# Suzano Papel e Celulose announces consolidated results for the second quarter of 2010 

## Second quarter marked by new price increases and the recovery in operating margins

São Paulo, August 11, 2010. Suzano Papel e Celulose (Bovespa:SUZB5), one of the largest integrated pulp and paper producers in Latin America, announces today its consolidated results for the second quarter of 2010 (2Q10).The Company's financial and operational information is presented on a consolidated basis and in Brazilian real, in accordance with Brazilian Corporation Law, and includes the accounting changes introduced by federal laws 11,638/07 and 11,941/09. The information in this report refers to variations in relation to 1Q10 and 2Q09, which were also adjusted in accordance with the above-cited laws, except where stated otherwise.Note that figures may present discrepancies due to rounding.

## 2Q10

- Total market pulp and paper production of 705 thousand tons.
- Sales volume of 717 thousand tons: 420 thousand tons of pulp and 297 thousand tons of paper.
- Net revenue of $\mathrm{R} \$ 1.2$ billion.
- Pulp production cash cost of $R \$ 464 /$ ton (excluding maintenance downtime costs).
- EBITDA of $\mathrm{R} \$ 413$ million, with EBITDA margin of $34.7 \%$.
- Net income of R\$135 million.
- Net debt/EBITDA ratio: 2.7 in June 2010.
- Successive price increases and global market pulp inventories below historical levels.
- New increases in paper prices in both domestic and export markets.
- Cash and cash equivalents of R\$ 2.5 billion on June 30, 2010.
- Gross debt reduction of $\mathrm{R} \$ 202$ million.

| R\$ Million | 2Q10 | 1Q10 | 2Q09 | 2Q10 x 1Q10 | x 2Q09 | 1H10 | 1H09 | $1 \mathrm{H} 10 \times 1 \mathrm{H09}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net revenue | 1.189 | 971 | 1.099 | 22,5\% | 8,2\% | 2.160 | 2.042 | 5,8\% |
| Exports | 723 | 580 | 687 | 24,6\% | 5,1\% | 1.302 | 1.261 | 3,3\% |
| Domestic market | 466 | 391 | 412 | 19,3\% | 13,2\% | 857 | 781 | 9,7\% |
| EBITDA | 413 | 504 | 232 | -18,2\% | 77,5\% | 917 | 548 | 67,3\% |
| EBITDA margin (\%) | 34,7\% | 51,9\% | 21,1\% | -17,2 p.p. | 13,6 p.p. | 42,5\% | 26,8\% | -10,3 p.p. |
| Net financial earnings (loss) | (98) | (96) | (6) | 2,0\% | 1.410,7\% | (193) | (67) | 187,6\% |
| Net income (loss) | 135 | 130 | 439 | 3,5\% | -69,3\% | 265 | 529 | -49,9\% |
| Earnings (loss) per share (R\$) | 0,35 | 0,42 | 1,43 | -17,0\% | -75,4\% | 0,78 | 1,73 | -55,0\% |
| Pulp sales (tsd tons) | 420 | 385 | 548 | 9,1\% | -23,3\% | 806 | 969 | -16,8\% |
| Paper sales (tsd tons) | 297 | 257 | 314 | 15,5\% | -5,4\% | 554 | 547 | 1,3\% |
| Mkt. Pulp production (tsd tons) | 422 | 381 | 416 | 10,7\% | 1,4\% | 804 | 791 | 1,6\% |
| Paper production (tsd tons) | 283 | 278 | 258 | 2,0\% | 9,8\% | 561 | 530 | 5,7\% |
| Net debt | 3.741 | 4.088 | 4.495 | -8,5\% | -16,8\% | 3.741 | 4.495 | -16,8\% |
| Net debt / EBITDA | 2,7 | 3,4 | 3,5 | n.a. | n.a. | 2,7 | 3,5 | n.a. |

Earnings Conference Call and Webcast:

## In Portuguese:

August 12th - 9:30 am (BRA) /
8:30 am (EUA - EST)
Access: +55 (11) 2188-0155
Código: Suzano

In English:
August 12th - 11:30 am (BRA) /
10:30 am (EUA - EST)
Acesso: +1 (412) 858-4600
Código: Suzano

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 - Second Quarter of 2010 (2Q10) 

## Market Overview

Pulp: second quarter marked by successive price increases.

In 2Q10, global pulp shipments totaled 10.1 million tons, up $0.2 \%$ and down $4.1 \%$ in relation to 1 Q10 and $2 Q 09$ respectively, according to the Pulp and Paper Products Council - PPPC (World 20 Report). The reduction in relation to 2 Q09 reflects the high sales volume in that period, as a result of the strategy to reduce inventory levels due to the international crisis.

Global eucalyptus pulp shipments in the quarter declined by $3.1 \%$ and $6.4 \%$ from 1 Q10 and 2Q09, respectively, reaching 3.4 million tons, mainly reflecting the limited supply from Chilean producers following the earthquake, which negatively impacted part of their production capacity. The main destinations of eucalyptus market pulp in 2Q10 were Europe (45.9\%), China (17.0\%), North America (11.9\%), Latin America (11.5\%) and Others (13.8\%).

In 2Q10, global market pulp production was approximately 9.9 million tons, recording a $1.7 \%$ decrease in comparison to $1 Q 10$ and a $5.4 \%$ increase from 2 Q 09 , which is explained by the restarts of production capacities that were shut down as a result of the international financial crisis.

The reduction in pulp production capacity observed in February 2010, which basically was due to the strong earthquake occurred in Chile, was offset by the restart of operations in Chile in the second quarter, that reached operating levels of approximately $90 \%$ of its pre-earthquake levels.

However, other factors limited world pulp supply in the second quarter, such as:(i) delays in the startup of the Chinese plant Rizhao (originally expected for April 2010, but postponed to June 2010) and (ii) idle capacity that has not resumed after temporary shutdowns caused by financial or operational problems (e.g., Terrance Bay and Catalyst).

After a 17 month period when pulp demand exceeded pulp production, interrupted only in December 2009, January 2010 and May 2010, inventories resumed their downward trend and remained at low levels in 2Q10, reaching 25 days of production at the end of June 2010, a reduction of 4 days from the same period of the previous year and 7.7 days below the historical average.

## Production, Shipments and Inventories



Given the low availability of market pulp during 2Q10 and the stable demand in relation to the same period of 2009, the upward trend in prices that began last year remained in place. The following chart shows hardwood pulp prices in 2Q10 and in the last 12 months:

Pulp Price by Region


[^0]Softwood pulp prices also presented an upward trend, reaching US $\$ 976 /$ ton in Europe, US $\$ 895 /$ ton in China and US $\$ 1,020 /$ ton in North America (Source: FOEX, TerraChoice and RISI).In the same period, the spread between softwood and hardwood grade prices was of approximately US\$60/ton, which encouraged the substitution of softwood by hardwood.

New price increases were announced during the second quarter, increasing eucalyptus pulp prices in June to US\$920/ton in Europe, US\$950/ton in North America and US\$850/ton in Asia.

