# 2nd QUARTER 2021

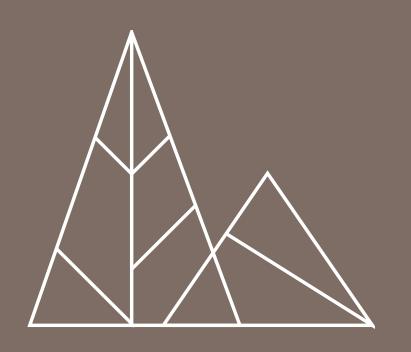
renewables for a better life

# Financial Results Conference Call Presentation August 26, 2021

Gianfranco Truffello Chief Financial Officer







# Disclaimer

This presentation contains forward-looking statements that are based on the beliefs, assumptions and expectations of the management of the Company based on currently available information.

They involve risks and uncertainties because they relate to future events or expectations and therefore depend on circumstances that may or may not occur in the future. Investors should understand that general economic conditions, industry conditions and other operating factors could also affect the future results of Arauco and could cause results to differ materially from those expressed in such forward-looking statements. For further discussion of these risks and uncertainties, investors should refer to quarterly and annual Arauco filings with the Chilean CMF and US SEC. The Company undertakes no obligation to publicly update or revise any forward-looking statements due to new information or future developments.

This presentation contains certain performance measures that do not represent IFRS definitions, as "EBITDA" and "Net financial debt". These measures cannot be compared with the same previously used by Arauco and the same used by other companies.

