties which may result in such expectations not being realized or being substantially different from eventual outcomes. These risks include: changesin future demand for the company's products, changes in factors. These risks include: changes in future demand for the company's products, changes in factors affecting domestic and international prices of the products, changesin the costs structure, changesin the seasonal patterns of the markets, changes in prices charged by competitors, foreign exchange variations, changes in the political or economic situation of Brazil, and changes in emerging international markets.

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$2^{\text {nd }}$ Quarter of 2008
SUZANO Papel e celulose

## Appendices

Balance Sheetw ith proportional consolidation of Ripasa
( R ' ${ }^{\prime} 000$ )
Jun 30, $2008 \quad$ Dec 31, 2007

Jun 30, 2008
Dec 31, 2006

## Current Assets

| Cash and Cash Equivalent | 1,468,104 | 1,325,517 | Trade Accounts Payable | 270,563 | 345,814 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Trade Accounts Receivable | 639,297 | 731,982 | Loans And Financing | 743,715 | 701,534 |
| Other Accounts Receivable | 53,306 | 48,837 | Debentures | 12,043 | 36,081 |
| Inventories | 765,257 | 695,461 | Accrued Salaries and Payroll Taxes | 62,582 | 59,181 |
| Recoverable Taxes | 245,413 | 263,570 | Taxes Payable Other than on Income | 29,749 | 51,948 |
| Deferred Income And Social Contribution Taxes | 90,719 | 44,743 | Income and Social Contribution Taxes | 3,936 | 2,096 |
| Prepaid Expenses | 8,671 | 3,292 | Deferred Taxes and Contribution | 29,480 | 26,685 |
|  |  |  | Dividends Payable | 479 | 65,096 |
|  | 3,270,767 | 3,113,402 | Other Acounts Payable | 40,228 | 55,073 |
|  |  |  | Related Paries | - | 504 |
|  |  |  |  | 1,192,775 | 1,344,012 |

Non Current Assets
Marketable securities
Related Parties
Recove rable Taxes
Deferred Inco me And Social Contribution Taxes
Advances To Sup pliers
Judi cial deposits
Other Accounts Receivable

| 28,503 | 27,059 |
| ---: | ---: |
| - | 563 |
| 161,248 | 174,696 |
| $402, \mathbf{2 8 1}$ | 474,540 |
| 188,235 | 173,472 |
| 25,849 | 26,431 |
| 40,463 | 51,519 |
|  |  |
| $\mathbf{8 4 6 , 5 7 9}$ | $\mathbf{9 2 8 , \mathbf { 2 8 0 }}$ |

Non Current Liabilities

| Lo ans and Financing | $4,092,786$ | $4,191,008$ |
| :--- | ---: | ---: |
| Debentures | 754,177 | 709,439 |
| Accounts Payable | 6,751 | 7,491 |
| Income Tax and Social Contribution | 12,578 | 12,071 |
| Deferred Income and Social Contribution Taxes | 609,382 | 596,553 |
| Provision For Contingencies | 223,003 | 204,707 |
|  | - |  |

## Permanent Assets

Investments
Property, Plant And Equipment
Deferred Charges
Intangible

|  |  | Share Capital |
| :---: | :---: | :---: |
| 9,944 | 19,942 | Capital Reserves |
| 6,738,619 | 6,811,219 | Profit Reserves |
| 3,700 | 3,593 | Treasury Shares |
| 540,979 | 580,501 | Accumulated Profit |
| 7,293,242 | 7,415,255 |  |
| 11,410,588 | 11,456,937 | Total Liabilities |

## Shareholder's Equity

Share Capital

Total Liabilities

| $5,698,677$ |  |
| ---: | ---: |
|  | $5,721,269$ |
| $2,054,430$ | $2,054,427$ |
| 412,230 | 412,230 |
| $1,940,079$ | $1,940,079$ |
| $(201,798)$ | $(15,080)$ |
| 314,195 |  |
| $\mathbf{4 , 5 1 9 , 1 3 6}$ |  |
| $\mathbf{1 1 , 4 1 0 , 5 8 8}$ |  |

