## Suzano Papel e Celulose announces consolidated results for the third quarter of 2009

## Increase in pulp prices and recovery of domestic paper market are the highlights of 3Q09

São Paulo, October 23, 2009. Suzano Papel e Celulose S.A. - (Bovespa: SUZB5), one of the largest integrated pulp and paper producers in Latin America, announces today its consolidated results for the third quarter of 2009 (3Q09). The financial and operational information in this release is presented on a consolidated basis and in Brazilian Reais, in accordance with the Brazilian Corporate Law, and includes the accounting changes introduced by Laws 11,638/07 and 11,941/09. For comparison purposes, the information in this release refers to variations in relation to 2Q09 and 3Q08, which also include the adjustments introduced by Laws 11,638/07 and 11,941/09, except where stated otherwise. Totals may not add due to rounding in figures.

## Highlights:

## 3Q09

- Paper and market pulp production of 660 thousand tons, $2.1 \%$ and $4.9 \%$ lower than in 2Q09 and 3Q08.
- Sales volume of 661 thousand tons: 399 thousand tons of pulp and 262 thousand tons of paper.
- Net revenue of $\mathrm{R} \$ 891$ million.
- Pulp production cash cost ${ }^{1}$ of $\mathrm{R} \$ 373$ /ton.
- EBITDA of R\$ 218 million, with EBITDA margin of $\mathbf{2 4 . 4 \%}$.
- Net income of $R \$ 213$ million.
- Net Debt / EBITDA ratio of 3.5 in September 2009.
- Cash and cash equivalents of $\mathbf{R} \$ 2.4$ billion on September $30^{\text {th }}, 2009$ and net debt reduction of $\mathbf{R} \$ 476$ million in the quarter.
- Successive price increases and continued reduction in global pulp inventories.
- Paper imports with higher market share in Brazil.
${ }^{1}$ Does not include maintenance downtime and the incident at Line 2 in Mucuri.

| R\$ Million | 3Q09 | 2Q09 | 3Q08 | 3Q09 x 2Q09 | 3Q09 x 3Q08 | 9M09 | 9M08 | 9M09 x 9M08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net revenue | 891 | 1,099 | 990 | -19.0\% | -10.0\% | 2,933 | 2,963 | -1.0\% |
| Exports | 469 | 687 | 487 | -31.8\% | -3.8\% | 1,730 | 1,603 | 7.9\% |
| Domestic market | 422 | 412 | 502 | 2.4\% | -16.0\% | 1,203 | 1,360 | -11.5\% |
| EBITDA | 218 | 232 | 374 | -6.3\% | -41.8\% | 766 | 1,087 | -29.6\% |
| EBITDA margin (\%) | 24.4\% | 21.1\% | 37.8\% | 3.3 p.p. | -13.4 p.p. | 26.1\% | 36.7\% | -10.6 p.p. |
| Net financial earnings (loss) | (77) | (6) | (181) | 1,088.8\% | -57.7\% | (144) | (322) | -55.3\% |
| Net income (loss) | 213 | 439 | (282) | -51.6\% | n.a. | 742 | 43 | 1,615.8\% |
| Earnings (loss) per share (R\$) | 0.69 | 1.43 | (0.92) | -51.6\% | n.a. | 2.42 | 0.14 | 1,616.7\% |
| Pulp sales (tsd tons) | 399 | 548 | 291 | -27.1\% | 37.3\% | 1,368 | 991 | 38.0\% |
| Paper sales (tsd tons) | 262 | 314 | 306 | -16.5\% | -14.3\% | 809 | 859 | -5.9\% |
| Pulp production (tsd tons) | 390 | 416 | 405 | -6.4\% | -3.8\% | 1,181 | 1,157 | 2.1\% |
| Paper production (tsd tons) | 270 | 258 | 289 | 4.8\% | -6.5\% | 801 | 852 | -6.0\% |
| Net debt | 4,019 | 4,495 | 4,775 | -10.6\% | -15.8\% | 4,019 | 4,775 | -15.8\% |
| Net debt / EBITDA | 3.5 | 3.5 | 3.7 | n.a. | n.a. | 3.5 | 3.7 | n.a. |

Notes: n.a. = non applicable. For comparison, all figures in the table above include the adjustments introduced by Laws 11,638/07 and 11,941/09.

## To access the Earnings

 Conference Call and Webcast:
## Portuguese:

October 26 ${ }^{\text {th }}-10: 00$ am
(Brazilian Time)
Dial-in: +55 (11) 2188-0188
Code: Suzano

## English:

October $26^{\text {th }}-12: 00 \mathrm{pm}$
(Brazilian Time)
Dial-in: +1 (412) 858-4600
Code: Suzano
www.suzano.com.br/ri

The figures in this release include Suzano's 50\% equity holding in Ripasa S/A Celulose e Papel (Ripasa) until August $30^{\text {th }}$, 2008, when Ripasa started to operate as a consortium. All U.S. Dollar conversions are made at the average exchange rate for income statement lines and at the final rate for balance sheet lines.

## Executive Summary - Third Quarter of 2009 (3Q09)

## Market Overview

Pulp: 3Q09 marked by successive price increases and continued reduction in global inventories
In the first 9 months of 2009, global market pulp industry produced 28.9 million tons and sold approximately 30.6 million tons. Thus, both production and sales decreased by $9.7 \%$ and $0.1 \%$, respectively, in relation to the same period of 2008, according to the Pulp and Paper Products Council (PPPC).

As per the chart below, global market pulp shipments remained stable in the 3 Q09 and were $1.7 \%$ and $9.2 \%$ higher than 2Q09 and 3Q08, respectively. In the same period, production increased by $10.2 \%$, compared to 2Q09 and decreased by $3.6 \%$ compared to 3 Q 08 .

## Production, Shipments and Inventories



The current global demand is a result of the high demand for market pulp in China which, in 3Q09, was 93.4\% higher than in the same period of last year (beginning of the global financial crisis). Additionally, there was a recovery in demand in North America and Western Europe in 3Q09, in comparison with the two previous quarters.

Eucalyptus pulp once again presented positive results, with shipments in the first nine months of 2009 being $17.4 \%$ higher than in the same period of last year. Monthly sales average in 3 Q 09 was 1.2 million tons. This increase drove the market share of Bleached Eucalyptus Kraft Pulp (BEKP) up by 5.2 p.p. in relation to other grades, reaching $34.6 \%$ in the first nine months of 2009. The main destinations for eucalyptus pulp in 2009 were Europe (39.0\%) and China (27.2\%) followed by Latin America (10.0\%), North America (9.9\%) and Others (13.9\%).

The consecutive increases in market pulp production between February and August 2009 were based on the resumption of activities in European and North American plants. However, the sequence of seven consecutive months with sales outperforming production substantially reduced global inventories, which fell to 26 days of production in September 2009, a 18-day decline in relation to September 2008 and a 3-day decline compared to the end of 2Q09. Current inventory levels are below the historical average of 32.7 days.

The above-mentioned factors positively affected pulp producers' business and, combined with the depreciation of the U.S. Dollar against the main currencies, allowed a series of price increases during the recent months.

The following table shows hardwood pulp prices during the year:

| US\$/ ton | 1Q09 | 2Q09 | 3Q09 | oct/091 |
| :--- | :---: | :---: | :---: | :---: |
| Europe | 494 | 506 | 599 | 650 |
| North America | 570 | 560 | 650 | 700 |
| China | 395 | 464 | 578 | 590 |

Source: Europe and China - FOEX (BHKP list price - last week of each month) / North America - RISI (BEKP list price)
${ }^{1}$ Oct/09: Company's announced prices (Europe e North America: list / China: net)

Softwood pulp prices also maintained a rising trend, closing 3Q09 at US\$ 721/ton in Europe and US\$ 645/ton in China, while they remained stable at US\$ 760/ton in North America, according to FOEX, RISI and TerraChoice. At the end of $3 Q 09$, the spread between softwood and hardwood grade prices was approximately US\$ 125/ton, which encouraged the substitution of softwood by hardwood.