### arauco







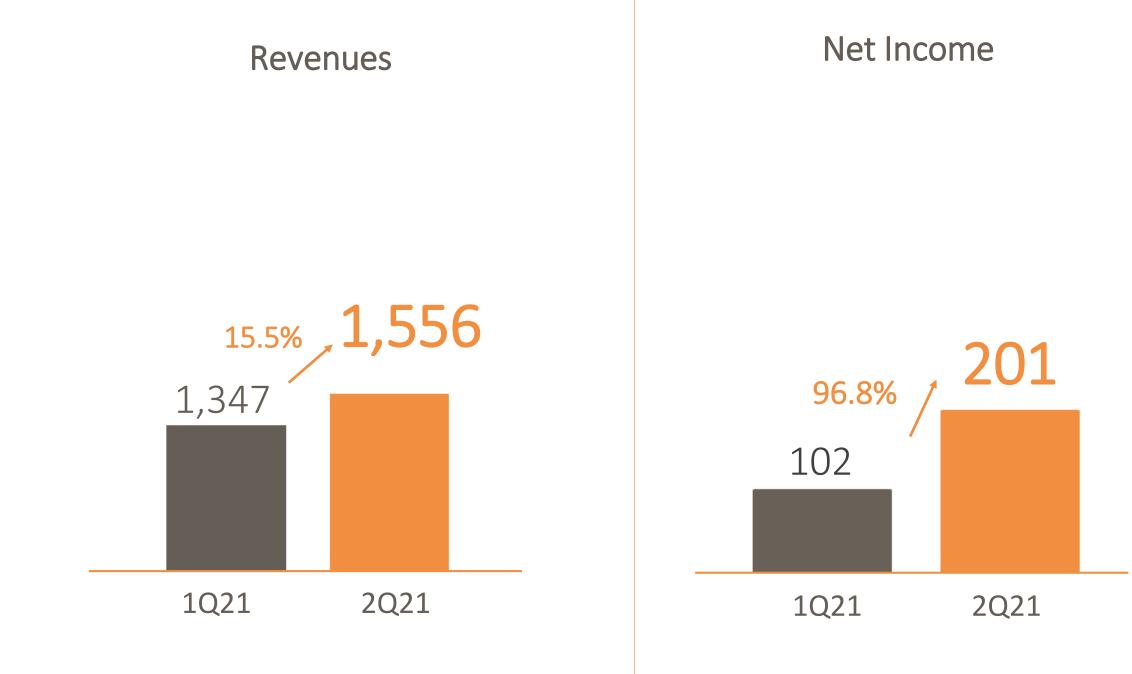
FINANCIAL REVIEW





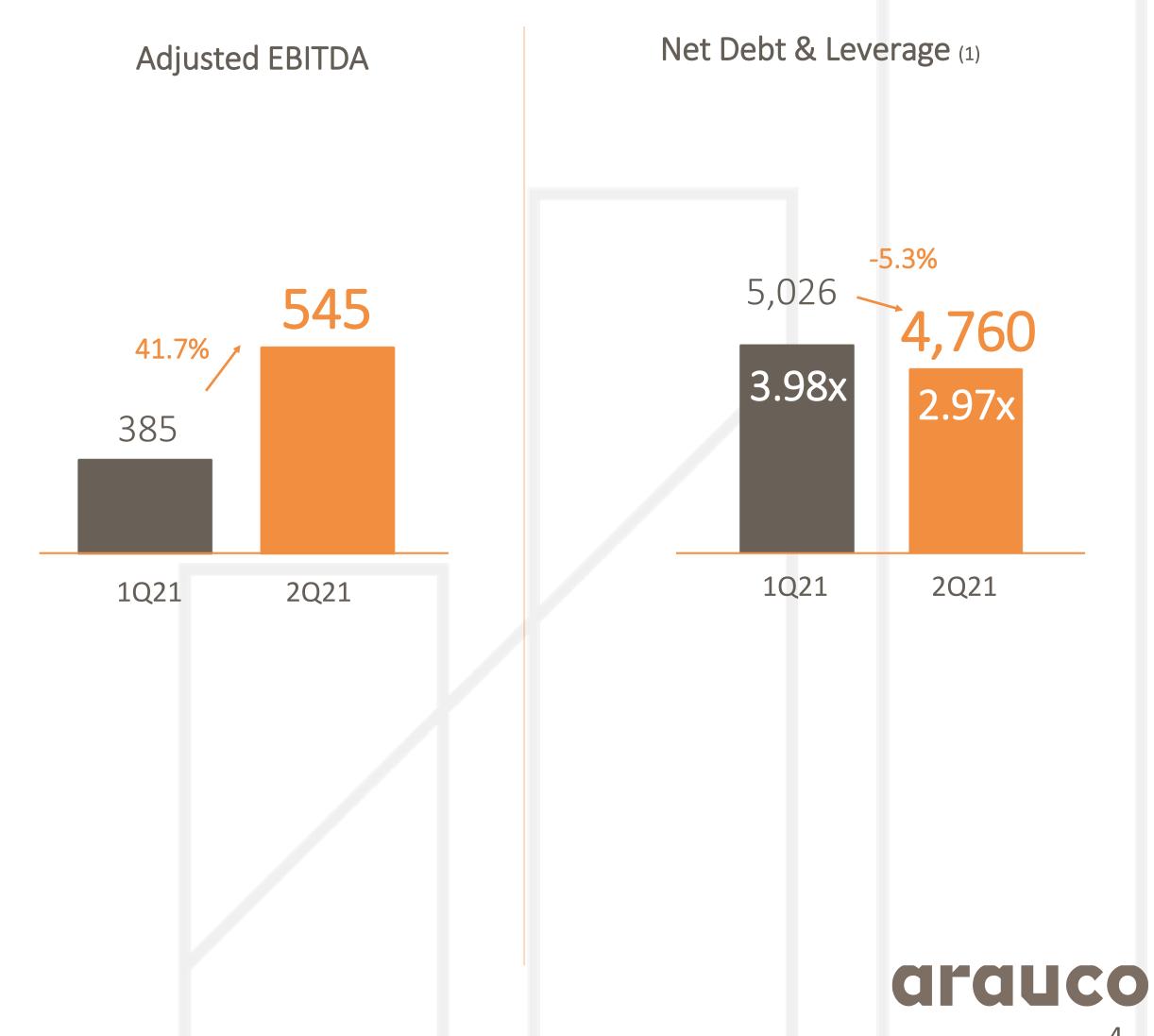
### MAIN FIGURES

► In US\$ million



(1) Calculated as Net Debt / LTM Adj. EBITDA

#### FINANCIAL REVIEW





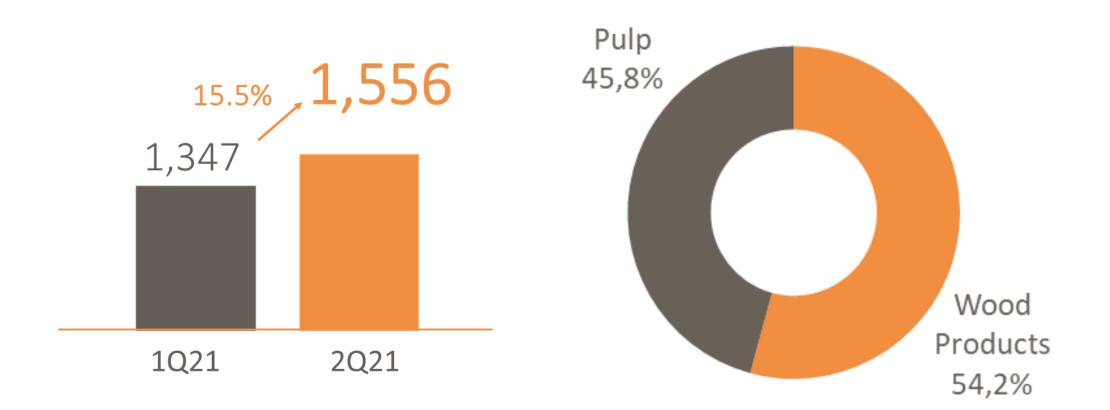


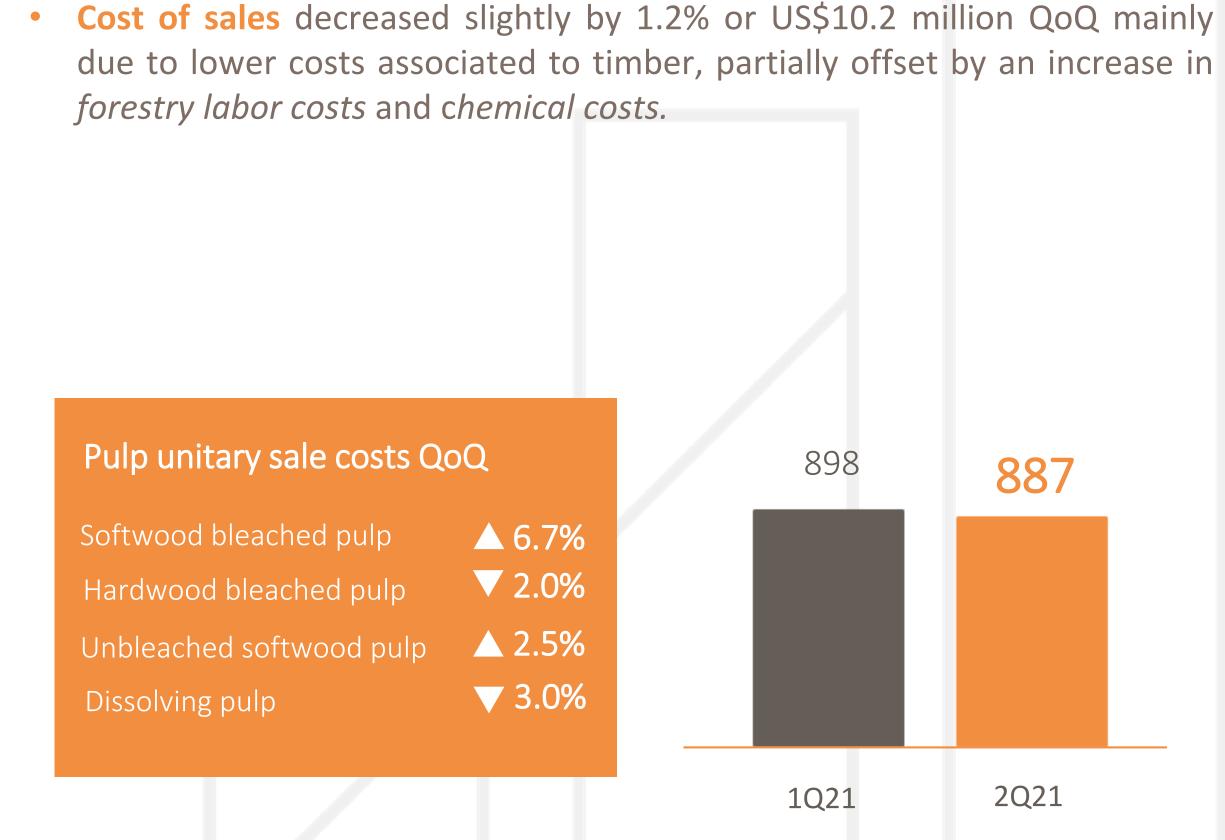
## **REVENUES, COSTS AND NON-OPERATIONAL RESULTS**

► In US\$ million

**Revenues** increased 15.5% compared to the first quarter of 2021.

- Pulp revenues increased by US\$136.6 million or 23.7%, mainly driven by a 39.9% increase in average prices, partially offset by a 4.2% decrease in sales volume.
- Wood products revenues increased by US\$72.2 million or 9.4%, mainly due to a 8.6% increase in average prices.