Paper: Domestic demand for printing and writing paper and paperboard grows $13.6 \%$ vs 2Q09

According to the Brazilian Association of Pulp and Paper Producers (Bracelpa), domestic demand for printing and writing paper and paperboard was 611.3 thousand tons in 2Q10, up $6.0 \%$ and $13.6 \%$ in relation to $1 Q 10$ and 2Q09, respectively, indicating a recovery in the paper market following the crisis.

Printing and writing paper sales volume in Brazil reached 457.5 thousand tons in 2Q10, 6.9\% and 10.9\% higher than in 1Q10 and 2Q09, respectively, also according to Bracelpa. Of this total, demand for uncoated printing and writing paper grew $7.0 \%$ in comparison to 1 Q10 and remained flat in comparison to 2Q09, while demand for coated paper increased by $6.6 \%$ and $43.4 \%$ in relation to 1Q10 and 2Q09, respectively.

Following the same trend, total paperboard sales volume in the quarter increased by $3.7 \%$ and $22.2 \%$ in comparison to 1Q10 and 2Q09, respectively. Paperboard demand in Brazil followed the growth in the domestic economy and returned to pre-crisis levels.

In addition to the higher domestic demand for printing and writing paper and paperboard, in 2Q10, the share of exports in Brazilian total sales also increased. Total exports of printing and writing paper and paperboard reached 331.3 thousand tons in the period, $3.3 \%$ and $6.3 \%$ higher than in 1Q10 and 2Q09, respectively. According to Bracelpa, exports accounted for $40.0 \%$ of total sales in 2Q10, in comparison to $40.9 \%$ in 1 Q10 and $40.3 \%$ in 2 Q09.

The share of printing and writing paper imports in the domestic market decreased in the quarter, accounting for $23.4 \%$ of total sales volume in the domestic market in 2Q10, in comparison to $24.5 \%$ in $1 Q 10$ and $16.5 \%$ in 2 Q 09 . The higher level of imports in relation to 2Q09 is basically explained by the appreciation of the Brazilian real vs the U.S. dollar in the period.

Imports of coated printing and writing paper, a segment in which paper imports account for a higher share, represented $52.4 \%$ of the domestic market, in comparison to $53.4 \%$ in 1 Q 10 and $42.4 \%$ in 2 Q 09 . In the same period, imports of uncoated printing and writing paper accounted for $9.4 \%$ of total domestic sales, compared to10.5\% in 1Q10 and 7.8\% in 2Q09.

Paperboard imports represented 5.0\% of total domestic sales in 2Q10, in comparison to $5.7 \%$ in 1 Q10 and $6.0 \%$ in 2Q09.

According to the Pulp and Paper Products Council (PPPC), global demand for printing and writing paper increased by $9.9 \%$ in 1 H 10 compared to 1 H 09 , reaching 47.2 million tons and showing a market recovery trend. Emerging markets were mainly responsible for this growth, especially Asia and Latin America where demand increased by $18.1 \%$ and
$14.9 \%$, respectively, in the same period. Total sales volume to North America and Western Europe in 1 H 10 followed a similar trend, increasing $7.8 \%$ and $5.4 \%$, respectively, compared to 1 H 09 .

## Summary of Quarterly Results

Suzano reports net revenue of $\mathbf{R} \$ 1,188.9$ million and EBITDA of $\mathbf{R} \$ 412.6$ million in the quarter

Suzano's pulp and paper sales volume totaled 717.1 thousand tons in 2Q10, up 11.7\% in comparison to 1 Q10 and down $16.7 \%$ in relation to 2 Q 09 , respectively. In 2Q09, the Company's sales presented substantial growth in view of the efforts to reduce inventory levels and working capital during the international crisis. Of the total volume sold in the quarter, pulp sales accounted for 420.2 thousand tons, while paper sales totaled 296.9 thousand tons. In the first six months of this year, the Company's total sales volume was of $1,359.4$ thousand tons, or $10.3 \%$ lower than in the same period of 2009.

Quarterly EBITDA ( $\mathbf{R} \$$ million)


Suzano recorded net revenue of $\mathrm{R} \$ 1,188.9$ million in $2 \mathrm{Q} 10,22.5 \%$ and $8.2 \%$ higher than in $1 Q 10$ and 2 Q 09 , respectively. In the first six months, net revenue was $\mathrm{R} \$ 2,159.6$ million, or $5.8 \%$ higher than in 1 H 09 .

EBITDA totaled R\$412.6 million in the quarter, with EBITDA margin of $34.7 \%, 17.2$ p.p. lower than in $1 Q 10$ and 13.6 p.p. higher than in 2Q09. Excluding non-recurring effects of EBITDA in the previous quarter, which primarily reflected the sale of forestry assets, 2Q10 EBITDA margin was 2.3 p.p. higher than in 1Q10. In 1H09, EBITDA was R\$ 916.8 million, with EBITDA margin of $42.5 \%$.

Suzano recorded net income of R\$ 134.7 million in 2Q10, as a result of the gross income of $\mathrm{R} \$ 395.8$ million in the period and the negative impacts of $R \$ 97.6$ million from net financial expenses and $R \$ 44.7$ million from monetary and foreign exchange losses caused by the Brazilian real depreciation against the U.S. dollar in the quarter (based on the end-of-period exchange rate).

On June 30, 2010, consolidated net debt totaled $\mathrm{R} \$ 3,740.8$ million and EBITDA in the last 12 months was $\mathrm{R} \$ 1,389.5$ million, which led to a net debt/EBITDA ratio of 2.7 , considering the effects of laws 11,638/07 and 11,941/09.

## Performance Analysis

The following financial statements were prepared in accordance with the regulations of the Brazilian Securities and Exchange Commission (CVM) and the accounting guidelines introduced by the Brazilian Corporation Law (Law $6,404 / 76$ ), which include the clauses added, amended and excluded by Law 11,638 of December 28, 2007, Executive Order 449 of December 3, 2008, later transformed into Law 11,941 of May 27, 2009, and the Technical Pronouncements applicable to the Company, issued by the Accounting Pronouncements Committee (CPC) and approved by the CVM and the Federal Accounting Council, whose main purpose is to converge the accounting principles adopted in Brazil into international accounting standards.

## Business Environment

The economic scenario in 2Q10 was marked by uncertainty regarding expansion of major world economies. The weak recovery in employment and consumption levels in the United States, combined with potential challenges in the financial system in the Euro Zone and the fiscal crisis in Europe, led to a revision in expectations for world economic growth. In emerging countries, economic growth remained robust, despite the weaker indicators and isolated signs of deceleration in China.