The Company announced an increase of US\$ 50/ton in all regions as of October 2009. Current eucalyptus pulp prices are: US\$ 650/ton in Europe, US\$ 700/ton in North America, US\$ 590/ton (net) in China and US\$ 640/ton in Asia (list, excluding China).

Moreover, the company announced another price increase to be effective in November 2009. The new list prices will be: US\$ 700/ton in Europe, US\$730/ton in North America and US\$ 660/ton in Asia (including China).

## Paper: Domestic consumption of printing and writing paper and paperboard grows 19.9\% in the quarter

Domestic consumption of printing and writing paper and paperboard showed signs of recovery in 3Q09 compared to 2Q09. This recovery has been observed in both printing and writing paper and the paperboard markets since March/09.

According to the Brazilian Association of Pulp and Paper Producers (Bracelpa) sales of printing and writing paper in Brazil reached 496.8 thousand tons in 3Q09, 20.0\% and $1.5 \%$ higher than in 2Q09 and 3Q08, respectively.

Of this total, sales of uncoated printing and writing paper increased by $14.3 \%$ and $3.9 \%$ in 3Q09 versus 2Q09 and $3 Q 08$, respectively. Among the main growth drivers, it is worth to highlight the strengthening of government paper purchases for the national textbooks program (PNLD) in the 3Q09. Domestic demand for coated paper grew by $36.9 \%$ compared to 2 Q09, but was $4.2 \%$ lower than in 3 Q 08 .

Following the same trend, total domestic paperboard sales increased by $19.5 \%$ and $0.2 \%$ in $3 Q 09$ versus 2 Q09 and $3 Q 08$, respectively. The stronger demand for paperboard in $3 Q 09$ was mainly due to market seasonality and to the inventory adjustments throughout the consumer goods production chain during the period.

The higher domestic demand for printing and writing paper and paperboard in 3Q09 led to a reduction in the share of exports in total sales in relation to 2Q09. According to Bracelpa, exports represented $35.8 \%$ of total sales in 3Q09, compared to $40.2 \%$ and $31.4 \%$ in 2Q09 and 3Q08, respectively. Total exports of printing and writing paper and paperboard totaled 294 thousand tons in the period, $5.7 \%$ lower than 2Q09 and $18.8 \%$ higher than in 3Q08.

The strengthening of the Brazilian Real against the U.S. Dollar in $3 Q 09$ contributed to the increase of printing and writing paper imports during the period, which accounted for $22.6 \%$ of total domestic sales volume in 3Q09 in comparison with $16.5 \%$ in 2 Q09 and $17.7 \%$ in $3 Q 08$.

Imports of coated printing and writing paper, segment in which imports are more relevant, accounted for 51.5\% of the domestic market, compared to $42.4 \%$ in 2 Q09 and $43.8 \%$ in $3 Q 08$. In the same period, imports of uncoated printing and writing paper accounted for $11.0 \%$ of the domestic market, compared to $7.8 \%$ in 2Q09 and $6.3 \%$ in 3Q08.

Paperboard imports represented $5.6 \%$ of total domestic sales volume in 3Q09, compared to 6.0\% in 2Q09 and $7.4 \%$ in 3Q08.

The recovery in the domestic market in $3 Q 09$, a period when sales are seasonably higher, indicates greater stability in domestic demand in relation to 1 H 09 .

## Summary of Quarterly Results

## Suzano records net revenue of $\mathbf{R} \$ 891$ million and net income of $\mathbf{R} \$ 213$ million in the quarter

Suzano's pulp and paper sales volume stood at 661.0 thousand tons in $3 Q 09,23.3 \%$ lower than in $2 Q 09$ and $10.8 \%$ higher than in $3 Q 08$. Of this total, pulp sales accounted for 399.0 thousand tons, while paper sales totaled 262.0 thousand tons. In the first nine months of the year (9M09), the Company's total sales volume totaled 2,176.3 thousand tons, $17.6 \%$ higher than in the same period of 2008.

The Company recorded net revenue of $\mathrm{R} \$ 890.7$ million in 3Q09, 19.0\% and $10.0 \%$ lower than in 2Q09 and 3Q08, respectively. In 9 M 09 , net revenue totaled $\mathrm{R} \$ 2,932.8$ million, remaining relatively stable ( $-1.0 \%$ ) in comparison with 9M08.

EBITDA totaled $\mathrm{R} \$ 765.7$ million in 9M09, with EBITDA margin of $26.1 \%$. In 3Q09, EBITDA was $\mathrm{R} \$ 217.7$ million with EBITDA margin of $24.4 \%$, an increase of 3.3 p.p. in relation to 2 Q09 and a reduction of 13.4 p.p. from $3 Q 08$.

The 3Q09 EBITDA was negatively affected by the incident at Line 2 in Mucuri, as detailed in the section on EBITDA in the Analysis of Results (page 13).

Excluding the impacts of the mentioned incident, EBITDA in $3 Q 09$ would be $R \$ 232.7$ million, with EBITDA margin of $25.6 \%$.

EBITDA

$\square$ Net Sales $■$ Ebitda $\triangle$ Ebitda Margin

Net income reached $R \$ 212.5$ million in 3Q09, mainly due to the currency exchange rate and monetary variation driven by the appreciation of the Brazilian Real against the Dollar in the quarter. In 9M09, net income was $\mathrm{R} \$$ 741.5 million, compared to $\mathrm{R} \$ 43.2$ million in the same period in 2008.

On September $30^{\text {th }}$, 2009, consolidated net debt stood at $\mathrm{R} \$ 4,019.0$ million, while EBITDA in the last 12 months was $\mathrm{R} \$ 1,147.6$ million. Accordingly, net debt/EBITDA ratio was 3.5 , stable in comparison with June $30^{\text {th }}, 2009$, considering the effects of Laws 11,638/07 and 11,941/09.

## Performance Analysis

The financial and operational information in this release is presented on a consolidated basis and in Brazilian Reais, in accordance with the Brazilian Corporate Law, and includes the accounting changes introduced by Laws 11,638/07 and 11,941/09. For comparison purposes, the information in this release refers to variations in relation to 2Q09 and 3Q08, which also include the adjustments introduced by Laws 11,638/07 and 11,941/09, except where stated otherwise. Law 11,638/07, as amended by Executive Order 449/08 ratified in Law 11,941/09, aims to converge the accounting principles adopted in Brazil to the international accounting standards issued by the International Accounting Standard Board - IASB.

## Business Environment

Global macroeconomic conditions continued to present an improving trend in 3Q09. Accordingly, the scenario was similar to the one observed in the previous quarter, with emerging markets, especially China and Brazil, recovering economic growth, while developed countries remained stable, though still under the risk of excessive monetary expansion and increase in public debt as a result of the measures taken to avoid an economic depression, mainly in the United States.

In Brazil, the fundamentals continued to improve, with indicators of retail sales, consumer confidence, unemployment and industrial production exceeding expectations. Apparently, the Brazilian economy has been recovering in a more sustained manner than the global average, due to the better preservation consumption leading indicator such as real income, credit and employment. The favorable outlook for inflation in 2009 allowed the Brazilian Central Bank to reduce for the last time in July the basic interest rate, which was maintained at the meeting of the Monetary Committee (COPOM) in September and closed the quarter at $8.75 \%$ p.a. External accounts also surprised positively, especially in the capital account, resulting in the Brazilian Real strengthening against the U.S. Dollar once again. The exchange rate on September 30th, 2009 was R\$ 1.78/US\$, with an $8.9 \%$ appreciation of the Real in the quarter.

| Fx rate, R\$ / US\$ | 3Q09 | 2Q09 | 3Q08 | 9M09 | 9M08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning of period | 1.95 | 2.32 | 1.59 | 2.34 | 1.77 |
| End of period | 1.78 | 1.95 | 1.91 | 1.78 | 1.91 |
| Average | 1.87 | 2.07 | 1.67 | 2.09 | 1.69 |
| Variation | -8.9\% | -15.7\% | 20.3\% | -23.9\% | 8.1\% |
| Average Fx variation | -10.0\% | -10.4\% | 0.8\% | 23.6\% | -15.7\% |

Note: Calculation of variations using exchange rate to four decimal places Source: Bacen

The U.S. Dollar depreciation against most of the relevant currencies for determining pulp prices also continued during the quarter. The Euro and the Canadian Dollar appreciated by $4 \%$ and $8 \%$, respectively, against the U.S. Dollar in the quarter, while the Yuan remained stable. The Chilean Peso was the exception, depreciating by 3\% against the U.S. Dollar in 3Q09, which should favor the local pulp producers' competitive conditions. The weakening of the Dollar against most currencies, creates favorable conditions for a broader recovery in international pulp and paper prices in Dollar terms.