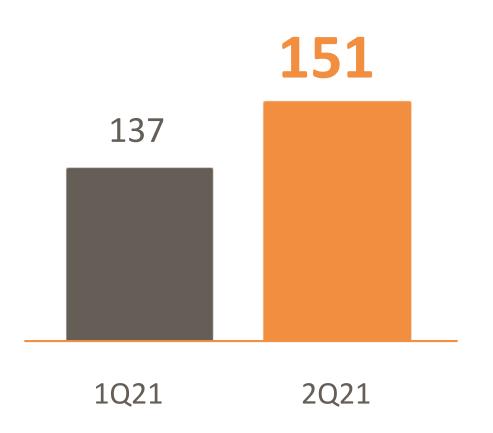


### REVENUES, COSTS AND NON-OPERATIONAL RESULTS

► In US\$ million

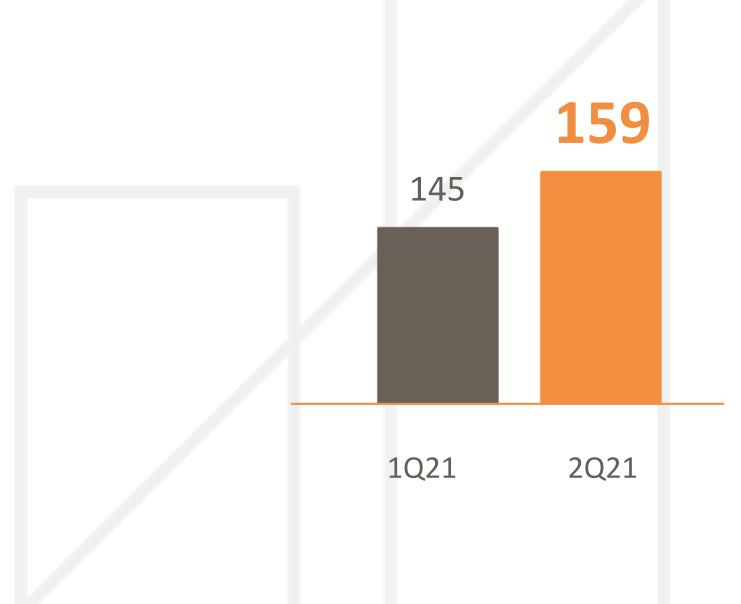
Administrative expenses increased by US\$14.2 million or 10.4% QoQ mainly due to an increase in:

- Other administrative expenses (sanitization services and COVID-19 testing).
- Property taxes, patents and municipality rights.
- Wages, salaries and severance indemnities.





Distribution costs increased 10.0% or US\$ 14.5 million due to an increase in *freight costs* caused by pandemic-related logistic issues.





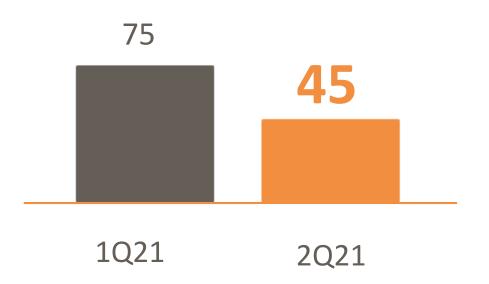






### REVENUES, COSTS AND NON-OPERATIONAL RESULTS

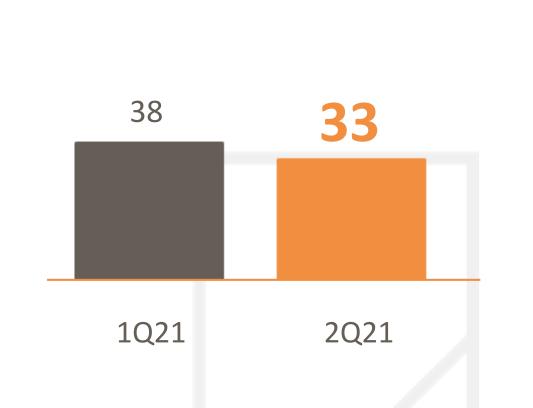
► In US\$ million



**Other income** decreased by US\$29.6 million or 39.5% QoQ.

This is mainly due to a decrease in profit on sales of permanent investments resulting from the sale of our shares in Forestal Los Lagos in the previous quarter.

#### FINANCIAL REVIEWS



#### **Other expenses** decreased by US\$4.5 million or 12.0%.

- Mostly explained by a decrease in *loss of forests* due to last quarter's adjustments related to the forest fire in Matto Grosso, Brazil.
- Partially offset by an increase in *impairment provision property, plant* and equipment and others.







### **INCOME STATEMENT**

► In US\$ million

#### Revenue

Cost of sales

#### **Gross profit**

Other income Distribution costs Administrative expenses Other expenses Financial income Financial costs Participation in (loss) profit in assoc ventures accounted through equity m Other income (loss) Exchange rate differences

**Income before income tax** 

Income tax

Net income

#### FINANCIAL REVIEW

	Q2 2021	Q1 2021	QoQ
	1,555.6	1,346.7	15.5%
	(887.2)	(897.8)	-1.2%
	668.4	448.9	48.9%
	45.4	75.0	-39.5%
	(159.3)	(144.8)	10.0%
	(150.7)	(136.5)	10.4%
	(33.0)	(37.5)	-12.0%
	7.6	6.8	11.2%
	(57.2)	(61.0)	-6.2%
ociates and joint method	8.7	2.5	249.0%
	-	-	-
	(5.2)	(8.5)	-38.5%
	324.8	145.0	124.0%
	(123.4)	(42.6)	189.3%
	201.4	102.4	96.8%