The Brazilian economy continued to present a positive performance, despite the slight drop in retail sales, consumer confidence and industrial production. Nevertheless, GDP growth should remain above 7\% in 2010. Inflation expectations remained above the government's target of $4.5 \%$ p.a., which supported monetary tightening by the Central Bank of Brazil, with the Selic basic interest rate ending the quarter at $10.25 \%$ p.a. In 2Q10, the Brazilian real depreciated by $1.2 \%$ against the U.S. dollar, closing the quarter at R\$1.80/US\$.

| Fx rate, R\$ / US\$ | 2Q10 | 1Q10 | 2Q09 |
| :--- | :---: | :---: | :---: |
| Beginning of period | 1.78 | 1.74 | 2.32 |
| End of period | 1.80 | 1.78 | 1.95 |
| Average | 1.79 | 1.80 | 2.07 |
| Variation | $1.2 \%$ | $2.3 \%$ | $-15.7 \%$ |
| Average Fx variation | $-0.6 \%$ | $3.7 \%$ | $-10.4 \%$ |

Note: Foreign exchange variations were calculated using four decimal places.Source: Central Bank

In the quarter, the U.S. Dollar appreciated also against most of the relevant currencies for determining pulp prices. Accordingly, in addition to the Brazilian Real, the Euro, the Canadian dollar and the Chilean Peso also depreciated by $9.4 \%, 4.8 \%$ and $4.2 \%$, respectively, against the U.S. Dollar, while the Chinese yuan appreciated by $0.7 \%$ in the quarter.

## Income Statement

| R\$ Million | 2Q10 | 1Q10 | 2Q09 | 1H10 | 1H09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net revenue | 1188.9 | 970.6 | 1099.2 | 2159.6 | 2042.1 |
| Cost of goods sold | -793.2 | -723.3 | -891.5 | -1516.5 | -1557.9 |
| Gross profit | 395.8 | 247.3 | 207.7 | 643.1 | 484.2 |
| Selling expenses | -49.7 | -60.9 | -39.7 | -110.6 | -75.8 |
| General and administrative expenses | -58.2 | -58.3 | -55.6 | -116.5 | -102.9 |
| Financial expenses | -146.9 | -155.0 | -101.1 | -301.9 | -237.6 |
| Financial revenue | 49.3 | 59.4 | 94.6 | 108.7 | 170.4 |
| Other operating income, net | 8.7 | 253.2 | 3.2 | 261.9 | 8.3 |
| Operating profit before monetary variation | 198.9 | 285.7 | 109.2 | 484.6 | 246.6 |
| Net monetary and exchange rate variation | -44.7 | -75.4 | 529.3 | -120.2 | 567.4 |
| Operating profit (loss) | 154.1 | 210.3 | 638.5 | 364.4 | 814.0 |
| Income and social contribution taxes | -19.5 | -80.1 | -199.3 | -99.6 | -285.0 |
| Net income (loss) for the period | 134.7 | 130.2 | 439.2 | 264.9 | 529.0 |

## Net Revenue

Price increases and higher sales volumes in relation to 1 Q 10 were the main drivers of net revenue growth in the quarter


Suzano recorded net revenue of R\$ 1,188.9 million in 2Q10, $22.5 \%$ and $8.2 \%$ higher than in 1Q10 and 2Q09, respectively. In the same period, the Company's total pulp and paper sales volume was 717.1 thousand tons, up $11.7 \%$ from 1 Q10 and down $16.7 \%$ from 2Q09. Net revenue in the period was basically influenced mainly by the following factors:

1. Higher pulp and paper sales volume versus 1Q10: pulp sales in $1 Q 10$ were impacted by unscheduled downtimes at the Mucuri Unit.
2. Lower pulp and paper sales volume versus 2Q09: the Company's sales presented significant growth in 2 Q 09 in view of the efforts to reduce inventories and working capital during the international crisis.
3. Variation in the Brazilian real / U.S. dollar exchange rate: the appreciation in the average Brazilian real/U.S. dollar exchange rate in the period of $0.6 \%$ in relation to 1 Q 10 and $13.6 \%$ in relation to 2 Q 09 , which affected revenue from exports.
4. Increases in the average net price in Brazilian real (pulp and paper) of $9.7 \%$ vs $1 Q 10$ and $29.9 \%$ vs $2 \mathrm{Q} 09 . \mathrm{In}$ U.S. dollar terms, the average net price increased by $10.4 \%$ in relation to 1 Q 10 and by $50.3 \%$ in relation to 2 Q 09 .

Pulp sales accounted for $58.6 \%$ of total sales volume in 2 Q10, compared to $60.0 \%$ in the previous quarter. As a percentage of net revenue, the share of pulp sales was $47.0 \%$ in the quarter, compared to $46.2 \%$ in 1 Q10 and $41.3 \%$ in 2 Q09.

Net Revenue Breakdown


In the first six months of this year, net revenue was $\mathrm{R} \$ 2,159.6$ million, or $5.8 \%$ higher than in 1 H 09 . In the same period, the Company's total pulp and paper sales volume decreased by $10.3 \%$ from 1 H 09 to $1,359.4$ thousand tons.

## Pulp and Paper Sales

| Net Sales | 2Q10 |  | 1Q10 |  | 2Q09 |  | 1 H 10 |  | 1H09 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | R\$ MM | Kton | R\$ MM | Kton | R\$ MM | Kton | R\$ MM | Kton | R\$ MM | Kton |
| Domestic market | 466,3 | 230,7 | 390,8 | 205,1 | 411,9 | 210,2 | 857,1 | 435,8 | 781,3 | 386,1 |
| Pulp | 87,4 | 72,6 | 71,3 | 67,0 | 54,6 | 64,9 | 158,6 | 139,6 | 109,4 | 118,3 |
| Total Paper | 378,9 | 158,1 | 319,5 | 138,1 | 357,3 | 145,3 | 698,5 | 296,2 | 671,9 | 267,8 |
| Uncoated P\&W Paper | 195,2 | 85,4 | 169,9 | 76,1 | 212,4 | 88,7 | 365,1 | 161,5 | 386,3 | 159,2 |
| Coated P\&W Paper | 74,1 | 31,4 \| | 58,7 | 26,8 | 60,6 | 23,1 | 132,7 | 58,2 | 121,6 | 44,6 |
| Paperboard | 109,6 | 41,4 | 91,0 | 35,2 | 84,3 | 33,5 | 200,6 | 76,5 | 163,9 | 63,9 |
| Exports | 722,7 | 486,4 | 579,8 | 437,2 | 687,3 | 651,1 | 1.302,5 | 923,6 | 1.260,8 | 1.129,2 |
| Pulp | 471,2 | 347,6 | 377,1 | 318,4 | 399,5 | 482,7 | 848,4 | 666,1 | 741,3 | 850,3 |
| Total Paper | 251,4 | 138,7 | 202,7 | 118,8 | 287,9 | 168,4 | 454,1 | 257,6 | 519,5 | 278,9 |
| Uncoated P\&W Paper | 203,3 | 111,2 | 154,7 | 89,1 | 231,5 | 129,3 | 358,0 | 200,3 | 423,5 | 218,8 |
| Coated P\&W Paper | 5,2 | 2,5 | 6,5 | 3,5 | 8,3 | 5,3 | 11,7 | 6,0 | 12,0 | 6,8 |
| Paperboard | 42,9 | 25,0 | 41,5 | 26,2 | 48,1 | 33,7 | 84,4 | 51,2 | 84,0 | 53,3 |
| Total | 1.188,9 | 717,1 | 970,6 | 642,3 | 1.099,2 | 861,3 | 2.159,6 | 1.359,4 | 2.042,1 | 1.515,3 |
| Pulp | 558,6 | 420,2 \| | 448,4 | 385,4 | 454,0 | 547,6 | 1.007,0 | 805,6 | 850,7 | 968,6 |
| Total Paper | 630,4 | 296,9 : | 522,2 | 256,9 | 645,2 | 313,7 | 1.152,5 | 553,8 | 1.191,4 | 546,7 |
| Uncoated P\&W Paper | 398,5 | 196,6! | 324,6 | 165,3 | 443,9 | 218,1 | 723,1 | 361,8 | 809,8 | 378,0 |
| Coated P\&W Paper | 79,3 | 33,8 | 65,1 | 30,4 | 68,9 | 28,4 | 144,5 | 64,2 | 133,6 | 51,4 |
| Paperboard | 152,5 | 66,4 | 132,5 | 61,3 | 132,4 | 67,2 | 285,0 | 127,8 | 248,0 | 117,2 |

