



Agenda

- 1-. An overview to Empresas CMPC
- 2-. An overview to CMPC Pulp
- 3-. CMPC Celulose Riograndense

CMPC

US\$ **5.350** MM Sales
(LTM as of December 2017)

25 Different product lines

+ 30,000 Customers had preferred our products among almost 50 countries

17,500 Professionals and technicians



CMPC

CMPC is a P&P company, established in 1920, that produces solid wood products, pulp, paper, packaging products and tissue in Latin America



CMPC EBITDA breakdown
LTM as of December 2017

CMPC

A global player with world class industrial assets in:

8 countries

Chile, Peru, Colombia, Mexico, Brazil, Argentina, Uruguay and Ecuador

Selling to:

+30k clients

Over 30 thousand clients in more than 45 countries



Strategic Advantages: Self Owned Forests

CMPC owns almost **1,000,000 hectares** in areas highly suitable for forest use, located in Argentina, Chile and Brazil



700,000
Planted hectares

Chile	473,000
Brazil	170,000
Argentina	57,000

Our pulp mills



Laja

Los Ríos, Laja,
Región del Bío Bío

240,000

BSKP

+ 30.000 UKP

+ 70.000 sackraft paper



Pacífico

Collipulli, Angol,
Región de la Araucanía

500,000

BSKP



Santa Fe

Negrete, Nacimiento,
Región del Bío Bío

1,500,000

BEKP



Guaíba

Rua São Geraldo,
Guaíba, RS, Brasil

1,750,000⁽¹⁾

BEKP

+ 60.000 P&W papers

Mainly Graphic, Packaging, Tissue

*Tissue, Graphic, Folding Boxboard,
Specialties*

(1) Includes Guaíba Line 2 (1.3 million ton)