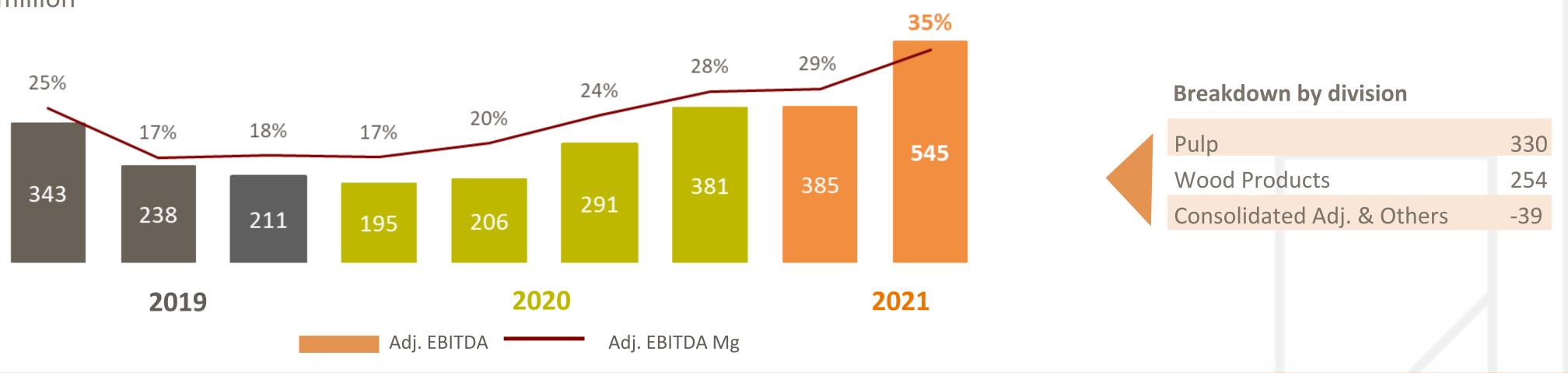
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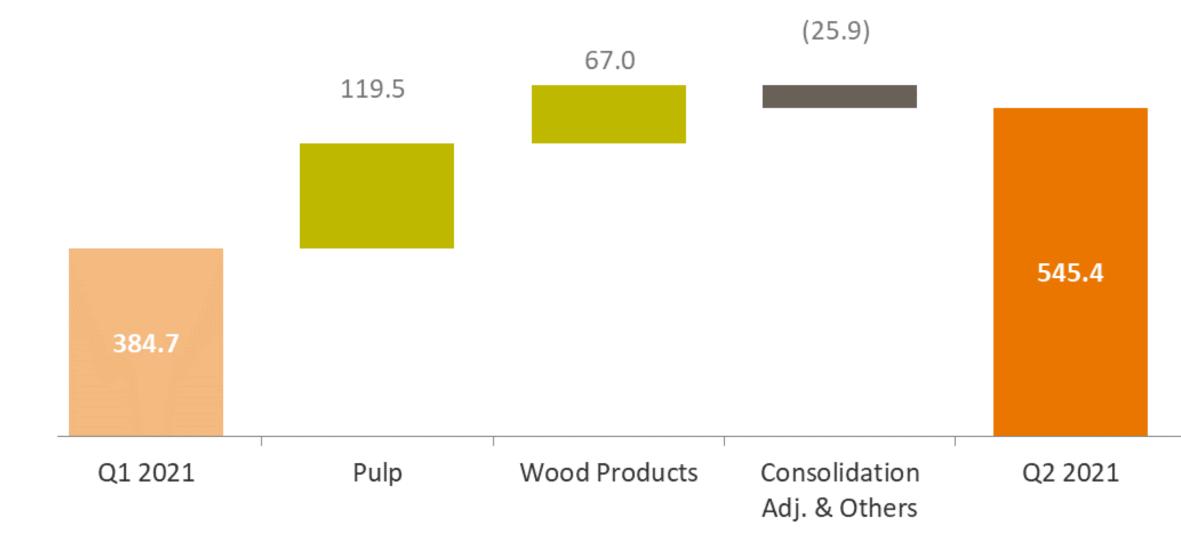




### **ADJUSTED EBITDA**

► In US\$ million





#### FINANCIAL REVIEWS

Adjusted EBITDA during the second quarter reached US\$545.4 million. Significant increases were US\$119.5 million in the pulp business segment and US\$67.0 million in the wood products business segment, both due to higher operational income.



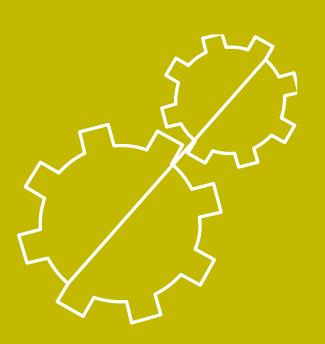
















### PULP

#### —— NBSK (China) —— BHKP (China) —— NBSK (Europe) 1,400 1,300 1,200 1,100 1,000 900 800 700 600 500 400 13n-18 Nar-18 Nav-18 141-18 569-18 Nov-18 12n-19 Nar-19 141-19 569-19 Nov-19 12n-20 Nav-20 141-20 569-20 Nov-20 12n-21 Nar-21 Nav-21 141-21 Source: RISI

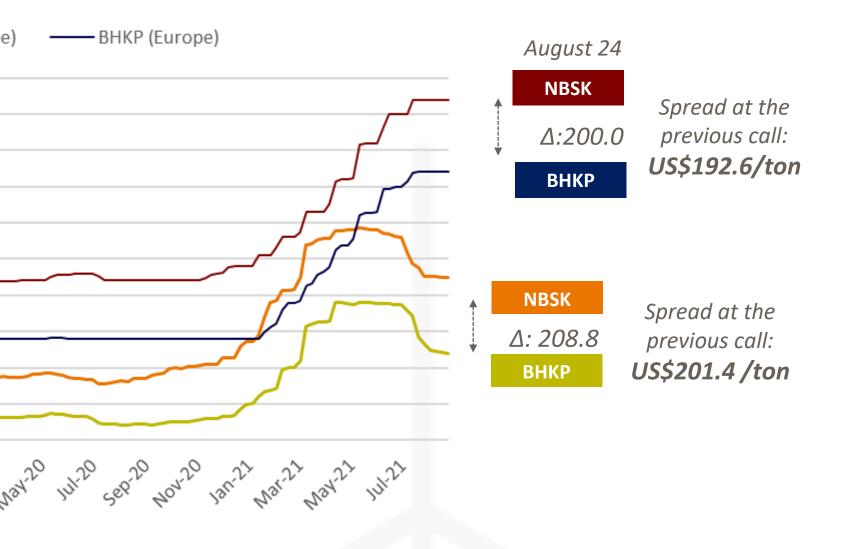
#### PIX Pulp Indexes (in US\$)

#### **Global Bleached Chemical Pulp Shipments variation – (5 months 2020 – 2021)**

Global BCP Shipments Change (tonnes)							
	2020	2021	% Var.				
China	8,910	8,890	-0.2%				
Europe	6,985	6,745	-3.4%				
Other Asia	4,270	3,795	-11.1%				
USA	2,820	2,770	-1.8%				
Rest of the World	1,870	1,785	-4.5%				
Total	24,850	23,980	-3.5%				

Source: Hawkins Wright

#### **REVIEW BY BUSINESS SEGMENT & OUTLOOK**



#### **Global\* BCP Producer Stocks**

#### In days of supply

	Dec-20	Jan-21	Mar-21	Apr-21	May-21
BSKP	35	39	36	37	38
BHKP	35	36	36	36	37

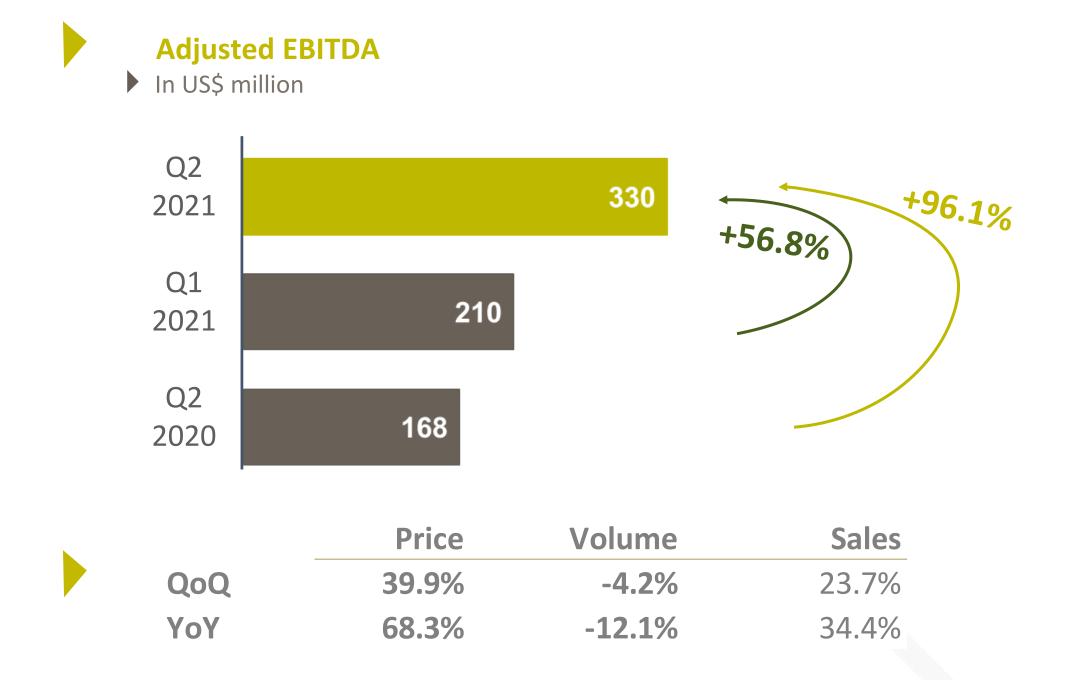
\*Excludes Russia and Indonesia Source: Hawkins Wright