## Income Statement

| $\mathbf{R} \$$ Million | QQ09 | 2Q09 | 3 Q00 | 9 M09 | 9 M08 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Net revenue | 890.7 | $1,099.2$ | 989.7 | $2,932.8$ | $2,963.2$ |
| Cost of goods sold | $(704.8$ | $(891.5)$ | $(637.5)$ | $(2,262.8)$ | $(1,944.1)$ |
| Gross profit | 185.9 | 207.7 | 352.1 | 670.0 | $1,019.2$ |
| Selling expenses | $(37.3)$ | $(39.7)$ | $(47.8)$ | $(113.0)$ | $(139.6)$ |
| General and administrative expenses | $(56.8$ | $(55.6)$ | $(75.8)$ | $(159.7)$ | $(198.3)$ |
| Financial expenses | $(122.4)$ | $(101.1)$ | $(274.1)$ | $(360.0)$ | $(626.0)$ |
| Financial revenue | 45.6 | 94.6 | 92.7 | 216.1 | 304.1 |
| Equity pickup in subsidiaries and affiliates | - | - | $(0.03)$ | - | $(0.3)$ |
| Amortization of goodwill | - | - | $(19.8)$ | - | $(59.3)$ |
| Other operating income, net | 3.7 | 3.2 | 31.0 | 12.0 | 73.6 |
| Operating profit before monetary variation | 18.7 | 109.2 | 58.3 | 265.4 | 373.3 |
| Net monetary and exchange rate variation | 260.7 | 529.3 | $(456.7)$ | 828.1 | $(294.1)$ |
| Operating profit (loss) | 279.5 | 638.5 | $(398.4)$ | $1,093.5$ | 79.2 |
| Income and social contribution taxes | $(67.0)$ | $(199.3)$ | 116.9 | $(351.9)$ | $(36.0)$ |
| Net income (loss) for the period | 212.5 | 439.2 | $(281.5)$ | 741.5 | 43.2 |

## Net Revenue

Net revenue reduction in the quarter, despite the higher average net sales price

Net Revenue ( $\mathrm{R} \$$ million)


The Company's net revenue totaled $\mathrm{R} \$ 890.7$ million in 3Q09, 19.0\% and $10.0 \%$ lower than in 2Q09 and 3Q08, respectively. In the same period, the Company's pulp and paper sales volume was $23.3 \%$ lower than in 2Q09 and $10.8 \%$ higher than in 3Q08. The total net revenue was mainly influenced by the following factors:

1. Reduction in the sales volume in relation to 2Q09, due to the significant increase in sales in the previous quarter as a result of the Company's efforts to reduce inventories and working capital. In 3Q09, the Company's sales returned to levels compatible with the production volume.
2. The appreciation of the Brazilian Real against the Dollar by $8.9 \%$ in the quarter, which affected revenues from exports.
3. The increase of average net price in Real by $5.6 \%$ versus 2Q09 and $18.8 \%$ decrease compared to 3 Q08. In Dollar terms, the average net price increased by $17.3 \%$ in relation to 2Q09 and decreased by $27.5 \%$ versus 3Q08.

Pulp sales volume accounted for $60.4 \%$ of total volume sold in the quarter. In the previous quarter, the share of pulp sales was $63.6 \%$. As a percentage of net revenue, the share of pulp sales was $39.0 \%$ in the quarter, compared to $41.3 \%$ in 2Q09.

Breakdown of Net Revenue
3Q09 x 2Q09 x 3Q08


## Paper and Pulp Sales

|  |  |  | 2Q09 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q09 |  |  |  | 3Q08 |  |
| Net Sales | R\$ Million | Tons ('000) | R\$ Million | Tons ('000) | R\$ Million | Tons ('000) |
| Domestic market | 421.8 | 223.2 | 411.9 | 210.2 | 502.4 | 242.2 |
| Pulp | 55.6 | 68.9 | 54.6 | 64.9 | 68.1 | 61.0 |
| Total Paper | 366.3 | 154.3 | 357.3 | 145.3 | 434.3 | 181.2 |
| Uncoated P\&W Paper | 210.6 | 90.7 | 212.4 | 88.7 | 234.3 | 100.0 |
| Coated P\&W Paper | 61.8 | 26.1 | 60.6 | 23.1 | 83.2 | 36.5 |
| Paperboard | 93.9 | 37.5 | 84.3 | 33.5 | 116.8 | 44.7 |
| Exports | 468.9 | 437.8 | 687.3 | 651.1 | 487.2 | 354.3 |
| Pulp | 291.8 | 330.1 | 399.5 | 482.7 | 269.8 | 229.7 |
| Total Paper | 177.1 | 107.7 | 287.9 | 168.4 | 217.5 | 124.5 |
| Uncoated P\&W Paper | 137.7 | 79.5 | 231.5 | 129.3 | 175.4 | 100.3 |
| Coated P\&W Paper | 8.9 | 5.9 | 8.3 | 5.3 | 8.2 | 3.7 |
| Paperboard | 30.5 | 22.3 | 48.1 | 33.7 | 33.9 | 20.5 |
| Total | 890.7 | 661.0 | 1,099.2 | 861.3 | 989.7 | 596.5 |
| Pulp | 347.4 | 399.0 | 454.0 | 547.6 | 337.9 | 290.7 |
| Total Paper | 543.3 | 262.0 | 645.2 | 313.7 | 651.8 | 305.7 |
| Uncoated P\&W Paper | 348.3 | 170.2 | 443.9 | 218.1 | 409.7 | 200.4 |
| Coated P\&W Paper | 70.7 | 32.0 | 68.9 | 28.4 | 91.4 | 40.2 |
| Paperboard | 124.4 | 59.9 | 132.4 | 67.2 | 150.6 | 65.2 |

## Pulp Business Unit

Consecutive price increases and change in sales destinations

Pulp Sales ('000 tons)


The Company sold 399.0 thousand tons of market pulp in 3Q09, slightly higher than the quarter's production volume, which was impacted by the incident at Line 2 in Mucuri in August 2009. This volume was $27.1 \%$ lower than in 2Q09 as a result of the Company's strategy to reduce inventories in 2Q09 to improve working capital levels, and was $37.3 \%$ higher than in 3Q08 due to the weakening of demand from China in 3Q08. In 9M09, pulp sales volume totaled 1,367.6 thousand tons, 38.0\% higher than in 9M08.

In 3Q09, Asia and Europe were the main destinations for the Company's pulp sales (37.9\% and 36.6\%, respectively), followed by Brazil (17.3\%), North America (6.8\%) and South/Central America (1.4\%). The change in the sales mix in relation to the previous quarter was driven by the higher sales volume to China in 2Q09 as a result of the Company's efforts to reduce inventories and working capital in that quarter.

Destination of Pulp Sales - 3Q09


Destination of Pulp Sales - 2Q09


Net revenue from pulp sales was $\mathrm{R} \$ 347.4$ million in 3Q09, $23.5 \%$ lower than in 2Q09 and $2.8 \%$ higher than in 3Q08. Net revenue from pulp sales was $R \$ 1,198.1$ million in 9 M 09 , an increase of $3.1 \%$ compared to 9 M 08 .

## Pulp Sales (R\$ millions)



Due to price increases during the quarter, average net price of pulp (domestic and exports) in Dollar terms reached US\$ 466.2/ton in 3Q09, 16.6\% higher than the 2Q09 price but $33.1 \%$ lower than the 3Q08 price. In Brazilian Reais terms, the average net price reached $\mathrm{R} \$ 870.6 /$ ton, a $5.0 \%$ increase versus 2Q09, due to the appreciation of the Real against the Dollar, and a $25.1 \%$ decrease from 3Q08.