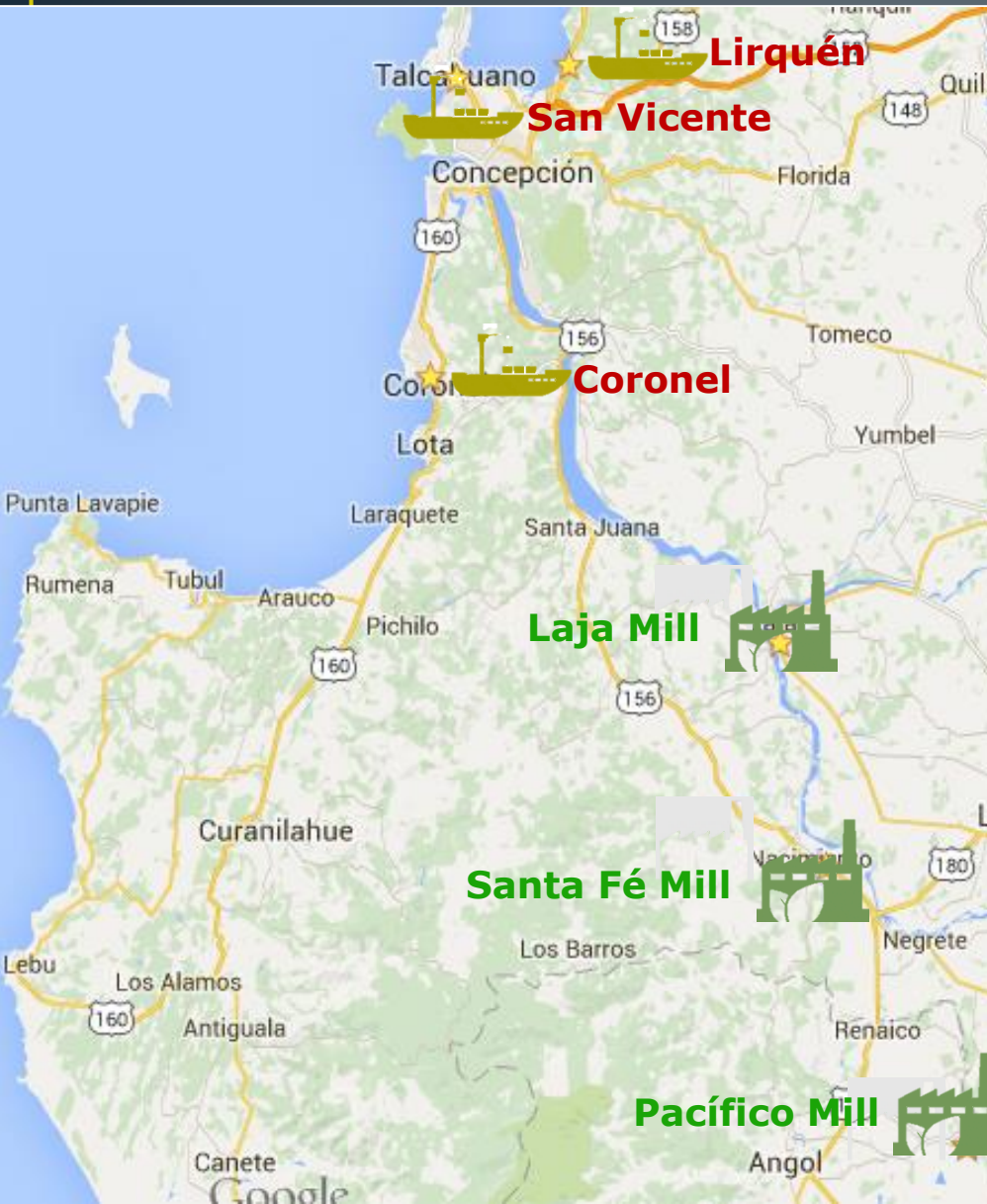
Supply chain: Mills and Ports Location



Head Office
Santiago, RM,
Chile.