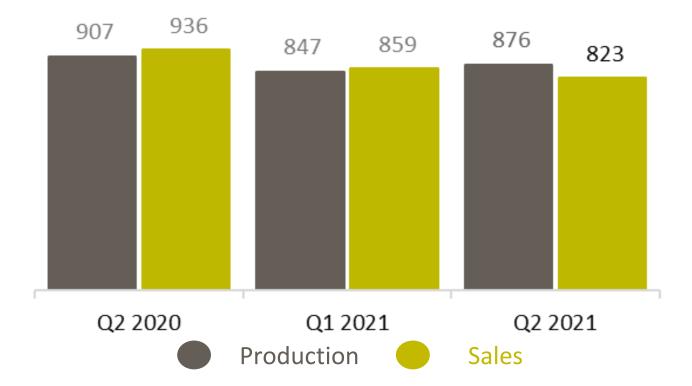


## PULP / ADJUSTED EBITDA



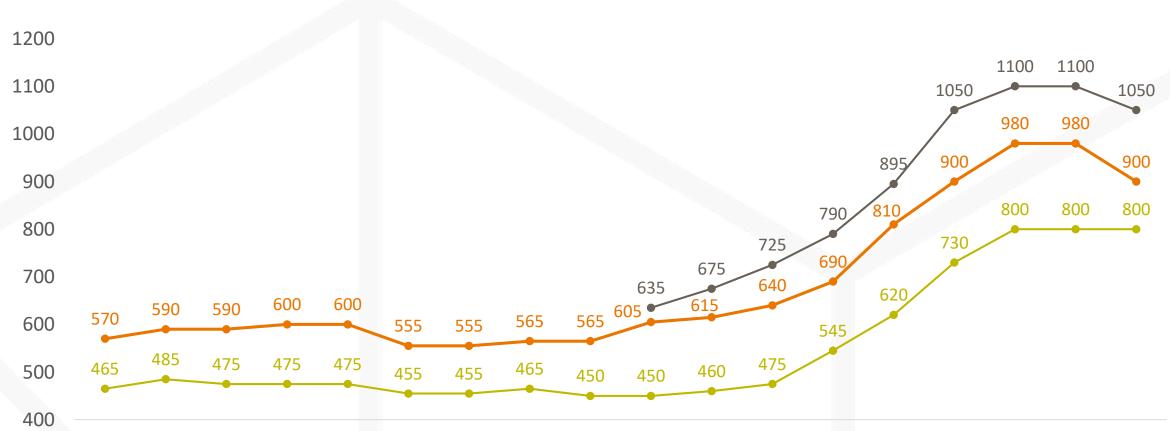
#### **Production and Sales Volume**

*In thousand tonnes* 



#### Q2 2021

- Prices kept increasing reaching peak levels in all grades and logistics challenges continued. Paper demand and consequently pulp demand was very active, and several customers asked for additional volume, especially in Europe.
- In China, pulp demand remained relatively stable. Short fiber price reached its highest level at the beginning of the quarter and then remained stable. Long fiber prices, after reaching its highest level, slightly decreased towards the end of the quarter.
- Dissolving pulp also reached a peak during the quarter following a drop in VSF prices and a pressure on Dissolving Pulp prices towards the end.



**BHKP, BSKP and DP Net prices - China** 

Jan '20 Feb '20 Mar '20 Apr '20 May '20 Jun '20 Jul '20 Ago '20 Sep '20 Oct '20 Nov '20 Dec 20 Jan '21 Feb '21 Mar '21 Apr '21 May '21 Jun '21



Source: ARAUCO







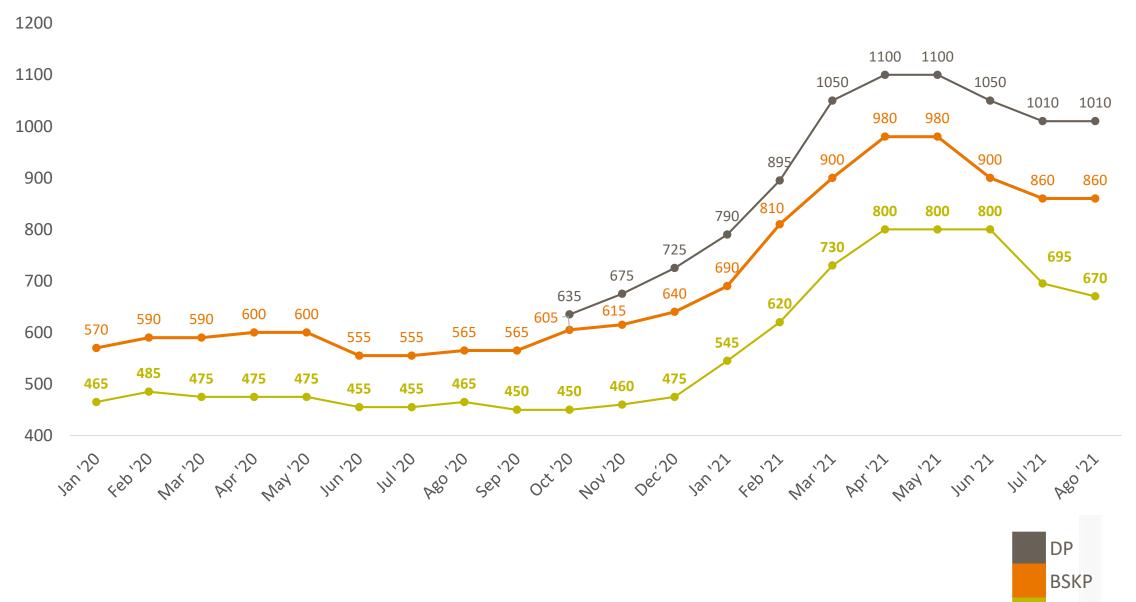




## PULP OUTLOOK

#### For the third quarter of 2021,

- Normal seasonality effects are expected causing a lower demand, accompanied by the effects of the lack of exports out of Asia deviating paper volumes into China where we can see oversupply of paper in general.
- Pressure on pulp prices remains, yet towards the end of 3Q prices are expected to remain at a good level.
- Regarding Dissolving Pulp, we believe the following months will continue to have some adjustment though less significant than those of paper grade pulp, in fact we see VSF prices stabilizing and even some signs of improvement.