## Paper Business Unit

Lower exports compared to last quarter led to a decrease in paper revenues
Paper Sales ('000 tons)


Suzano's paper sales reached 262.0 thousand tons in 3Q09, 16.5\% and $14.3 \%$ lower than in 2Q09 and 3Q08, respectively. Domestic paper sales totaled 154.3 thousand tons, $6.2 \%$ higher than in 2Q09 and $14.8 \%$ lower than in 3Q08. In the period, domestic demand for printing and writing paper and paperboard increased by 19.9\% and $1.2 \%$ in relation to 2Q09 and 3Q08, respectively, according to Bracelpa.

Printing and writing paper sales represented $77.2 \%$ of total paper sales in the quarter, reaching 202.2 thousand tons, $18.0 \%$ and $16.0 \%$ lower than in $2 Q 09$ and $3 Q 08$, respectively. Domestic sales of such grade accounted for $57.8 \%$ of the volume, totaling 116.8 thousand tons.

Paperboard sales volume totaled 59.9 thousand tons in the quarter, a reduction of $10.9 \%$ and $8.2 \%$ compared to 2 Q09 and 3Q08, respectively. Domestic sales represented $62.7 \%$ of total paperboard sales in the quarter.

The share of Suzano's domestic sales in relation to the total paper shipments returned to historical levels, reaching $58.9 \%$ in 3Q09, compared to $46.3 \%$ in 2 Q09 and $59.3 \%$ in $3 Q 08$.

Net revenue from paper sales reached $\mathrm{R} \$ 543.3$ million in the quarter, $15.8 \%$ and $16.6 \%$ lower than in 2 Q 09 and 3Q08, respectively. This reduction is explained mainly due to the lower volumes sold in the period. In relation to 2Q09, net revenue was also negatively impacted by the appreciation of the Real against the Dollar, which affected revenues from exports. Sales volume totaled 808.7 thousand tons in 9 M09, $5.9 \%$ lower than in 9 M08. In the same period, net revenue stood at $\mathrm{R} \$ 1,734.7$ million, down $3.7 \%$ versus 9 M 08 .

Average paper net price (domestic and exports) was US\$ 2,073.6/ton in 3Q09, up 0.8\% in relation to 2 Q09 and down $2.7 \%$ versus 3Q08. Average net price increased by $2.3 \%$ in 9M09 in relation to the same period in 2008.

Suzano's average paper net price in Europe was US\$ 890/ton in 3Q09 (uncoated - reels), representing an average spread over the pulp price of US\$ 423/ton, i.e., US\$ 195/ton above the historical average of the past 10 years. The variation in the spread indicates the lower volatility of paper prices in comparison to pulp prices.

## Paper Sales ( $\mathrm{R} \$$ million)



## Domestic Market

Suzano affirmed its leadership position in printing and writing paper in the quarter, with domestic sales volume of 116.8 thousand tons. This volume exceeded by 4.9 thousand tons, or $4.4 \%$, the volume sold in 2Q09 and was 19.7 thousand tons lower than the volume sold in $3 Q 08$ ( $-14.4 \%$ ). In the 9 M 09 , domestic sales of printing and writing paper reached 320.6 thousand tons, $11.4 \%$ lower than in the same period of 2008.

The average net price of uncoated paper in the domestic market decreased by $3.0 \%$ compared to the previous quarter and by $0.9 \%$ compared to 3Q08. The decrease in comparison with 2Q09 was mainly due to the higher share of government purchases destined to the national textbooks program (PNLD). The coated paper price, which historically has a higher correlation to the Dollar, was $9.7 \%$ lower than in 2Q09 and $3.9 \%$ higher than in 3Q08. The reduction in comparison with 2 Q09 was mainly due to a higher share of imported papers in the domestic market driven by the appreciation of the Real against the Dollar, which induced local producers to reposition their market prices.

According to Bracelpa, domestic paperboard demand in 3Q09 increased by $19.5 \%$ and $0.2 \%$ in relation to 2Q09 and $3 Q 08$, respectively. This was mainly due to the market seasonality and to the adjustment of inventories along the supply chain in the segments related to consumer goods in the period.

The Company's domestic paperboard sales volume totaled 37.5 thousand tons in 3Q09, 12.2\% higher than in 2 Q09 and $16.0 \%$ lower than in $3 Q 08$. When compared to 2Q09, paperboard average price decreased by $0.7 \%$, mainly due to changes in the product mix. In relation to $3 Q 08$, average price decreased by $4.3 \%$.

## Exports

The Company's paper exports of 107.7 thousand tons accounted for $41.1 \%$ of total paper sales volume in the quarter, down from $53.7 \%$ in 2Q09 and up from $40.7 \%$ in 3Q08. Exports' share in total paper shipments returned to its historical levels after an increase in the exports volume in 2Q09, mainly due to the Company's strategy of reducing inventories in order to improve working capital levels.

Sales to South/Central America accounted for $12.3 \%$ of total exports in the quarter, in line with the 2Q09 (12.4\%). Combined with the volumes sold in Brazil, the region absorbed approximately $71.2 \%$ of $3 Q 09$ sales. Exports to mature markets (Europe and North America) accounted for 19.9\% of total sales in 3 Q09.

Paper exports totaled 386.6 thousand tons in 9M09, 3.8\% higher than in the same period of the previous year. Net revenue from exports totaled $\mathrm{R} \$ 696.6$ million, $8.4 \%$ higher than in 9M08.


Destination of Paper Sales - 2Q09


Exports average net price in Dollar terms was $6.8 \%$ higher in 3Q09 versus 2Q09 and 15.9\% lower than in 3Q08. In Brazilian Real terms, prices decreased by $3.8 \%$ and $5.9 \%$ in relation to 2Q09 and 3Q08, respectively. The lower price in relation to $3 Q 08$ was partially offset by the Real depreciation in the period, while the currency appreciation versus 2Q09 led to a reduction in the average price in Real terms.

## Production and Costs

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated Production | 3Q09 | 2Q09 | 3Q08 | 9M09 | 9M08 |
| Total (thousand tons) | 660.3 | 674.4 | 694.3 | 1,981.9 | 2,009.2 |
| Market pulp | 389.8 | 416.3 | 405.1 | 1,180.9 | 1,156.9 |
| Total Paper | 270.5 | 258.1 | 289.2 | 801.0 | 852.3 |
| Uncoated P\&W paper | 177.8 | 180.5 | 192.9 | 541.6 | 568.0 |
| Coated P\&W paper | 29.3 | 26.3 | 29.8 | 88.7 | 87.1 |
| Paperboard | 63.4 | 51.3 | 66.5 | 170.6 | 197.1 |

Total production reached 660.3 thousand tons in 3Q09, compared to 674.4 thousand tons in 2Q09 and 694.3 thousand tons in 3Q08. Market pulp accounted for 389.8 thousand tons and paper for 270.5 thousand tons in 3Q09. Production totaled 1,981.9 thousand tons in 9M09, compared to 2,009.2 thousand tons in 9M08, and comprised $1,180.9$ thousand tons of market pulp and 801.0 thousand tons of paper.

The Company carried out maintenance downtimes at Line 1 in Mucuri and at Conpacel in 3Q09. Moreover, as per the notice to the market on October 1st, 2009, there was a reduction in market pulp production in Line 2 (Mucuri) due to an incident in such line in 3Q09. After the interruption, production was reestablished still in August. Considering such downtimes, the 3Q09 production was 26 thousand tons lower than 2Q09 production of 416.3 thousand tons.