Income statements with proportional consolidation of Ripasa
(R\$ '000)

|  | 1Q08 | 2 Q08 | 2 Q07 | 6M08 | 6M07 | $\begin{aligned} & \text { 2Q08 x } \\ & 1 \text { Q08 } \end{aligned}$ | $\begin{aligned} & 2 \mathrm{Q} 08 \mathrm{x} \\ & 2 \mathrm{Q} 07 \end{aligned}$ | 6M08 x 6M07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NETSALES | 969,678 | 1,003,885 | 820,947 | 1,973,563 | 1,630,270 | 3.5\% | 22.3\% | 21.1\% |
| COST OF SALES | $(662,624)$ | $(646,296)$ | $(533,825)$ | $(1,308,920)$ | $(1,060,598)$ | -2.5\% | 21.1\% | 23.4\% |
| GROSS PROFIT | 307,054 | 357,589 | 287,122 | 664,643 | 569,672 | 16.5\% | 24.5\% | 16.7\% |
| SELLING EXPENSES | $(42,559)$ | $(49,217)$ | $(51,284)$ | $(91,776)$ | $(94,345)$ | 15.6\% | -4.0\% | -2.7\% |
| GENERALAND ADMINISTRATIVE EXPENSES | $(59,558)$ | $(62,916)$ | $(53,492)$ | $(122,474)$ | $(10,798)$ | 5.6\% | 17.6\% | 10.5\% |
| FINANCIAL EXPENSES | $(59,599)$ | $(163,664)$ | $(68,047)$ | $(223,263)$ | $(140,186)$ | 174.6\% | 140.5\% | 59.3\% |
| FINANCIALINCOME | 28,559 | 43,798 | 36,428 | 72,357 | 72,768 | 53.4\% | 20.2\% | -0.6\% |
| EQUTY PICKUP IN SUBSIDIARIES AND AFFILIATES | (277) | (13) | (995) | (290) | (83) | -95.3\% | -98.7\% | 249.4\% |
| AMORTIZATION OF GOODW ILL | $(19,761)$ | $(19,761)$ | $(21,003)$ | $(39,522)$ | $(41,992)$ | 0.0\% | -5.9\% | -5.9\% |
| OTHER OPERATING INCOME | 23,808 | $(1,375)$ | 8,163 | 22,433 | 14,700 | -105.8\% | -116.8\% | 52.6\% |
| OPERATING PROFIT BEFORE MONETARY AND EXCHANGE | 177,667 | 104,441 | 136,892 | 282,108 | 269,736 | -41.2\% | -23.7\% | 4.6\% |
| NETMONETARY AND EXCHANGE RATE VARIATION | 6,780 | 152,550 | 115,997 | 159,330 | 184,757 | 2150.0\% | 31.5\% | -13.8\% |
| OPERATING PROFIT | 184,447 | 256,991 | 252,889 | 441,438 | 454,493 | 39.3\% | 1.6\% | -2.9\% |
| NONOPERATING INCOME (EXPENSES), NET | $(1,728)$ | 21,866 | 969 | 20,138 | 879 | -1365.4\% | 2156.6\% | 2191.0\% |
| NETINCOME BEFORE INCOME AND SOCIAL CONTRIBUTION TAX | 182,719 | 278,857 | 253,858 | 461,576 | 455,372 | 52.6\% | 9.8\% | 1.4\% |
| INCOME AND SOCIAL CONTRIBUTION TAXES | $(54,085)$ | $(93,296)$ | (81,774) | $(147,381)$ | $(177,146)$ | 72.5\% | 14.1\% | -16.8\% |
| NETINCOME FOR THE PERIOD | 128,634 | 185,561 | 172,084 | 314,195 | 278,226 | 44.3\% | 7.8\% | 12.9\% |


|  | June-08 | June-07 |
| :---: | :---: | :---: |
| Cash flows from operating activities |  |  |
| Net income for the period | 314,195 | 278,226 |
| Adjustements to reconcile net income to cash generated from operating activities |  |  |
| Depreciation, de pletion and amortization | 222,085 | 174,708 |
| Result on sale of property, plant and equipment | $(19,035)$ | $(6,755)$ |
| Equity interest in subsidiaries and affiliates | 290 | 83 |
| Amortization of goodwill | 39,522 | 41,992 |
| Deferred income and social contribution taxes | 53,377 | 219,120 |
| Interest expenses with the acquisition of own shares | 110,860 | - |
| Interest, exchange and monetary varation of no ncurrent asse ts and liabilities ${ }^{(1)}$ | $(41,775)$ | $(54,069)$ |
| Increase in provisions | 3,100 | $(6,741)$ |
| Others provisions | $(3,683)$ | 5,509 |
| Changes in assets and liabilities |  |  |
| Increase (Reduction)in accounts reœeivable and other receivable | 92,685 | 59,354 |
| Increase (Reduction) in other current and non-current assets | $(53,183)$ | $(203,162)$ |
| (Reduction) Increase in other current liabilities ${ }^{(1)}$ | $(107,711)$ | $(7,470)$ |
| Net cash from operating activities | 610,727 | 500,795 |
| Cash flows from investing activities |  |  |
| Non current marke table securities | $(1,444)$ | $(1,440)$ |
| Acquisition of investments | (318) | (625) |
| Acquisition of property, plant and equipment and Increase of defe rred charges | $(152,075)$ | $(760,091)$ |
| Transfer from non current to current assets |  | 2,614 |
| Receipt from sale of property, plant and equipment | 35,085 | 17,503 |
| Net cash used in investing actitivities | (118,752) | $(742,039)$ |
| Cash flows from financing activities |  |  |
| Capital increase due toh conversion of convertible de bentures | 3 | 39 |
| Dividends Paids | $(64,610)$ | $(50,534)$ |
| Loans Received | 1,227,069 | 637,473 |
| Payment of Loans | $(1,188,478)$ | $(514,41$ ) |
| Own shares acquisition | $(297,578)$ | - |
| Net cash from financing activities | (323,594) | 72,567 |
| Effects of exchange rate variation on cash and cash equivalents | $(25,794)$ | $(30,489)$ |
| Demonstration of Increase (decrease) in cash and cash equivalents | 142,587 | $(199,166)$ |
| Beginning of quarter | 1,325,517 | 1,500,112 |
| End of quarter | 1,468,104 | 1,300,946 |
| Inc re ase (decrease) in cash and cash equivalents | 142,587 | $(199,166)$ |