ВНКР

#### **BSKP, BHKP and DP Net Prices - China**

#### **REVIEW BY BUSINESS SEGMENT & OUTLOOK**

#### 2021 Pulp Mills Days of Stoppages

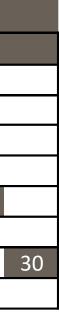
Mill		2021						2022				
		1Q			2Q		3Q	4Q		1Q		2Q
Arauco - Line 1	11											
Arauco - Line 2				22								
Constitución									13			
Licancel						11						
Nueva Aldea		19										10
Valdivia			11							10		
Esperanza					27							
Montes del Plata										10		

Maintenance Stoppages:







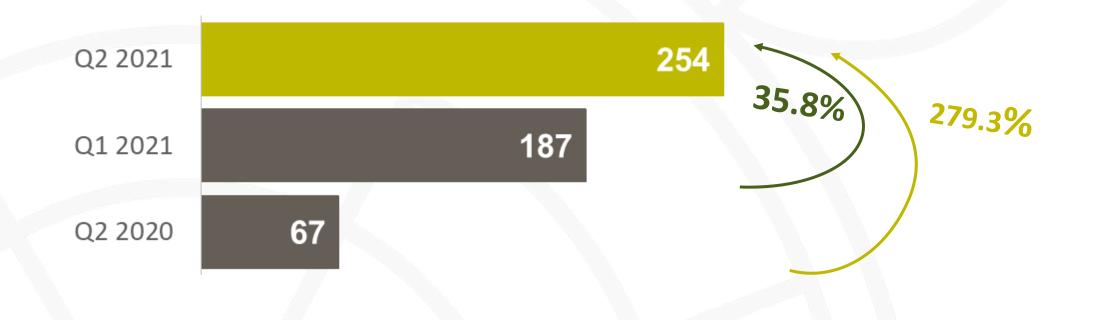






### WOOD PRODUCTS

#### **Adjusted EBITDA** In US\$ million



#### Q2 2021

- projects and by government measures that have favored consumption.
- products. Logistics problems continued throughout the quarter leading to low availability and higher prices.



• Panels sales increased mainly due to higher average prices (+9.7%). The market demand continued to rise, which is explained by strong demand for products of home improvement and remodeling, the reactivation of construction

• Solid Wood average prices also increased (+7.2%) due to higher demand for sawn timber and remanufactured wood

• Plywood sales volume decreased 21.2%, while average prices increased (+14.7%). This price increase was due to higher demand in markets such as Chile, Europe, Oceania and US, despite some logistical issues causing invoice delays.