Market pulp production cash cost at Mucuri, excluding the costs related to depletion of the forestry base and maintenance downtimes, was $\mathrm{R} \$ 373 /$ ton in 3Q09, $2.7 \%$ higher than 2Q09 due to lower dilution of fixed costs as a result of lower production volumes. In relation to $3 Q 08$, the cost was $17.8 \%$ lower. The reduction reflects the

Company's continuous efforts to reduce fixed and variable costs as well as to improve its production performance.
Maintenance downtimes and the Mucuri incident impacted the cash costs by $\mathrm{R} \$ 41$ /ton in the quarter, increasing the cash cost to $\mathrm{R} \$ 414 /$ /ton, considering the downtimes.

|  | ...................... |  |  |
| :---: | :---: | :---: | :---: |
| Cash cost (R\$/t) | 3Q09 | 2Q09 | 3Q08 |
| Without maintenance downtime | 373 | 363 | 453 |
| With maintenance downtime | $414{ }^{1}$ | 372 | 467 |
| ${ }^{1}$ including Mucuri incident |  |  |  |

No maintenance downtime has been scheduled in the Company's production units for 4Q09.
Cost of Goods Sold (COGS) decreased 20.9\% in 3Q09 in relation to 2Q09 and increased $10.6 \%$ in relation to 3Q08, mainly due to the following factors:
(i) $23.3 \%$ decrease in pulp and paper sales volume compared to 2 Q09 and $10.8 \%$ increase in relation to $3 Q 08$;
(ii) Appreciation of the Brazilian Real against the Dollar compared to 2Q09;

The average COGS/ton was $\mathrm{R} \$ 1,066.3 /$ ton in $3 \mathrm{Q} 09,3.0 \%$ higher than in 2 Q 09 and relatively stable in relation to 3 Q08 $(-0.2 \%)$. The increase when compared to 2Q09 is a result of: (i) increased paper share in the sales mix in 3Q09 and (ii) downtimes and Mucuri incident costs.

The Company's inventories, as well as those of the global pulp producers, remained at the same levels of 2Q09, due to the rebound in global demand.

## Operating Expenses / Revenues

Selling expenses decreased by $6.1 \%$ and $22.1 \%$ in 3Q09 in relation to 2 Q09 and $3 Q 08$, respectively, to a total of $R \$ 37.3$ million. This reduction in $3 Q 09$ from the previous quarter was mainly due to lower exported volumes and personnel expenses. The decrease in selling expenses in relation to $3 Q 08$ was mainly due to the reduction in logistics expenses.

Administrative expenses totaled $\mathrm{R} \$ 56.8$ million in $3 Q 09,2.2 \%$ higher than in 2Q09. In comparison with $3 Q 08$, there was a $25.1 \%$ decrease as a result of the Company's efforts to reduce these expenses and the fact that these expenses were at above-average levels in $3 Q 08$ due to non-recurring expenses of approximately $\mathrm{R} \$ 10$ million.

In the other operating revenues (expenses) line, the Company posted a positive net result of $\mathrm{R} \$ 3.7$ million in 3Q09. This result was positively impacted by sales of other products, such as pallets and waste paper ( $\mathrm{R} \$ 5.4$ million) and sales of timber ( $R \$ 2.3$ million), while it was negatively impacted by the provision for actuarial liabilities ( $\mathrm{R} \$ 3.9$ million). In 2Q09, this line showed a positive net result of $\mathrm{R} \$ 3.2$ million, mainly due to the positive impact from sales of other products and fixed assets.

EBITDA

|  | 3Q09 | 2Q09 | 3Q08 | 9M09 | 9M08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| R\$ Million | 95.5 | 115.7 | 259.5 | 409.3 | 754.9 |
| EBIT | 122.2 | 116.7 | 114.7 | 356.4 | 332.5 |
| Depreciation / Depletion / Amortization | 217.7 | 232.4 | 374.2 | 765.7 | $1,087.4$ |
| EBITDA | $20.9 \%$ | $18.9 \%$ | $35.6 \%$ | $22.8 \%$ | $34.4 \%$ |
| Gross Profit / Net Sales | $24.4 \%$ | $21.1 \%$ | $37.8 \%$ | $26.1 \%$ | $36.7 \%$ |
| EBITDA / Net Sales | 3.5 | 3.5 | 3.7 | 3.5 | 3.7 |
| Net Debt / EBITDA (LTM) |  |  |  |  |  |

EBITDA totaled $\mathrm{R} \$ 765.7$ million in 9M09, with EBITDA margin of $26.1 \%$. In 3Q09, EBITDA was $\mathrm{R} \$ 217.7$ million with EBITDA margin of $24.4 \%$, an increase of 3.3 p.p. in relation to $2 Q 09$ and a reduction of 13.4 p.p. compared to 3Q08.

Main impacts on EBITDA and operating margins in relation to 2Q09 are:

## Positive drivers

(i) Price increases in pulp (in Dollars) both in the domestic and export markets and in the paper exports;
(ii) Rebound in paper domestic volumes.

## Negative drivers

(i) Lower pulp volumes due to inventories sales in 2Q09 and the incident at Line 2 in Mucuri;
(ii) Costs related to the scheduled maintenance downtimes and the incident at Line 2 in Mucuri (non-recurring);
(iii) Appreciation of the Brazilian Real against the Dollar, which affected pulp and paper exports.

Note that pulp prices in 3Q09 do not yet fully reflect the price increases announced for September, October and November, which will positively impact the 4Q09 results.

EBITDA was negatively affected by approximately $\mathrm{R} \$ 15$ million in the quarter due to the incident at Line 2 in Mucuri, which led to lower pulp sales volume and additional production cost (non-recurring).

Excluding the impacts of said incident, the 3 Q09 EBITDA would be $R \$ 232.7$ million, with EBITDA margin of 25.6\%.

The reduction in EBITDA margin compared to 3 Q08 was mainly due to the decrease in both paper exports prices ( $5.9 \%$ ) and pulp prices ( $25.1 \%$ ) in Real terms.

## Financial Result

Net financial expenses in $3 Q 09$ were $R \$ 76.8$ million, compared to $R \$ 6.5$ million in $2 Q 09$ and $R \$ 181.4$ million in 3Q08. Net financial expenses in the quarter were affected by the $R \$ 18.4$ million loss from hedge operations involving swaps, compared to gains of $R \$ 51.2$ million in 2Q09 and the loss of $R \$ 100.7$ million in 3Q08 from those operations. Also, the reduction in the basic interest rate (Selic) negatively affected the return of financial investments in the domestic market.

The Company's funding operations and the foreign currency hedge policy are guided by the fact that more than $50 \%$ of net revenue comes from exports denominated in Dollar, while the vast majority of production costs are linked to the Brazilian Real. This structural exposure allows the Company to contract export financing lines in

Dollar at costs that are more competitive than local funding lines and to match debt service with the flow of receivables from sales, providing a natural cash hedge for these commitments. The excess revenue in Dollar that is not linked to debt obligations or other Dollar-linked obligations is sold in the currency market as the funds come into the country.

In order to have additional protection, Suzano sells Dollar in the futures markets to secure attractive levels of operating margins for a portion of its net revenue. These sales in the futures markets are limited to a minor portion of the excess currency flows over a period of one year and, therefore, are matched to the amount of Dollar available for sale in the near term. The Company operates with the most liquid financial instruments in the market and (i) does not contract leveraged operations or operations that incorporate other forms of options that alter the ultimate hedge objective, and (ii) does not hold any dual-index debt or debt with any other forms of implicit options. The Company maintains strict risk-management controls and its financial statements reflect the market value of all of its financial assets and liabilities.

On September 30th , 2009, the notional value of the currency transactions in the futures market was US\$ 60 million, of which US\$ 35 million was through conventional non-deliverable forwards (NDFs) contracts and US\$ 25 million through Dollar options (calls and puts) positions in order to protect net revenues from exports (hedge) without initial cost for the Company (zero cost collar structures). The maturities are distributed between December 2009 and February 2010 in order to secure attractive operating margins for a minor portion of net sales over the course of this period. The cash effects related to these operations occur only on the respective maturity dates, when the contracts generate cash disbursements or proceeds for the Company, as the case may be. In addition, the Company uses swap contracts to exchange floating interest rates for fixed interest rates and contracts to set pulp prices, which reduce the effects of potential variations on the Company's cash flow.