## Pulp Business Unit

Quarter marked by successive price increases in all markets
Pulp Sales ('000 ton)


Suzano sold 420.2 thousand tons of market pulp in 2Q10, $9.1 \%$ higher than in 1 Q10 and $23.3 \%$ lower than in 2 Q 09.

In 2Q10, the main destinations of the Company's pulp sales were Europe (38.3\%) and Asia (36.7\%), followed by Brazil $(17.3 \%)$, North America ( $7.2 \%$ ) and South/Central America ( $0.5 \%$ ). Europe accounted for a higher share of sales in 2Q10 than in the previous quarter.

Destination of Pulp Sales - 1Q10


Total sales: 385.4 ktons.

Net revenue from pulp sales was $\mathrm{R} \$ 558.6$ million in 2Q10, $24.6 \%$ and $23.0 \%$ higher than in 1 Q10 and 2Q09, respectively. Net revenue was positively impacted by the successive price increases in the quarter and the higher sales volume in relation to 1 Q10. In the comparison to 2Q09, sales volume was lower, reflecting the destocking strategy of that period. However, this reduction was more than offset by the higher pulp prices in the period.

Pulp Revenue ( R \$ million)


The average net pulp price (domestic and export) in U.S. dollar terms was US\$ 741.5/ton in 2Q10, 15.0\% and 85.5\% higher than in 1 Q 10 and 2 Q 09 , respectively. In Brazilian real terms, the average net price (domestic and export) was $\mathrm{R} \$ 1,329.2 /$ ton , or $14.2 \%$ and $60.3 \%$ higher than 1 Q 10 and 2 Q 09 , respectively.

## Paper Business Unit

Suzano's domestic paper sales volume in the 1 H 10 increased by $10.6 \%$ in comparison to the same period of 2009
Paper Sales ('000 ton)

| 296.9 |  | 313.7 | 553.8 | 546.7 |
| :---: | :---: | :---: | :---: | :---: |
|  | 256.9 |  | 257.6 | 278.9 |
| 138.7 | 118.8 | 168.4 |  |  |
| 158.1 | 138.1 | 145.3 |  | 267.8 |
| 2Q10 | 1Q10 | 2 Q 09 | 1H10 | 1H09 |

Suzano's paper sales volume in 2 Q 10 was 296.9 thousand tons, $15.5 \%$ higher than in 1 Q 10 and $5.4 \%$ lower than in 2Q09. Suzano's domestic paper sales totaled 158.1 thousand tons in the period, $14.5 \%$ and $8.8 \%$ higher than in 1Q10 and 2Q09, respectively.

Printing and writing paper sales volume of 230.4 thousand tons in 2Q10 represented $77.6 \%$ of total paper sales in the quarter, $17.8 \%$ higher than in 1Q10 and $6.5 \%$ lower than in 2Q09. Domestic sales accounted for $50.7 \%$ of this volume, or 116.8 thousand tons.

Paperboard sales volume was 66.4 thousand tons in the quarter, up $8.4 \%$ from 1 Q10 and down $1.1 \%$ from 2 Q 09. Domestic sales accounted for $62.3 \%$ of total paperboard sales in the quarter.

Domestic sales volume accounted for $53.3 \%$ of the Company's total paper sales in 2Q10, compared to $53.7 \%$ in 1Q10 and 46.3\% in 2Q09.

Net revenue from paper sales reached $\mathrm{R} \$ 630.4$ million in the quarter, $20.7 \%$ higher than in 1Q10 and $2.3 \%$ lower than in 2Q09. The increase in net revenue is explained by the higher volume of paper sales (+15.5\%) and higher average prices $(+4.5 \%)$. Despite the increase of $3.2 \%$ in average paper prices in 2 Q 10 versus 2 Q 09 , revenue decreased due to lower sales volume in the period (reduction of $5.4 \%$ ).

Average net paper price (domestic and exports) in 2 Q 10 was $\mathrm{R} \$ 2,123.4 /$ ton, increasing by $4.5 \%$ and $3.2 \%$ in relation to 1Q10 and 2Q09, respectively, which was partially influenced by the Brazilian real appreciation (average exchange rate) in the period of $0.6 \%$ in comparison to 1 Q10 and of $13.6 \%$ versus 2Q09.

The average net paper price in Europe was US\$ 835/ton in 2Q10 (uncoated, reels), which represents an average spread over the net pulp price of US\$ 57/ton, or US\$ $173 /$ ton below the historical average of the past 10 years.

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

|  |  |  | 1,152.5 | 1,191.4 |
| :---: | :---: | :---: | :---: | :---: |
|  | 522.2 | 645.2 | 454.1 | 519.5 |
| \| 630.4 | |  |  |  |  |
| \| 251.4 | 202.7 | 287.9 |  |  |
| 378.9 | 319.5 | 357.3 |  |  |
| ᄂ 2Q10. | 1Q10 | 2 Q 09 | 1H10 | 1H09 |

## Domestic Market

Suzano maintained its leadership in Brazil in printing and writing paper in the quarter, with domestic sales volume of 116.8 thousand tons. This volume was 13.8 thousand tons or $13.4 \%$ higher than the volume sold in 1Q10 and 4.9 thousand tons or 4.4\% lower than the volume sold in 2Q09.

The average net price of printing and writing paper in the domestic market in 2Q10 was R\$ 2,306.5/ton, or $3.9 \%$ higher and $5.5 \%$ lower than in 1 Q 10 and 2 Q 09 , respectively. The average net price of uncoated paper in the domestic market increased by $2.4 \%$ from the previous quarter and decreased by $4.5 \%$ from $2 Q 09$. The coated paper price, which historically has a higher correlation to the U.S. dollar, was $8.0 \%$ higher than in 1 Q 10 and $10.0 \%$ lower than in 2 Q09.

The price increases in printing and writing paper in comparison to 1 Q 10 was mainly due to the stronger demand in the domestic market. The reduction in comparison to 2 Q 09 is basically explained by the higher share of imported papers in the domestic market due to the appreciation in the Brazilian real against the U.S. dollar, which led local producers to reposition their prices.