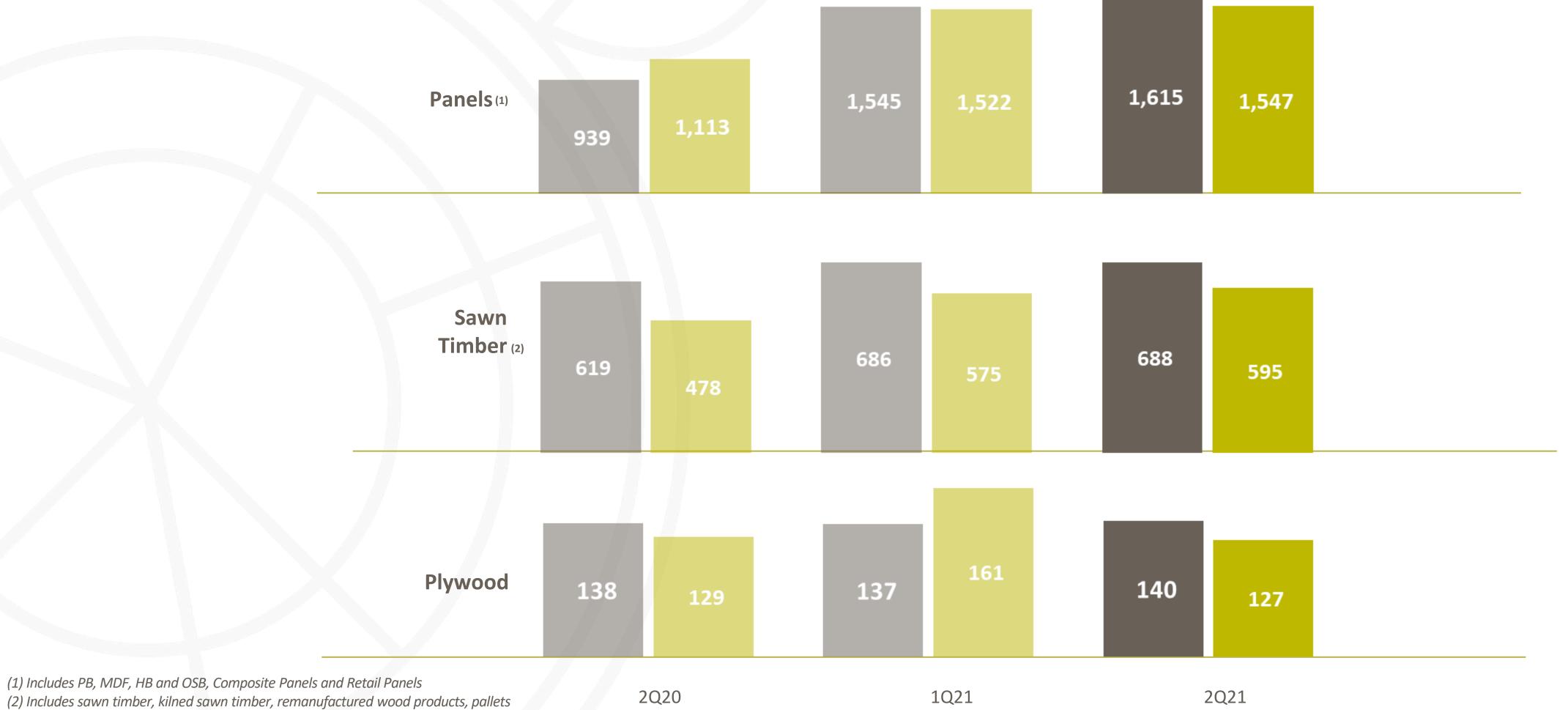






### WOOD PRODUCTS PRODUCTION AND SALES VOLUME

In '000 m<sup>3</sup>



Note: Sales include trading

#### **REVIEW BY BUSINESS SEGMENT & OUTLOOK**









## WOOD PRODUCTS / OUTLOOK

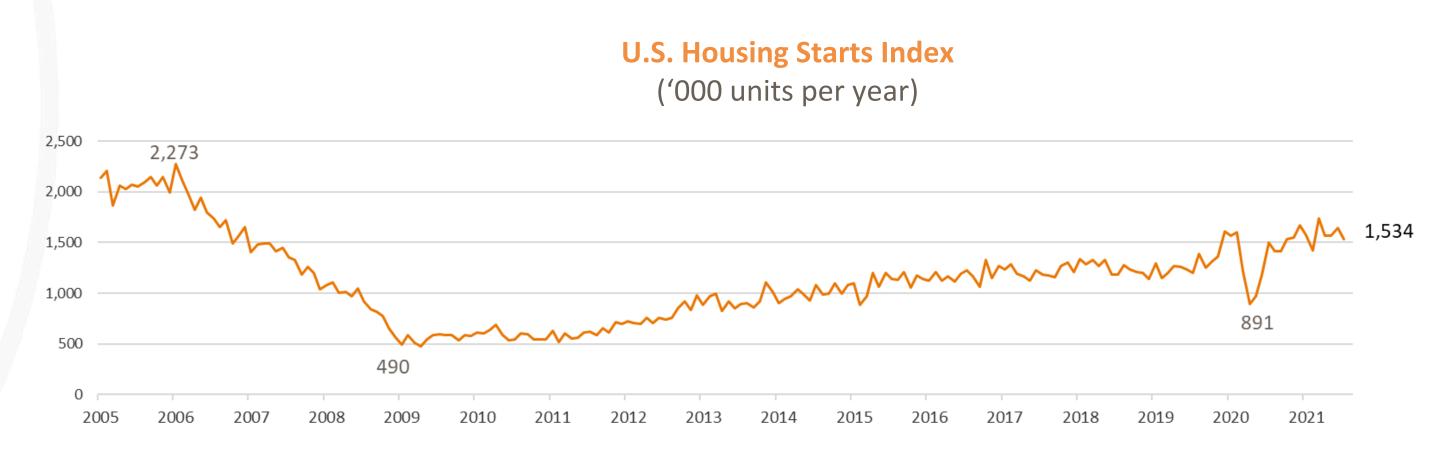
54%

North

America

logistical issues.

**PLYWOOD:** Prices have continued at high levels, but such high prices have led to increases in supply, and there has also been a seasonal decrease in demand.

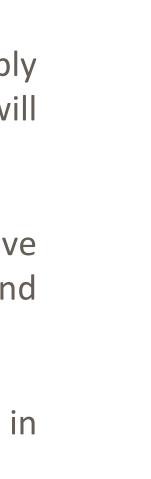


*Source: Bloomberg* 

**PB/MDF**: We expect PB to remain stable during Q3/Q4, but with a somewhat higher supply and lower demand compared to Q2. The MDF market remains very active and we believe it will continue on the same trend for the rest of the year.

**REMANUFACTURED PRODUCTS:** We continue to see a very strong market. Prices have continued to rise, and we expect increases will continue due to a strong housing market and









## WOOD PRODUCTS / OUTLOOK

### 34% **Central and South America**

### 10% Asia and Oceania

BRAZIL

#### CHILE

#### **ARGENTINA**

#### **ASIA**

#### **OCEANIA**

Other markets amount for approximately 2% of our revenues.

• The market continues to be very active both in PB and MDF. • We expect the market to continue in high levels for the rest of the year.

• Demand stronger than supply, with higher prices in some products and supply shortages. • Sawn timber and plywood also good, owing to same reasons as in the rest of the world.

• As in Brazil and Chile, we have seen an increase in demand and prices. • Price levels have allowed us to compensate inflation and devaluation.

• Logistic problems in SE Asia due to pandemic-related issues. • Markets have slowed down in China due to seasonality though prices remain high.

• Market continues strong and outlook continues to be positive on the short term.







## FREE CASH FLOW

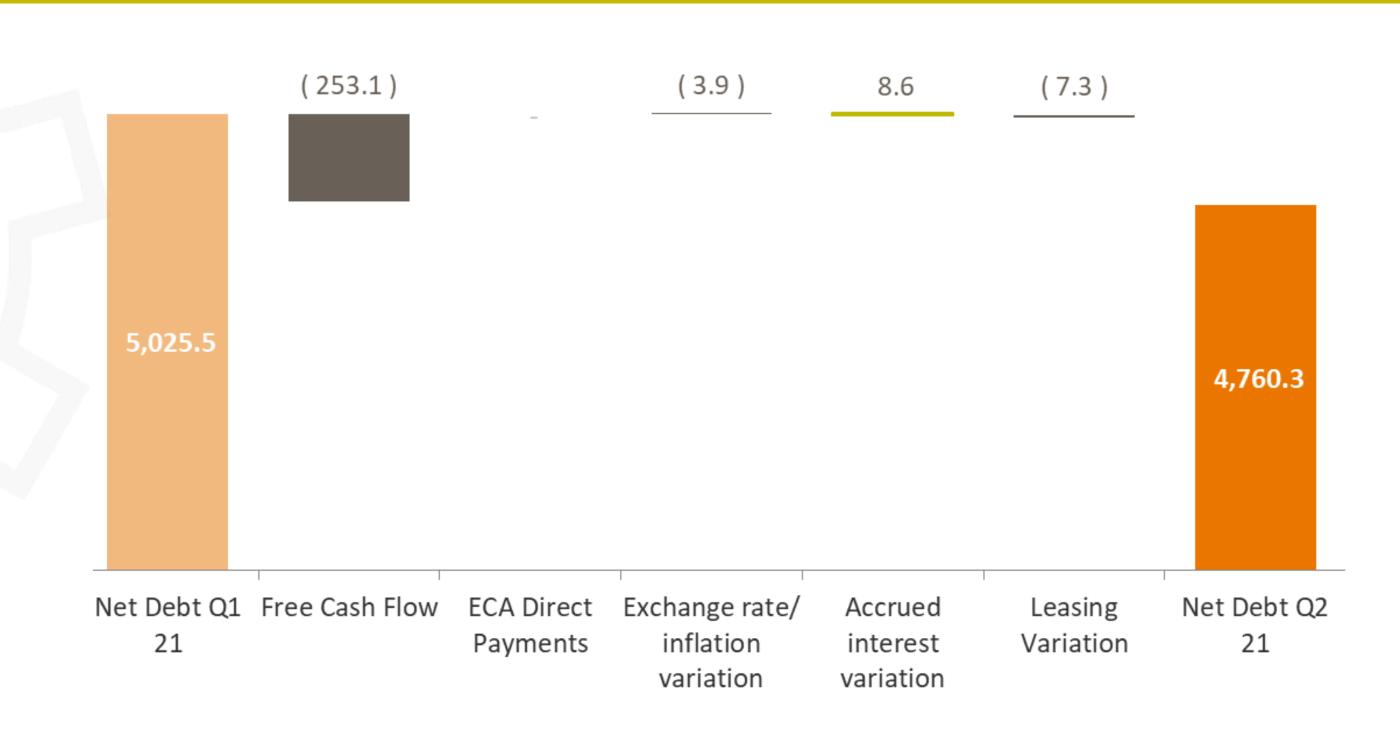
#### ► In US\$ million

	Q2 2021	Q1 2021
Adjusted EBITDA	545.4	384.7
Working Capital Variation	(164.4)	16.0
Interest paid and received	(73.4)	(38.7)
Income tax received (paid)	81.0	49.0
Others	61.5	(6.4)
Cash from Operations	450.1	404.7
Capex (1)	(401.8)	(291.9)
Others	2.6	9.5
Cash from Investment Activities	(399.2)	(282.4)
Cash from Financing activities (net of debt)	182.3	(18.3)
Effect of exchange rate changes on cash	19.9	(20.5)
Free Cash Flow	253.1	83.5