Accordingly, the loss of $\mathrm{R} \$ 18.4$ million from swap operations in the quarter is composed primarily by the gains of (i) $\mathrm{R} \$ 15.7$ million from the sale of NDFs; and (ii) $\mathrm{R} \$ 1.9$ million in zero cost collar position; and by the losses of (i) $\mathrm{R} \$ 14.6$ million from swaps to fix the Libor interest rate; and (ii) $\mathrm{R} \$ 14.9$ million in swaps to set pulp prices. The difference of $\mathrm{R} \$ 6.5$ million is explained by the results of TR (reference rate), pre-fixed rate and Dollar coupon swaps for a percentage of the DI (interbank rate), which are set up to eliminate risks associated with potential mismatches between these rates, which are due in funding transactions, and the index to which most of the Company's financial investments are referenced.

Financial income from monetary and foreign exchange rate variations in the quarter reached $R \$ 260.7$ million, resulting from the local currency appreciation of $8.9 \%$ on the exposure of the balance sheet to foreign currencies between the beginning and the end of the quarter.

## Net Income

Net income was $\mathrm{R} \$ 212.5$ million in the quarter, compared to $\mathrm{R} \$ 439.2$ million in 2 Q 09 and a loss of $\mathrm{R} \$ 281.5$ million in 3Q08. As in the previous quarter, the Real strengthened against the Dollar in 3Q09, which positively influenced the Company's financial result.

Thus, in addition to the operational factors that impacted EBITDA, other items affected net income in the quarter: (i) the accounting gains from monetary and foreign exchange rate variations of $\mathrm{R} \$ 260.7$ million in 3Q09, compared to the accounting gains of $R \$ 529.3$ million in 2Q09 and accounting losses of $R \$ 456.7$ million in $3 Q 08$; and (ii) the net financial expenses of $R \$ 76.8$ million in $3 Q 09$, compared to $R \$ 6.5$ million in $2 Q 09$ and $R \$ 181.4$ million in 3Q08.

Net income was $R \$ 741.5$ million in 9M09, compared to $R \$ 43.2$ million in the same period of last year.

## Other Information

## Investments

The following table shows the breakdown of the Company's capital expenditure in the quarter and in 9M09:

| Investments $\mathbf{~ R \$ ~ ' 0 0 0 ~}$ | 3Q09 | 2Q09 | 1Q09 | 9M09 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Maintenance | 84,530 | 61,451 | 61,125 | 207,106 |
| Industrial | 30,420 | 15,872 | 20,454 | 66,746 |
| Forestry | 54,110 | 45,579 | 40,670 | 140,360 |
| Expansion | 275,046 | 20,166 | 11,749 | 306,961 |
| Other | 3,388 | 1,173 | 1,138 | 5,699 |
| TOTAL | $\mathbf{3 6 2 , 9 6 4}$ | $\mathbf{8 2 , 7 9 0}$ | $\mathbf{7 4 , 0 1 2}$ | $\mathbf{5 1 9 , 7 6 7}$ |

${ }^{1}$ Including forestry assets and land acquired from Vale in Maranhão, as per the notice to the market of July $14^{\text {th }}, 2009$, which will be paid in 12 quarterly installments.

## Debt

On September $30^{\text {th }}$, the Company's gross debt (including debentures) stood at $R \$ 6,465.6$ million, versus $R \$$ $6.923,5$ million on June $30^{\text {th }}$, with both figures adjusted for Laws $11,638 / 07$ and $11,941 / 09$. The reduction of the gross debt was due to net amortizations in the quarter as well as to the appreciation of the Brazilian Real against the Dollar.

On September $30^{\text {th }}$, debt denominated in foreign currency was $R \$ 3,311.7$ million, while debt denominated in local currency was $R \$ 3,153.8$ million, both including interests and leasing.

The Company's gross debt on September $30^{\text {th }}$ was composed by $76.1 \%$ of long-term maturities and $23.9 \%$ of short-term maturities. The short-term portion of the debt includes $\mathrm{R} \$ 177.8$ million that had its renewal already agreed for another 3 years. Therefore, excluding this financing line, the short-term portion of debt effectively stands at $R \$ 1,367.0$ million, or $21.1 \%$ of the total debt. The Company did not contract new funding operations in 3Q09.

On September 30th, consolidated net debt stood at $R \$ 4,019.0$ million, while EBITDA in the last 12 months was $R \$$ $1,147.6$ million. Accordingly, net debt / EBITDA ratio at the end of the quarter was 3.5 , at the same level as on June 30th, already considering the effects of Laws 11,638/07 and 11,941/09.

| Debt Breakdown - R\$ Million | 09/30/09 | 06/30/09 |
| :---: | :---: | :---: |
| Local Currency | 3,025 | 3,071 |
| Short Term | 591 | 632 |
| Long Term | 2,434 | 2,439 |
| Foreign Currency | 3,236 | 3,669 |
| Short Term | 806 | 914 |
| Long Term | 2,430 | 2,755 |
| Interests | 128 | 101 |
| Leasing | 77 | 82 |
| Short Term | 13 | 13 |
| Long Term | 64 | 69 |
| Gross Debt | 6,466 | 6,923 |
| (-) Cash and Cash Equivalents | $(2,447)$ | $(2,429)$ |
| Net Debt | 4,019 | 4,495 |
| Net Debt / EBITDA | 3.5 | 3.5 |

All amounts in the table above incorporate the adjustments introduced by Laws 11,638/07 and 11,941/09.


## Capital Markets

The Company's equity is represented by 107,821,512 common shares (SUZB3) and 206,660,984 preferred shares (SUZB5 and SUZB6), with a total of $314,482,496$ shares traded in the São Paulo Stock Exchange (BM\&FBovespa). Out of this total, the Company had $2,537,342$ preferred shares and $5,428,955$ common shares held in treasury on September 30th, 2009.

At the end of September, the preferred shares SUZB5 were quoted at $\$ \$ 18.70$. The Company's stock integrates the Level 1 of Corporate Governance and the Corporate Sustainability Index (ISE) of BM\&FBovespa.

The Company's stock price increased by $23.4 \%$ during $3 Q 09$. During the same period, the benchmark Ibovespa index increased by $19.5 \%$ and the $\operatorname{IBrX}-50$ index rose by $16.5 \%$. During the quarter there was an increase in the number of trades per day and daily financial volume, with an average of 1,339 and $\mathrm{R} \$ 14.9$ million, respectively. Market capitalization on September $30^{\text {th }}$ was $\mathrm{R} \$ 5.7$ billion, compared to $\mathrm{R} \$ 4.6$ billion on June $30^{\text {th }}$. In $3 Q 09$, the stock's free float was at $45.4 \%$.

## Stock Performance

(Jan/09 to Sep/09)


## Liquidity




Avg. Daily Volume $\longrightarrow$ Number of Trades (Daily)

## Ripasa / Conpacel

On August $31{ }^{\text {stt, }}$, 2008, the jointly controlled Ripasa was split-up and the largest portion of the assets, namely the Americana mill, were split in equal parts between the Company and VCP, thus transforming Ripasa into a productive unit in the unincorporated joint venture while the remaining net assets were used for the incorporation of a company named Asapir Produção Florestal e Comércio Ltda.

As of September $1^{\text {st }}, 2008$, the Americana industrial unit of Ripasa, started to operate under condominium model between Suzano and VCP, by way of a consortium named Conpacel - Consórcio Paulista de Celulose e Papel, where each consortium party trades its stake of the production independently.

## Changes to the preparation and disclosure of accounting statements (Law 11,638/2007 and Executive Order 449/08 ratified in Law 11,941/09)

The financial statements were drafted based on accounting principles adopted in Brazil and in accordance with Brazilian Security Exchange Commission (CVM) regulations, observing the accounting guidelines provided for by the Brazilian Corporate Law (Law 6404/76), which include the new provisions introduced, modified and revoked by Law 11,638, of December 28t, 2007 and Provisional Measure $\mathrm{n}^{\circ} 449$ (PM), of December $03^{\text {rd }}, 2008$ ratified in Law 11,941 of May 2009.

The main purpose of such law and PM is the convergence of Brazilian accounting practices to international accounting principles issued by the "International Accounting Standard Board - IASB".