Suzano's domestic paperboard sales totaled 41.4 thousand tons in 2Q10, 17.8\% and $23.7 \%$ higher than in 1 Q10 and 2Q09, respectively. Paperboard demand in Brazil followed the country's robust economic growth and has already surpassed pre-crisis levels. Paperboard prices in 2Q10 increased by $2.4 \%$ and $5.2 \%$ in relation to 1 Q10 and 2Q09, respectively.

## Exports

The Company's paper exports remained close to historical levels, representing $46.7 \%$ of total paper sales, or 138.7 thousand tons, compared to $46.3 \%$ in 1 Q10 and $53.7 \%$ in 2 Q 09 .

Sales to South/Central America accounted for $20.6 \%$ of total sales (domestic and exports) in the quarter, 16.5\% higher than in 1Q10. Combined with the volume sold in Brazil, the region accounted for $73.8 \%$ of sales in 2 Q 10. Exports to mature markets (Europe and North America) reached 24.0\% of total sales in 2Q10.

Net revenue from exports totaled R\$ 251.4 million, $24.1 \%$ higher than in 1Q10 and $12.7 \%$ lower than in 2Q09.

Destination of Paper Sales - 2Q10


Total sales: 630.4 ktons.

Destination of Paper Sales - 1Q10


Total sales: 522.2 ktons.

Average net export price in U.S. dollar in the quarter was $7.0 \%$ and $22.7 \%$ higher than in 1Q10 and 2Q09, respectively. In Brazilian real, prices were $6.3 \%$ and $6.0 \%$ higher than in 1Q10 and 2Q09, respectively. The price increases in Brazilian real were negatively impacted by the currency's appreciation against the U.S. dollar in comparison to prior periods.

## Production and Costs

| Consolidated Production | 2Q10 | 1Q10 | 2Q09 | 1H10 | 1H09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total (thousand tons) | 705.5 | 659.1 | 674.4 | 1,364.6 | 1,321.6 |
| Market Pulp | 422.2 | 381.4 | 416.3 | 803.6 | 791.1 |
| Total Paper | 283.2 | 277.7 | 258.1 | 560.9 | 530.5 |
| Uncoated P\&W Paper | 189.5 | 182.8 | 180.5 | 372.3 | 363.8 |
| Coated P\&W Paper | 32.6 | 31.8 | 26.3 | 64.4 | 59.4 |
| Paperboard | 61.1 | 63.1 | 51.3 | 124.3 | 107.2 |

1 Q10 Market pulp production was added in 5.7 thousand tons compared to last quarter released
figures.
Total production in 2Q10 was 705.5 thousand tons, compared to 659.1 thousand tons in 1Q10 and 674.4 thousand tons in 2Q09. Production in 2Q10 was composed of 422.2 thousand tons of market pulp and 283.2 thousand tons of paper. In 1H10, production totaled $1,364.6$ thousand tons, compared to $1,321.6$ thousand tons in 1 H 09 , and was composed of 803.6 thousand tons of market pulp and 560.9 thousand tons of paper.

There were no general maintenance downtimes at the Mucuri Unit in 2Q10. As a result of the downtimes performed in 1Q10, part of the annual scheduled maintenance was executed in advance, postponing the next maintenance downtimes at the two lines of the Mucuri Unit to 3Q10. Suzano Unit carried out a general maintenance downtime in 2Q10.

Market pulp production cash cost at the Mucuri Unit in 2Q10, excluding the costs related to depletion of the forestry base, was $\mathrm{R} \$ 464 /$ ton, $9.2 \%$ higher than in 1Q10, mainly due to higher costs associated with the acquisition of wood
from third parties (accounting for approximately $75 \%$ of the cost increase) and inputs (approximately $25 \%$ of the cost increase). In comparison to 2Q09, cash cost increased by $27.9 \%$. Higher wood costs are associated with the increase in wood supply from third parties in 2Q10, compensating reduced wood purchases in 2009, when the Company had significantly lowered its use of third parties wood as part of its efforts to reduce costs during the international crisis. Third parties wood supply should decrease during 2 H 10 .

Pulp Cash Cost (Mucuri) - 2Q10 x 1Q10


Despite the fact that there was no maintenance downtime at the Mucuri Unit in 2Q10, there was an additional R\$3/ton cost related to maintenance of the auxiliary boiler, increasing the total production cash cost to R\$467/ton.

| Cash Cost (R\$/t) | 2Q10 | 1Q10 | 2Q09 |
| :---: | :---: | :---: | :---: |
| Excluding maintenace downtime | 464 | 425 | 363 |
| Including maintenace downtime | 467 | $455^{1}$ | 372 |

${ }^{1}$ Includes unscheduled downtimes at the Mucuri Unit, as published in the notice to the market dated February 1, 2010.

Cost of goods sold (COGS) in the quarter increased 9.7\% from 1Q10 and decreased 11.0\% from 2Q09, mainly due to:(i) increase of $11.7 \%$ in pulp and paper sales volume vs 1 Q10 and the reduction of $16.7 \%$ vs 2Q09, (ii) higher wood costs and international logistics in relation to 1Q10, (iii) higher share of paper in the Company's total sales volume versus 1Q10 and 2Q09, and (iv) costs with the general maintenance downtime at the Suzano Unit in the period of approximately R\$ 10 million. In 1H10, COGS decreased by $2.7 \%$ from 1 H 09 to $\mathrm{R} \$ 1,516.5$ million.

Average COGS per ton in the quarter was $\mathrm{R} \$ 1,106.1 /$ ton, $1.8 \%$ lower and $6.9 \%$ higher than in $1 Q 10$ and 2Q09, respectively. The increase in total production in the quarter, with higher dilution of fixed costs and lack of nonrecurring costs that impacted the 1Q10 results, led to a reduction in the average cost per ton in relation to 1Q10.In comparison to 2Q09, the increased paper share in total sales in the quarter (+5 p.p.), in addition to the impact of higher costs, the general maintenance downtime at Suzano Unit and higher fixed costs, led to an increase in the average wood COGS.

## Operating Expenses / Revenues

Selling expenses decreased by $18.3 \%$ in relation to 1 Q10 and increased by $25.4 \%$ from 2 Q 09 to total $\mathrm{R} \$ 49.7$ million in 2Q10.The reduction in 2Q10 in relation to the previous quarter was mainly due to a higher than usual allowance for doubtful accounts of R\$ 17.9 million in 1Q10 and the reduction in expenses with third-party services, which offset the higher expenses with exports in the quarter. The higher selling expenses in comparison to 2 Q 09 was mainly due to the allowance for doubtful accounts of $\mathrm{R} \$ 1.4$ million, as well as higher expenses with exports and personnel. Additionally, expenses with overseas subsidiaries, which previously were booked as administrative expenses, are booked as selling expenses in 2010.