|  | Inde x | Interest | Jun 30, 2008 | Mar 31, 2008 |
| :---: | :---: | :---: | :---: | :---: |
| For acquisition of equipament |  |  |  |  |
| BNDES - Finem | TJLP | 8,75\% | 1.830 .357 | 1.728 .017 |
| BNDES - Finem | Basket of Coins | 8,14\% | 252.537 | 267.145 |
| BNDES - Finame | TJLP | 10,35\% | 14.710 | 16.755 |
| BNDES - Finame | Basket of Coins | 8,58\% | 159 | 175 |
| BNDES - Automático | TJLP | 9,50\% | 40.758 | 47.777 |
| BNDES - Automático | Pre-fixed Taxe | 8,58\% | 670 | 740 |
| FNE - BNB | Pre-fixed Taxe | 8,50\% | 132.822 | 132.822 |
| FINEP | TJLP | 6,25\% | 9.258 | 10.069 |
| Crédito Rural | Fixed Taxe +CDI | 7,76\% | 23.479 | 13.058 |
| Working capital |  |  |  |  |
| FMO | US\$ | 4,42\% | 1.716 .993 | 1.927.959 |
| Importation financing | US\$ | 3,52\% | 297.053 | 340.490 |
| Nordic Investment Bank | US\$ | 4,63\% | 79.595 | 90.587 |
| Exp ort credir note | US\$ | 10,62\% | 383.746 | 374.787 |
| Industrial cre dit note | CDI | 6,65\% | 47.757 | 52.473 |
| Others | TJLP |  | 6.607 | 4.435 |
|  |  |  | 4.836 .501 | 5.007.289 |
| Current liabilities |  |  | 743.715 | 641.730 |
| Noncurrent liabilities |  |  | 4.092 .786 | 4.365.559 |
| Loans |  |  |  |  |
| 2009 |  |  | 434.199 | 762.047 |
| 2010 |  |  | 1.081.362 | 1.060.766 |
| 2011 |  |  | 656.971 | 673.220 |
| 2012 |  |  | 601.092 | 622.661 |
| 2013 |  |  | 330.005 | 321.199 |
| 2014 |  |  | 989.157 | 925.666 |
|  |  |  | 4.092.786 | 4.365.559 |

Debentures

| Issue | Series | Units | Jun/2008 |  |  | Mar/20088 | Index | Interest | Due date |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Current | Non current | Total | Total |  |  |  |
| $3{ }^{\text {a }}$ | $1{ }^{\text {a }}$ | 333,000 | 9,264 | 417,403 | 426,667 | 432,128 | IGP-M | 10\% * | 1/4/2014 |
| $3{ }^{\text {a }}$ | $2^{\text {a }}$ | 167,000 | 1,217 | 91,400 | 92,617 | 104,272 | USD | 9.85\% | 7/5/2019 |
| $4{ }^{\text {a }}$ | $1^{\text {a }}$ | 79,735 | 521 | 81,791 | 82,312 | 83,977 | TJLP | 2.50\% | 1/12/2012 |
| $4^{\text {a }}$ | $2^{\text {a }}$ | 159.471 | 1.041 | 163,583 | 164,624 | 167.954 | TJLP | 2.50\% | 1/12/2012 |
|  |  |  | 12,043 | 754,177 | 766,220 | 788,331 |  |  |  |

[^0]
[^0]:    * The contractual interest rate was $8 \%$ p.a. The effective interest rate was adjusted considering prem ium and discou nt on the issue price.