In compliance with the provisions of CVM Deliberation $\mathrm{n}^{\circ} 565$, of December $17^{\text {th }}, 2008$, which approved accounting notice CPC 13 - initial adherence to Law $11,638 / 07$ and PM 449/08, and with a view at the requirements set out by CVM Deliberation 506, of June19 ${ }^{\text {th }}$, 2006, the Company chose December $31{ }^{\text {sts }}$, 2006 as the starting date for the adoption of the new accounting practices. This is now the baseline for the Company's financial statements, in accordance to these new accounting provisions, for comparison purposes.
For more information, see the Standardized Financial Statements (DFP) of December 31st, 2008 and the Quarterly Information Reports (ITRs), which are available on the websites of the CVM and of the Company.

Note:
Non-financial data such as volumes, quantity, average prices, average quotes and EBITDA in Brazilian Real and U.S. Dollar were not examined by our independent auditors.

## Corporate Information

Suzano Papel e Celulose S.A., with annual revenue of US\$ 4.1 billion in 2008, 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/ year. It offers a broad range of pulp and paper products for domestic market and exports, 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) paperboard.

Forward-Looking Statements
This release may contain forward-looking statements. These statements are subject to known and unknown risks and uncertainties that can lead such expectations to not materialize or to differ materially from expectations. These risks include: changes in future demand for the Company's products, changes in factors affecting domestic and international product prices, changes in the cost structure, changes in the seasonal patterns of markets, changes in prices charged by competitors, foreign exchange variations, changes in the political or economic situation of Brazil, and changes in emerging and international markets.

## Contacts

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## Appendices - Financial Statements <br> Consolidated Income Statement ( $\mathrm{R} \$ \times 000$ )

## INCOME STATEMENT - RECONCILIATION TO BRAZILIAN FEDERAL LAW 11.638/07 <br> QUARTER (3Q09-2Q09 - 3Q08) <br> BRGAAP - CONSOLIDATED - IN BRAZILIAN REAIS ('000)

| INCOME STATEMENT | 3Q09 |  | 2Q09 |  | 3Q08 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Before Adjustments | Ajusted to Law 11.638/07 | Before <br> Adjustments | Ajusted to Law 11.638/07 | Before Adjustments | Ajusted to Law 11.638/07 |
| Gross Sales | 1,018,536 | 1,018,536 | 1,227,642 | 1,227,642 | 1,151,011 | 1,151,011 |
| Sales Deductions | $(127,824)$ | $(127,824)$ | $(128,437)$ | $(128,437)$ | $(161,336)$ | $(161,336)$ |
| Net Sales | 890,712 | 890,712 | 1,099,205 | 1,099,205 | 989,675 | 989,675 |
| Cost of Goods Sold | $(703,836)$ | $(704,842)$ | $(892,328)$ | $(891,473)$ | $(639,626)$ | $(637,547)$ |
| Gross Profit | 186,876 | 185,870 | 206,876 | 207,732 | 350,049 | 352,128 |
| Operating Income (Expenses) | $(132,137)$ | $(167,135)$ | $(81,178)$ | $(98,503)$ | $(314,899)$ | $(293,818)$ |
| Selling Expenses | $(37,252)$ | $(37,252)$ | $(39,672)$ | $(39,672)$ | $(47,800)$ | $(47,800)$ |
| General and Administrative Expenses | $(56,778)$ | $(56,778)$ | $(55,577)$ | $(55,577)$ | $(75,809)$ | $(75,809)$ |
| Financial Expenses | $(136,675)$ | $(122,371)$ | $(97,298)$ | $(101,081)$ | $(287,852)$ | $(274,132)$ |
| Financial Income | 94,903 | 45,601 | 108,165 | 94,623 | 85,365 | 92,726 |
| Equity Pickup in Subsidiaries and Affiliates | - | - | - | - | (33) | (33) |
| Amortization of Goodwill | - | - | - | - | $(19,761)$ | $(19,761)$ |
| Other Operating Income | 3,665 | 3,665 | 3,204 | 3,204 | 30,991 | 30,991 |
| Operating Profit Before Monetary and Exchange Variations | 54,739 | 18,735 | 125,699 | 109,229 | 35,150 | 58,310 |
| Net Monetary and Currency Exchange Rate Variation | 257,881 | 260,748 | 535,435 | 529,296 | $(451,029)$ | $(456,717)$ |
| Net Income Before Income And Social Contribution Tax | 312,620 | 279,483 | 661,133 | 638,525 | $(415,879)$ | $(398,407)$ |
| Income and Social Contribution Taxes | $(78,237)$ | $(66,970)$ | $(206,970)$ | $(199,285)$ | 122,805 | 116,865 |
| Net Income (Loss) for the Period | 234,383 | 212,513 | 454,163 | 439,240 | $(293,074)$ | $(281,542)$ |

Consolidated Balance Sheet (R\$ ‘000)

BALANCE SHEET
30 SEPTEMBER 2009 \& 30 JUNE 2009
BRGAAP - CONSOLIDATED - IN BRAZILIAN REAIS ('000)
SUZANO PAPEL E CELULOSE S.A.
ASSETS
LIABILITIES

|  | 2009 | 2009 |  | 2009 | 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | SEPTEMBER | JUNE |  | SEPTEMBER | JUNE |
| CURRENT ASSETS | CURRENT LIABILITIES |  |  |  |  |
| Cash and Cash Equivalent | 116,606 | 54,622 | Trade Accounts Payable | 233,381 | 224,678 |
| Marketable securities | 2,329,945 | 2,374,233 | Loans And Financing | 1,515,590 | 1,629,817 |
| Gains on Transactions in Derivatives | 15,279 | 20,512 | Debentures | 29,200 | 11,089 |
| Trade Accounts Receivable | 540,126 | 676,049 | Losses on Transactions in Derivatives | 54,437 | 36,590 |
| Inventories | 675,135 | 688,303 | Accrued Salaries and Payroll Taxes | 78,664 | 75,534 |
| Other Accounts Receivable | 63,062 | 58,721 | Taxes Payable Other than on Income | 23,652 | 33,264 |
| Recoverable Taxes | 247,464 | 264,950 | Income and Social Contribution Taxes | 34,003 | 6,391 |
| Deferred Income And Social Contribution Taxes | 84,927 | 86,768 | Deferred Taxes and Contribution | 19,688 | 19,582 |
| Prepaid Expenses | 13,188 | 1,923 | Dividends Payable | 422 | 422 |
|  |  |  | Other Acounts Payable | 129,678 | 49,050 |
| TOTAL CURRENT ASSETS | 4,085,732 | 4,226,081 | TOTAL CURRENT LIABILITIES | 2,118,715 | 2,086,417 |
| NON CURRENT ASSETS | NON CURRENT LIABILITIES |  |  |  |  |
|  |  |  | Loans and Financing | 4,149,473 | 4,500,731 |
|  |  |  | Debentures | 771,289 | 781,839 |
| Gains on Transactions in Derivatives | 10,539 | 16,239 | Losses on Transactions in Derivatives | 34,570 | 32,724 |
| Recoverable Taxes | 119,750 | 127,430 | Income Tax and Social Contribution | 13,908 | 13,701 |
| Deferred Income And Social Contribution Taxes | 513,819 | 535,386 | Deferred Income and Social Contribution Taxes | 597,709 | 610,668 |
| Credit to Wood Suppliers | 235,489 | 227,346 | Accounts Payable | 159,112 | 2,897 |
| Judicial Deposits | 63,637 | 95,117 | Provision For Contingencies | 270,892 | 269,595 |
| Assets Available for Sale | 4,175 | 3,873 | Share Based Payments | 9,185 | 6,024 |
| Other Accounts Receivable | 24,165 | 29,572 |  |  |  |
|  | 971,574 | 1,034,963 | TOTAL NON CURRENT LIABILITIES | 6,006,138 | 6,218,179 |

LONG TERM ASSETS

| Investments |  | 11,277 |
| :--- | ---: | ---: |
| Property, Plant And Equipment | 12,381 |  |
| Intangible | $7,033,183$ | $6,795,388$ |
|  | 501,462 | 501,462 |
|  |  |  |

## SHAREHOLDERS EQUITY

Share Capital
Capital Reserves
Profit Reserves
Treasury Shares
Accumulated Profit
TOTAL EQUITY
TOTAL LIABILITIES + EQUITY

| $2,054,430$ | $2,054,430$ |
| ---: | ---: |
| 412,413 | 412,230 |
| $1,471,797$ | $1,471,797$ |
| $(201,798)$ | $(201,798)$ |
| 741,533 | 529,020 |
|  |  |
| $4,478,375$ | $\mathbf{4 , 2 6 5 , 6 7 9}$ |
|  |  |
| $\mathbf{1 2 , 6 0 3 , 2 2 8}$ | $\mathbf{1 2 , 5 7 0 , 2 7 5}$ |

Consolidated Cash Flow Statement (R\$ '000)

## CASH FLOW STATEMENT

SEPTEMBER 30, 2009
In Brazilian Reais('000)
SUZANO PAPEL E CELULOSE S.A.