Administrative expenses totaled $\mathrm{R} \$ 58.2$ million in 2 Q 10 , stable ( $-0.1 \%$ ) in relation to 1 Q 10 and $4.8 \%$ higher than in 2Q09. The increase in comparison to 2Q09 was mostly due to higher personnel expenses, which were partially offset by the reduction in general expenses. In addition, as mentioned above, expenses with overseas subsidiaries are no longer booked under administrative expenses since the beginning of 2010.

The other operating revenues (expenses) line presented a positive net result of R\$8.7 million in 2Q10, compared to a positive net result of $R \$ 253.2$ million in 1Q10.This result was negatively impacted by provision for actuarial liabilities of $R \$ 5.4$ million, and positively impacted by the sales of wood and other products, such as, pallets, shavings and scrap, which totaled approximately $\mathrm{R} \$ 15.6$ million in the quarter. In the previous quarter, the result was positively affected by the sale of forestry assets in the state of Minas Gerais in the amount of R\$ 334 million.

EBITDA

| R\$ Million | $:$ | $2 \mathrm{Q10}$ | 1 Q 10 | $\mathbf{2 Q 0 9}$ | $\mathbf{1 H 1 0}$ | $\mathbf{1 H 0 9}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| EBIT | 296,5 | 381,4 | 115,7 | 677,8 | 313,8 |  |
| Depreciation/Depletion/Amortization | 116,2 | 122,8 | 116,7 | 239,0 | 234,2 |  |
| EBITDA | 412,6 | 504,2 | 232,4 | 916,8 | 548,0 |  |
| Gross Profit/Net Sales | $33,3 \%$ | $25,5 \%$ | $18,9 \%$ | $29,8 \%$ | $23,7 \%$ |  |
| EBITDA/Net Sales | $34,7 \%$ | $51,9 \%$ | $21,1 \%$ | $42,5 \%$ | $26,8 \%$ |  |
| Net Debt/EBITDA (LTM) | 2,7 | 3,4 | 3,5 | 2,7 | 3,5 |  |
| LTM - last twelve months | $\cdots$ | $\cdots$ |  |  |  |  |

LTM - last twelve months

EBITDA totaled $\mathrm{R} \$ 412.6$ million in the quarter, with EBITDA margin of $34.7 \%$, a decrease of 17.2 p.p. in relation to 1 Q10 and an increase of 13.6 p.p. when compared to 2 Q09. Excluding the non-recurring items of EBITDA in the previous quarter, which mainly reflected the sale of forestry assets, EBITDA margin was 2.3 p.p. higher than in 1 Q10. EBITDA totaled R\$ 916.8 million in 1 H 09 , with EBITDA margin of $42.5 \%$.

The main impacts on the 2Q10 EBITDA and operating margins in relation to 1Q10 include:

## Positive drivers

(i) Increase in the average net pulp prices in U.S. dollar and Brazilian real in both domestic and export markets;
(ii) Growth in pulp and paper sales in both domestic and export markets;
(iii) Reduction in selling expenses, as detailed above (page 15), and;
(iv) Reduction in average cost of goods sold per ton, as detailed above (page 14).

## Negative drivers

(i) Reduction in the net result of the other operating revenues (expenses) line: R\$ 8.7 million in 2Q10, versus $\mathrm{R} \$ 253.2$ million in 1 Q 10 , mainly due to the sale of forestry assets in 1 Q 10 .

## Financial Result

Net financial expenses in 2 Q 10 were R\$ 97.6 million, compared to $\mathrm{R} \$ 95.7$ million in 1 Q 10 and $\mathrm{R} \$ 6.5$ million in 2 Q 09. Net financial expenses in the quarter were affected by the $\mathrm{R} \$ 13.2$ million loss from hedge operations involving swaps, which compares to the R\$ 32.5 million loss in $1 Q 10$ and the $R \$ 51.2$ million gain in $2 Q 09$ from those operations.

Suzano's funding operations and currency hedge policy are guided by the fact that more than $50 \%$ of its net revenue comes from exports denominated in U.S. dollar, while the vast majority of production costs are pegged to the Brazilian real. This structural exposure allows the Company to contract export financing lines in U.S. dollar at more competitive costs 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 U.S. dollar that is not linked to debt obligations or other U.S. dollar-linked obligations is sold in the currency market as the funds come into the country.

In order to provide additional protection, Suzano sells dollars in the futures market to secure attractive operating marginsfor a portion of its revenue.These sales in the futures market are limited to a minor portion of the excess currency flows over a period of 18 months, and therefore are matched to the amount of currency available for sale in the near term. The Company uses the most liquid financial instruments in the market and (i) does not contract leveraged operations or other forms of embedded options that alter the purpose of the hedge, and (ii) does not hold any dual-index debt or debt with any other forms of implicit options.Suzano maintains strict risk-management controls and its financial statements reflect the market value of all of its financial assets and liabilities.

On June 30, 2010, the net notional value of currency transactions in the U.S. dollar futures market was US\$ 242.1 million, of which US\$ 167.1 million was through conventional non-deliverable forward (NDF) contracts, and US\$ 75 million through U.S. dollar put and call options to protect export net revenue without initial costs for the Company (zero cost collar structures). The maturities are distributed between July 2010 and May 2011 in order to secure attractive operating margins for a minor portion of net revenue 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 R\$ 13.2 million from swap operations in the quarter is composed primarily by the gains of: (i) R $\$ 10.4$ million from the sale of NDFs, and (ii) $\mathbf{R} \$ 1.1$ million from swaps of interest rates and indexes; and the loss of R\$ 24.5 million in swaps to fix the Libor rate in financing agreements.

The expenses with monetary and currency variation reached $R \$ 44.7$ million in the quarter and are explained by the foreign exchange rate variation of $1.2 \%$ on the balance exposure between the start and end of the quarter.

## Net Income

Net income in the quarter reached R\$ 134.7 million, in comparison to net income of R\$ 130.2 million in 1 Q10 and R\$ 439.2 million in 2Q09. As in the previous quarter, the Brazilian real slightly depreciated against the U.S. dollar in 2Q10 ( $1.2 \%$, end of period), which negatively impacted the Company's financial results, due to the impact on debt denominated in foreign currencies. The opposite occurred in 2Q09, when the Brazilian real appreciated $15.7 \%$ against the U.S. dollar, generating significant financial gains for the Company.

Therefore, in addition to the operational factors that impacted EBITDA, other items also affected the variation in net income in the quarter:(i) the accounting losses from monetary and foreign exchange variations of $\mathrm{R} \$ 44.7$ million in 2Q10, compared to the accounting losses of $R \$ 75.4$ million in 1 Q10 and the accounting gain of $R \$ 529.3$ million in 2Q09; and (ii) the net financial expenses of $\mathrm{R} \$ 97.6$ million in 2 Q 10 , compared to $\mathrm{R} \$ 95.7$ million in 1 Q 10 and $\mathrm{R} \$ 6.5$ million in 2Q09. In the first six months of the year, net income was R\$ 264.9 million, or $49.9 \%$ lower than in 1 H 09 , when foreign exchange rate variation generated a significant financial gain.