CHILE

BRASIL





Guaíba site: 46 years of history

1968

Owner: Borregaard
Name: Borregaard



1975

Owners: Bank
/Pension Fund
Name: Riocell

2000

Owner: Klabin
Name: Klabin Riocell
Line 1 Rebuild



OCTOBER, 2009

CMPC Pulp bid



DECEMBER, 2012

Line 2 Project
US\$2.1 billion



1972

Pulp mill startup



1982

Owner: Private Fund
Line 1 Rebuild

2003

Owner: Aracruz
Name: Aracruz
Guaiba



DECEMBER, 2009

Owner: CMPC
Name: Celulose
Riograndense



2015

Line 2 startup

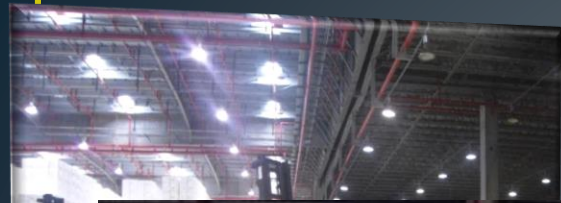








Main gate complex



North America	Europe	Latin America	Ásia
7%	31%	14%	40%

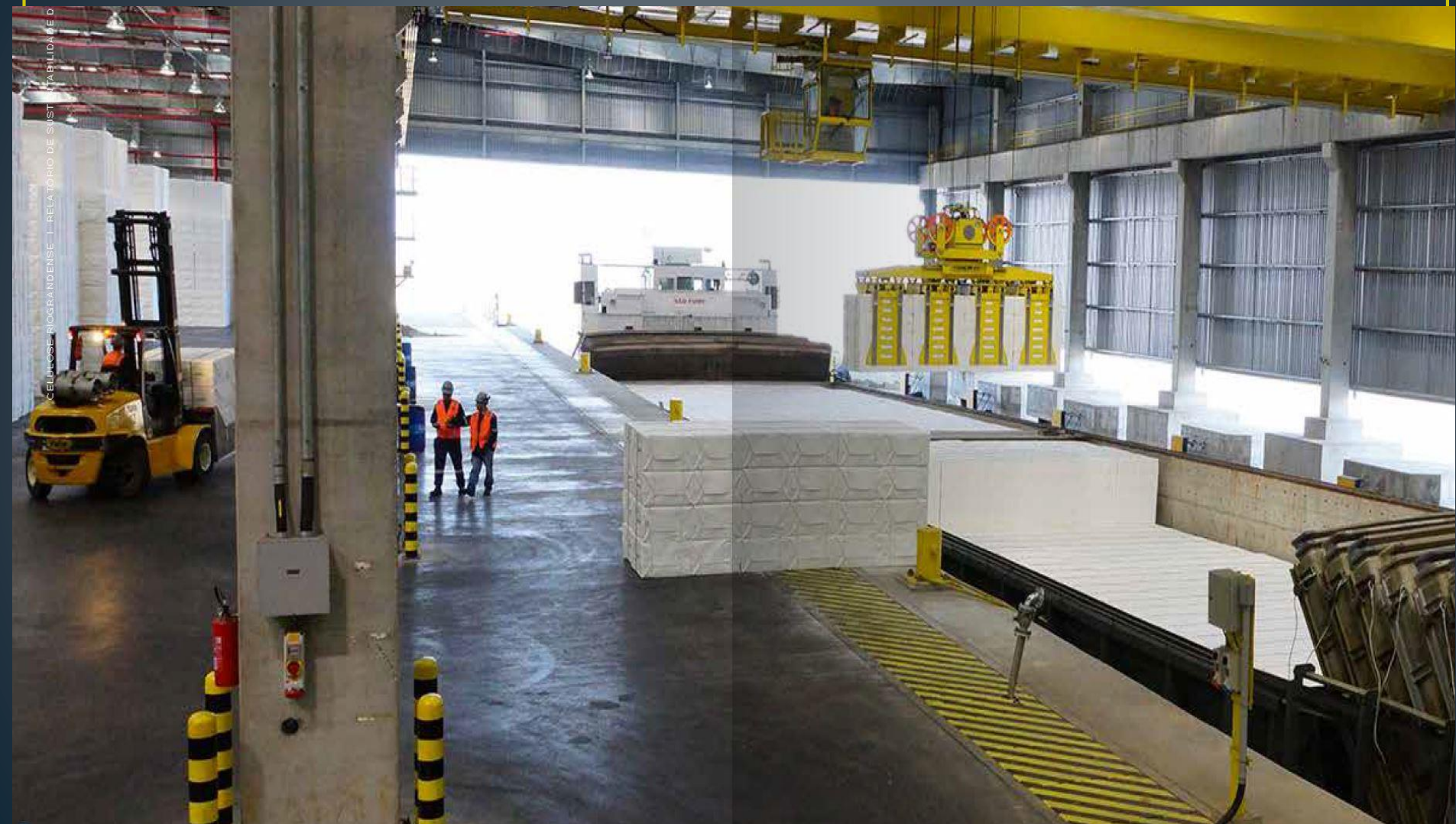
Guaiba AWT





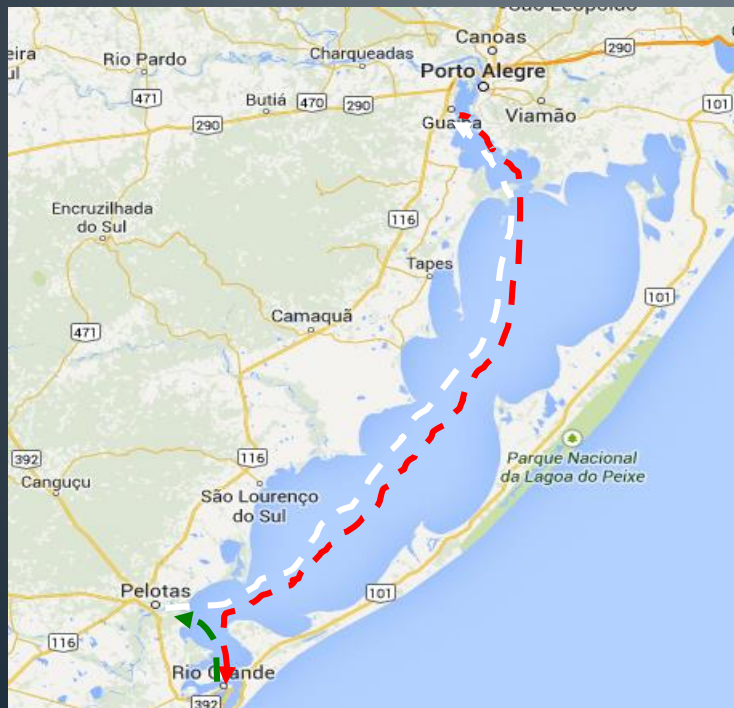
Guaíba Mill – AWT

CELULOSE RIOGRANDENSE – RELATÓRIO DE SUSTENTABILIDADE



BARGES CYCLE (WITH AND WITHOUT WOOD SUPPLY)

- /// The logistics plan moves 1.5 million tons of pulp per year by barges and 1.2 tons of wood from/to the Guaíba port
- /// There are 3 established port terminals: Guaiba, Rio Grande and Pelotas. An outsourced water transport service connects these terminals through the Patos Lagoon