## Cash flows from operating activities

Net income for the period
Adjustments to reconcile net income to cash generated from operating activities
Depreciation, depletion and amortization
Result on sale of property, plant and equipment
Equity interest in subsidiaries and affiliates

Equity interest in subsidiaries and affiliates
Amortization of goodwill
Exchange and monetary variation, net
Interest expenses, net
Gains on derivatives, net
Current and deferred income and social contribution taxes Other taxes
Provisions for contingencies
Share based payment plan expenses (reversion)
Provision (reversion) for investments loss
Changes in operating assets and liabilities - current and non-current:
Reduction (Increase) in accounts receivable
Reduction (Increase) in inventories
Reduction (Increase) in recoverable taxes
Reduction (Increase) in other current and non-current assets
Net proceeds generated by derivatives
Elimination of effect of Ripasa's spin off
Increase (Reduction) in trade accounts payabl
Increase (Reduction) in other current liabilities
Interest Payments
Other taxes and contributions payments
Income tax and social contribution payments
Elimination of effect of Ripasa's spin off
Net cash from operating activities

## Cash flows from investing activities

Addition in investments
Acquisition of property, plant and equipment and Increase of deferred charges
Sale of property, plant and equipment
Net effect of Ariemil and Agua Fria's disposal
Net effect of Asapir's acquisition
Elimination of effect of Ripasa's spin off
Net cash generated (used) in investing actitivities

## Cash flows from financing activities

Dividends Paids
Loans Contracted
Net proceeds generated by derivatives
Payment of Loans
Own shares acquisitions
Elimination of effect of Ripasa's spin off
Net cash from financing activities
Effects of exchange rate variation on cash and cash equivalents
Increase (decrease) in cash and cash equivalents
Cash and equivalents in the beginning of the period
Cash and equivalents in the end of the period
Statement of Increase (decrease) in cash and cash equivalents


83,896
106,271

| $(43,937)$ | $(71,307)$ |  |
| ---: | ---: | ---: |
| $\mathbf{1 7 7 , 3 9 1}$ | $(19,227)$ |  |
| $(232,054)$ | $(227,274)$ |  |
| $\mathbf{( 5 8 , 4 8 2 )}$ | $(61,848)$ |  |
| $(165,315)$ | $(66,691)$ |  |
| - | $(64,650)$ |  |
|  |  |  |
| $\mathbf{1 , 0 2 6 , 5 3 5}$ |  | 639,467 |
|  |  |  |


| $(4,445)$ | $(4)$ |
| ---: | ---: |
| $(519,767)$ | $(938,577)$ |
| $\mathbf{1 2 , 9 9 2}$ | 47,301 |
| 7,636 | 9,958 |
| - | $(27,358)$ |
| - | 610,393 |
| $(503,584)$ | $(298,287)$ |
|  |  |


| - | $(64,619)$ |
| ---: | ---: |
| $1,362,426$ | $2,246,592$ |
| 1,694 | $(2,450)$ |
| $(1,560,803)$ | $(1,775,854)$ |
| - | $(297,578)$ |
| - | $(82,534)$ |


| $(196,683)$ | 23,557 |
| :---: | :---: |
| $(56,029)$ | $(25,794)$ |
| 270,239 | 338,943 |
| 2,176,312 | 1,339,919 |
| 2,446,551 | 1,678,862 |
| 270,239 | 338,943 |

Financings and Loans
Consolidated (R\$ '000)

|  | Index | Average annual interest rate in Sep/09 | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Sep/09 | Jun/09 |
| For acquisition of equipament |  |  |  |  |
| BNDES - Finem | TJLP | 8.01\% | 1,819,482 | 1,836,306 |
| BNDES - Finem | Basket of Currencies | 6.01\% | 276,715 | 308,726 |
| BNDES - Finame | TJLP | 9.78\% | 6,215 | 7,679 |
| BNDES - Finame | Basket of Currencies | 6.83\% | 137 | 168 |
| BNDES - Automático | TJLP | 9.30\% | 5,067 | 5,522 |
| BNDES - Automático | Basket of Currencies | 6.83\% | 535 | 630 |
| FNE - BNB | Pre Fixed Rate | 8.50\% | 152,372 | 156,856 |
| FINEP | TJLP | 6.00\% | 5,182 | 6,001 |
| Crédito Rural (Rural Credit) | Fixed Rate + CDI | 6.87\% | 21,873 | 21,424 |
| Leasing | CDI + Exchange Rate | 9.60\% | 76,681 | 81,950 |
| Working capital |  |  |  |  |
| Trade Finance (Exports) | US\$ | 4.04\% | 2,370,328 | 2,709,181 |
| Trade Finance (Imports) | US\$ | 2.49\% | 376,511 | 416,027 |
| Nordic Investment Bank | US\$ | 5.74\% | 90,453 | 98,637 |
| Export Credit Note | CDI | 8.20\% | 373,968 | 388,794 |
| Export Credit Note | US\$ | 6.65\% | 54,102 | 60,343 |
| BNDES - EXIM | TJLP | 10.20\% | 32,204 | 31,917 |
| Other |  |  | 3,238 | 387 |
|  |  |  | 5,665,063 | 6,130,548 |
| Current Liabilities (including interests) |  |  | 1,515,590 | 1,629,817 |
| Non Current Liabilities |  |  | 4,149,473 | 4,500,731 |

Non current liabilities payment schedule is as follows:

| 2010 (from october until december) | $\mathbf{2 3 3 , 0 9 2}$ | 416,102 |
| :--- | ---: | ---: |
| 2011 | 908,995 | 970,662 |
| 2012 | $1,053,190$ | $1,132,735$ |
| 2013 | 587,514 | 614,035 |
| 2014 | 451,552 | 455,320 |
| 2015 | 384,265 | 377,713 |
| 2016 onwards | 530,865 | 534,164 |
|  | $-4,149,473$ |  |

## Debentures

Consolidated ( $\mathrm{R} \$ 000$ )
DEBENTURES

| Issuance | Series | Bonds | set/09 |  |  | jun/09 | Index | Interest | Redemption |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Current | Non Current | Total | Total |  |  |  |
| $3{ }^{\text {rd }}$ | $1^{\text {st }}$ | 333,000 | 19,515 | 427,173 | 446,688 | 438,316 | IGP-M | 10\% * | 4/1/2014 |
| $3{ }^{\text {rd }}$ | $2^{\text {nd }}$ | 167,000 | 3,033 | 98,552 | 101,585 | 107,659 | USD | 9.85\% | 5/7/2019 |
| $4^{\text {th }}$ | $1^{\text {st }}$ | 79,735 | 2,279 | 81,989 | 84,268 | 82,529 | TJLP | 2.50\% | 12/1/2012 |
| $4^{\text {th }}$ | $2^{\text {nd }}$ | 159,471 | 4,373 | 163,575 | 167,948 | 164,424 | TJLP | 2.50\% | 12/1/2012 |
|  |  |  | 29,200 | 771,289 | 800,489 | 792,928 |  |  |  |

* The securities were issued with a $\mathrm{R} \$ 38.278$ discount that has been fully incorporated to the securities total value.

Due to that, the operation's efective interest rate changed from $8 \%$ p.y. to $10 \%$ p.y.
Note: For more information and details, please consult the complete financial statements and the accompanying notes in the Quarterly Information (ITR) of September 30, 2009.