## Other Information

## Investments

The table below presents the Company's investments in the quarter:

| Investments - R\$ '000 | - - - | 1Q10 | 2Q09 |
| :---: | :---: | :---: | :---: |
| Maintenance | 53,712 | 75,723 | 61,451 |
| Industrial | 19,702 | 13,202 | 15,872 |
| Forestry | 34,009 | 62,521 | 45,579 |
| Expansion ${ }^{1}$ | 69,228 | 35,077 | 20,166 |
| Other | 1,918 | 387 | 1,173 |
| TOTAL | 124,857 | 111,187 | 82,790 |

[^1]
## Debt

On June $30^{\text {th }}$, 2010, the Company's total debt (including debentures) stood at $R \$ 6,285.0$ million, versus $R \$ 6,486.6$ million on March $31^{\text {st }}$, 2010, with both figures adjusted to Laws 11,638/07 and 11,941/09. This represents a debt reduction of $R \$ 201.6$ million in the quarter.

On June $30^{\text {th }}$, 2010, debt denominated in foreign currency was $R \$ 3,052.8$ million, while debt denominated in local currency was $\mathrm{R} \$ 3,332.2$ million, both including interest and leasing.

The Company's total debt on June $30^{\text {th }}, 2010$ was composed by $84.2 \%$ of long-term maturities and $15.8 \%$ of shortterm maturities. The Company carried out funding operations in 2 Q 10 of approximately $\mathrm{R} \$ 62$ million, with maturities ranging from 3 to 9 years.

On June $30^{\text {th }}$, 2010, consolidated net debt stood at $R \$ 3,740.8$ million while last twelve months EBITDA totaled $\mathrm{R} \$$ $1,389.5$ million. Accordingly, net debt/EBITDA ratio was 2.7, already considering the effects of Laws 11,638/07 and 11,941/09.

| Debt Breakdown - R\$ Million | $6 / 30 / 2010$ | $3 / 31 / 2010$ | $6 / 30 / 2009$ |
| :--- | :---: | :---: | :---: |
| Local Currency | 3,152 | 3,160 | 3,071 |
| Short Term | 389 | 374 | 632 |
| Long Term | 2,763 | 2,786 | 2,439 |
| Foreign Currency | 3,009 | 3,161 | 3,669 |
| Short Term | 542 | 565 | 914 |
| Long Term | 2,468 | 2,596 | 2,755 |
| Interests | 51 | 91 | 101 |
| Leasing | 73 | 75 | 82 |
| Short Term | 15 | 14 | 13 |
| Long Term | 58 | 61 | 69 |
| Gross Debt | 6,285 | 6,487 | 6,923 |
| -$)$ Cash and Cash Equivalents | $-2,544$ | $-2,399$ | $-2,429$ |
| Net Debt | 3,741 | 4,088 | 4,495 |

All amounts in the table above incorporate the adjustments introduced by Laws 11.638/07 and 11.941/09.

Index Exposure 06/30/2010


Amortization
( $R \$$ million)


## Capital Markets

The Company's equity - already considering the $25 \%$ bonus shares distributed on April $30^{\text {th }}, 2010$ - is represented by $134,776,890$ common shares (SUZB3) and $258,326,230$ preferred shares (SUZB5 and SUZB6), with a total of $393,103,120$ shares traded in the São Paulo Stock Exchange (BM\&FBovespa). Out of this total, the Company had $4,154,685$ preferred shares and $6,786,194$ common shares held in treasury on June $30^{\text {th }}, 2010$.

At the end of June, the preferred shares SUZB5 were quoted at $\mathrm{R} \$ 15.21$. The Company's shares integrate Special Corporate Governance Level 1 of BMF\&Bovespa and have been included in the Corporate Sustainability Index (ISE) of said stock exchange for the last 5 consecutive years.

The Company's stock price decreased by $21.7 \%$ in 2 Q 10 . During the same period, the benchmark Ibovespa index decreased by $13.4 \%$ and the $\operatorname{IBrX}-50$ index decreased by $15.4 \%$. During the quarter, there were increases in daily financial volume and number of trades, with an average of $R \$ 27.2$ million and 2,471 , respectively. Market capitalization on June $30^{\text {th }}$ was $\mathrm{R} \$ 5.8$ billion, compared to $\mathrm{R} \$ 7.5$ billion on March $31^{\text {st }}$. In 2 Q 10 , the stock's free float was at 44.6\%.

Stock Performance


Liquidity


## Debentures

At the Debenture Holders General Meeting held on May 4th, 2010, holders of $93.88 \%$ of the $1^{\text {st }}$ Series Debentures and $100 \%$ of the $2^{\text {nd }}$ Series Debentures approved the following: (i) change of the maximum limits for the Net Debt/Shareholders' Equity and Net Debt/EBITDA ratios; (ii) amendment of the definition of "Consolidated Net Debt" in the Debenture Deed; and (iii) inclusion of an option to repurchase Debentures by the Issuer in certain cases of early maturity. In order to adopt these changes, on May $11^{\text {th }}, 2010$ the Company paid the Debenture Holders a premium equivalent to $0.75 \%$ of the Debentures' updated value in the approximate amount of $\mathrm{R} \$ 4.2$ million.

## Ripasa

In May 2010, Suzano and Fibria executed with the group of Ripasa's former controlling shareholders a Private Instrument for the Purchase and Sale of Shares, by way of which the Company became the holder of the remaining equity ( 983,006 preferred shares "A", including bonus shares) for the total amount of $R \$ 42.6$ million. Of said amount, R\$ 23.6 million, equivalent to the market value of the shares, was recorded in 2Q10 as treasury stock in the Shareholders' Equity account, while the additional amount of $\mathrm{R} \$ 19.0$ million was recorded as financial expense in the quarter.

## Note:

Non-financial data such as volumes, quantity, average prices and average quotes, besides 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 $R \$ 4.0$ billion in 2009 , 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 andwriting 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.

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## Appendices - Financial Statements Consolidated Income Statement (R\$ ‘000)

INCOME STATEMENT - ACCORDING TO BRAZILIAN FEDERAL LAW 11.638/07
QUARTER (2Q10-1Q10-2Q09)
BRGAAP - CONSOLIDATED - IN BRAZILIAN REAIS ('000)

|  | 2Q10 | 1Q10 | 2Q09 |
| :---: | :---: | :---: | :---: |
| INCOME STATEMENT | Ajusted to Law 11.638/07 | Ajusted to Law 11.638/07 | Ajusted to Law 11.638/07 |
| Gross Sales | 1,333,694 | 1,092,181 | 1,227,642 |
| Sales Deductions | $(144,746)$ | $(121,577)$ | $(128,437)$ |
| Net Sales | 1,188,948 | 970,604 | 1,099,205 |
| Cost of Goods Sold | $(793,191)$ | $(723,282)$ | $(891,473)$ |
| Gross Profit | 395,757 | 247,322 | 207,732 |
| Operating Income (Expenses) | $(196,861)$ | 38,379 | $(98,503)$ |
| Selling Expenses | $(49,732)$ | $(60,873)$ | $(39,672)$ |
| General and Administrative Expenses | $(58,247)$ | $(58,284)$ | $(55,577)$ |
| Financial Expenses | $(146,855)$ | $(155,039)$ | $(105,675)$ |
| Financial Income | 49,291 | 59,377 | 99,217 |
| Other Operating Income | 8,682 | 253,198 | 3,204 |
| Operating Profit Before Monetary and Exchange Variations | 198,896 | 285,701 | 109,229 |
| Net Monetary and Currency Exchange Rate Variation | $(44,747)$ | $(75,403)$ | 529,296 |
| Net Income Before Income and Social Contribution Tax | 154,149 | 210,298 | 638,525 |
| Income and Social Contribution Taxes | $(19,470)$ | $(80,124)$ | $(199,285)$ |
| Net Income (Loss) for the Period | 134,679 | 130,174 | 439,240 |

Obs: Financial Expenses and Income in ITR (Quartely report to CVM) include monetary variation.