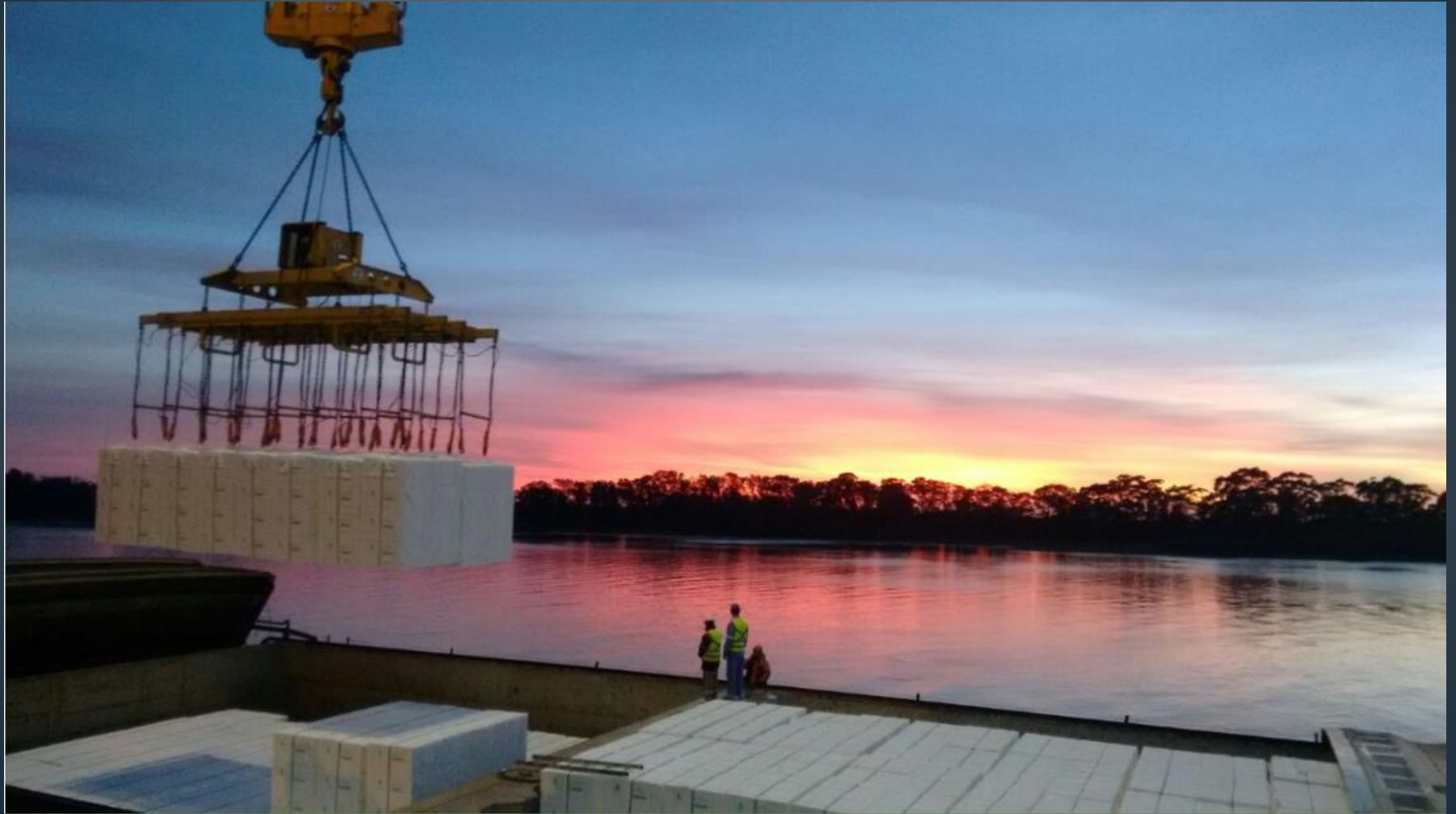
Barges Cycle (hr)	With wood	Without wood
Guaíba (pulp)		
Docking / Decoupling	2	2
Pulp load	8	8
Guaíba- Rio Grande Trip	20	20
Rio Grande		
Docking / Decoupling	2	2
Pulp unload	8	8
Contingencies(rain, strong fog, among others)	5.6	5.6
Rio Grande- Pelotas trip	4	
Rio Grande- Guaiba trip		20
Pelotas		
Docking / Decoupling	2	
Wood load	8.1	
Pelotas - Guaiba trip	20	
Guaíba (wood)		
Docking / Decoupling	2	
Wood unload	10.4	
Barge cleaning	4	
TOTAL	96.1	65.6



RIO GRANDE PORT



Barge Unloading Operation – Rio Grande



Warehouse in Rio Grande



Breakbulk Vessel Loading Operation Rio Grande



Breakbulk Vessel Loading Operation



Container Loading Dock – Rio Grande



Supply Chain: Our Logistic and Supply Routes

13 Main Terminals

+transhipments

Long term freight contracts

with specialized shipping companies

Flexibility and quick response

Permanent Stocks in Europe, Asia and Americas



Guaiba Integration with CMPC Chile

Respect for local cultures and particularities

Integration and alignment of processes and procedures

Forest Area

- Research & Development
- Exchange of Know How

Industrial Activities

- Production processes
- Spare parts management

Maintenance

- Own & Contracted Services

Administrative activities

- Management Systems - SAP

Logistics

- Sharing Vessels
- Overseas Terminals

Commercial

- Guaiba / Santiago 1 commercial area,

Back Office

- Guaiba / Santiago 1 integrated team

Communication:

- Video conference; direct phone connections

Working meetings:

- Involving personnel from Guaiba and Chile

People Exchange



Thanks for your
attention !