## Consolidated Balance Sheet (R\$ ‘000)

## BALANCE SHEET

## 30 JUNE 2010 \& 31 MARCH 2010

BRGAAP - CONSOLIDATED - IN BRAZILIAN REAIS ('000)
SUZANO PAPEL E CELULOSE S.A.

|  | ASSETS |  |  | LIABILITIES |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |
|  |  |  |  |  |

## Consolidated Cash Flow Statement (R\$‘000)

## Cash flows from operating activities

Net income (loss) for the financial period
Adjustments to reconcile net income to cash generated from operating activities
Depreciation, depletion and amortization
Result on sale of property, plant and equipment

Six months period to Consolidated | jun/10 $\quad$ jun/09 |
| :--- |

Exchange and monetary variation, net
Interest expenses, net
(Gains) loss on derivatives, net
Current and deferred income and social contribution taxes
Other taxes expenses

| 264,853 | 529,020 |
| ---: | ---: |
|  |  |
| 239,059 | 234,233 |
| $(277,285)$ | $(3,961)$ |
| 133,186 | $(667,524)$ |
| 200,206 | 185,603 |
| 45,681 | $(55,417)$ |
| 99,594 | 284,979 |
| 76,804 | 79,337 |
| 48,311 | $(2,762)$ |
| 2,597 | 2,442 |
| 7 | - |

Changes in operating assets and liabilities - current and non-current:
Reduction (Increase) in accounts receivable

| $(42,493)$ | 113,993 |
| ---: | ---: |
| $(40,322)$ | 193,265 |
| 103,453 | 121,085 |
| $(16,007)$ | $(17,719)$ |
| 12,834 | $(85,840)$ |
| 7,087 | $(52,640)$ |
| $(62,463)$ | $(47,298)$ |
| $(200,425)$ | $(159,388)$ |
| $(41,802)$ | $(36,792)$ |
| $(88,310)$ | $(135,440)$ |
|  |  |
| $\mathbf{4 6 4 , 5 6 5}$ | 479,176 |

Net cash from operating activities

| 464,565 |  | 479,176 |
| ---: | ---: | ---: |
|  |  |  |
|  |  | $(4,357)$ |
| $(236,044)$ |  | $(156,802)$ |
| 346,646 |  | 7,842 |
| 7,594 |  | 4,762 |
|  |  |  |
| 118,196 |  | $(148,555)$ |

Cash flows from financing activities
Dividends and Interest on Equity Payments
$(169,999)$
Contracted loans
Net proceeds generated by derivatives
Payment of loans
1,075,095
$(33,304)$
$(1,407,287)$
1,060,746
$(4,206)$
$(42,560)$
$(1,096,667)$
Purchase of own shares

| $(578,055)$ | $(40,127)$ |
| :---: | :---: |
| 6,288 | $(37,951)$ |
| 10,994 | 252,543 |
| 2,533,285 | 2,176,312 |
| 2,544,279 | 2,428,855 |
| 10,994 | 252,543 |

## Financings and Loans

Consolidated (R\$ ‘000)

|  |  | Average annual interest rate in jun/10 | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Index |  | jun/10 | mar/10 |
| For acquisition of equipament |  |  |  |  |
| BNDES - Finem | TJLP | 8.52\% | 1,822,328 | 1,877,109 |
| BNDES - Finem | Basket of Currencies | 6.48\% | 291,866 | 296,239 |
| BNDES - Finame | TJLP | 6.19\% | 8,242 | 8,938 |
| BNDES - Finame | Basket of Currencies | 7.09\% | 94 | 109 |
| BNDES - Automático | TJLP | 9.30\% | 3,725 | 4,173 |
| BNDES - Automático | Basket of Currencies | 7.09\% | 400 | 442 |
| FNE - BNB | Pre Fixed Rate | 8.50\% | 138,882 | 143,418 |
| FINEP | TJLP | 4.84\% | 36,314 | 37,137 |
| Crédito Rural (Rural Credit) | Fixed Rate + CDI | 0.00\% | - | 22,759 |
| Leasing | CDI + Exchange Rate | 9.59\% | 72,996 | 75,294 |

Working capital

| Trade Finance (Exports) | US\$ | 3.44\% | 2,088,713 | 2,196,332 |
| :---: | :---: | :---: | :---: | :---: |
| Trade Finance (Imports) | US\$ | 2.03\% | 331,793 | 355,518 |
| Nordic Investment Bank | US\$ | 5.74\% | 85,527 | 90,094 |
| Export Credit Note | CDI | 8.50\% | 332,065 | 355,090 |
| Export Credit Note | US\$ | 6.65\% | 55,702 | 54,170 |
| BNDES - EXIM | TJLP | 9.61\% | 189,063 | 128,070 |
| Others |  |  | 12,803 | 9,224 |
|  |  |  | 5,470,513 | 5,654,116 |
| Current Liabilities (including interests) |  |  | 909,275 | 913,269 |
| Non Current Liabilities |  |  | 4,561,238 | 4,740,847 |

## Debentures

Consolidated (R\$000)

| DEBENTURES |  |  | jun/10 |  |  | mar/10 | Index | Interest | Redemption |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Issuance | Series | Bonds | Current | Non Current | Total | Total |  |  |  |
| 3 rd . | 1st. | 333,000 | 10,192 | 456,461 | 466,653 | 477,923 | IGP-M | 10\% * | 4/1/2014 |
| 3 rd . | 2nd. | 167,000 | 957 | 99,774 | 100,731 | 102,334 | USD | 9.85\% | 5/7/2019 |
| 4th. | 1st. | 79,735 | 27,870 | 54,659 | 82,529 | 84,250 | TJLP | 2.50\% | 12/1/2012 |
| 4th. | 2nd. | 159,471 | 55,554 | 109,054 | 164,608 | 168,001 | TJLP | 2.50\% | 12/1/2012 |
|  |  |  | 94,573 | 719,948 | 814,521 | 832,508 |  |  |  |

[^2]
[^0]:    Source: Europe and China - FOEX (BHKP list price for the last week of each month) / North America - RISI (BEKP list price)

[^1]:    ${ }^{1}$ Since January 2010, the investments at Line 2 in the Mucuri Unit are considered maintenance investments.

[^2]:    * 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.