Cash flow from operating activities increased US\$45.4 million, mainly due to an increase in receipts of sales of goods. Cash flow used in investment activities Increased US\$116.8 million, mostly due to an increase in capital expenditures related to the MAPA project. Cash flow from financing activities increased by US\$200.6 million, mainly due to a capital increase of US\$200.0 million paid during May 2021.



Net Debt decreased by US\$265.1 million or by 5.3% QoQ, mostly due to this quarter's positive Free Cash Flow.

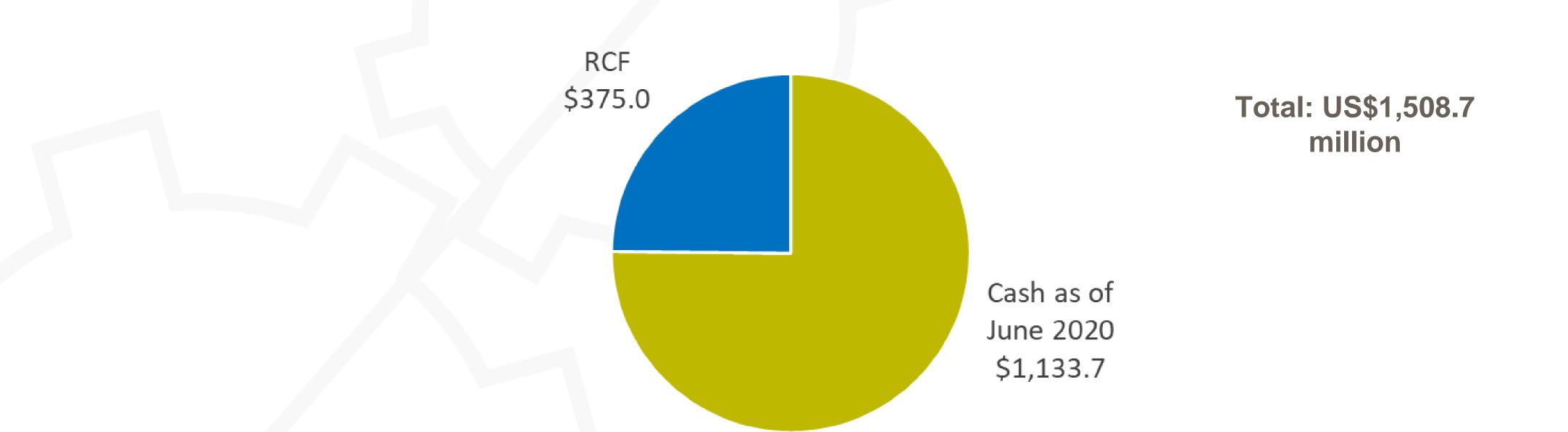




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### CASH AND LIQUIDITY

Our cash position was US\$1,133.7 million at the end of the first quarter of 2021. In terms of liquidity, the Company has a revolving credit facility (RCF) for a total amount of US\$375 million due in February 2025, which as of the date of this report hasn't been withdrawn.



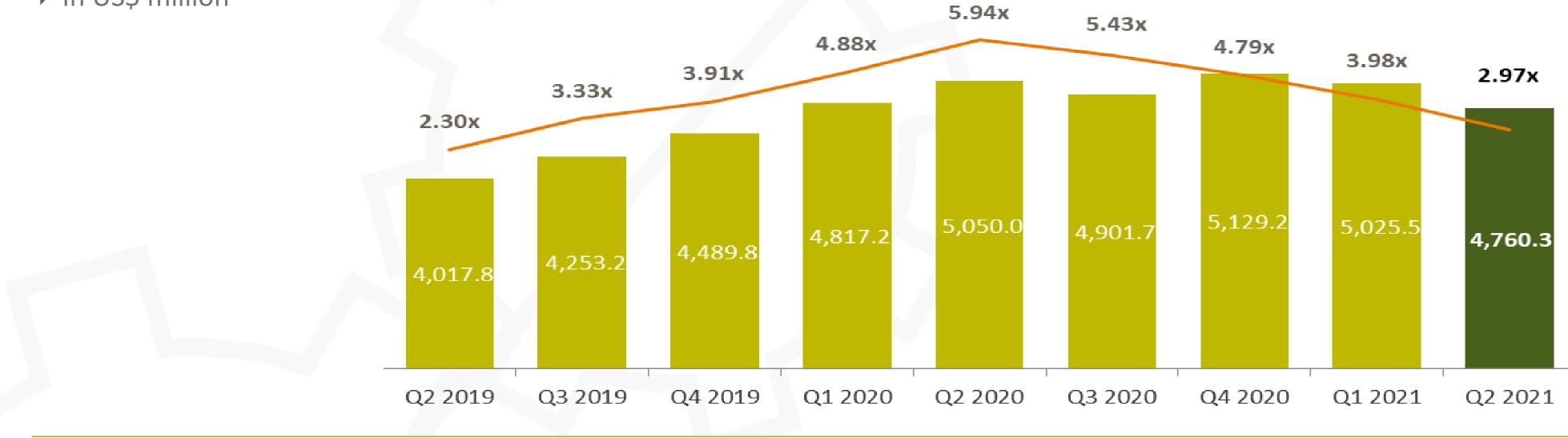
During May 2020, we received US\$200.0 million as part of the capital increase previously approved by the board. The remainder of US\$250.0 million may be received during 2021, depending on the Company needs.





### NET FINANCIAL DEBT





Cash and cash equivalents increased by 22.7% or US\$209.6 million QoQ. Total Financial Debt decreased by 0.9% or US\$55.5 million QoQ. LTM Adjusted EBITDA reached US\$1,601.6 million, 26.9% higher QoQ. **Net Leverage (\*)** decreased from 3.98x to 2.97x QoQ.

(\*) Net Debt / LTM Adjusted EBITDA

	June	March
	2021	2021
Short Term Debt	488	511
Long Term Debt	5,406	5,439
Total Debt	5,894	5 <i>,</i> 950
Cash	1,134	924
Net Debt	4,760	5,025

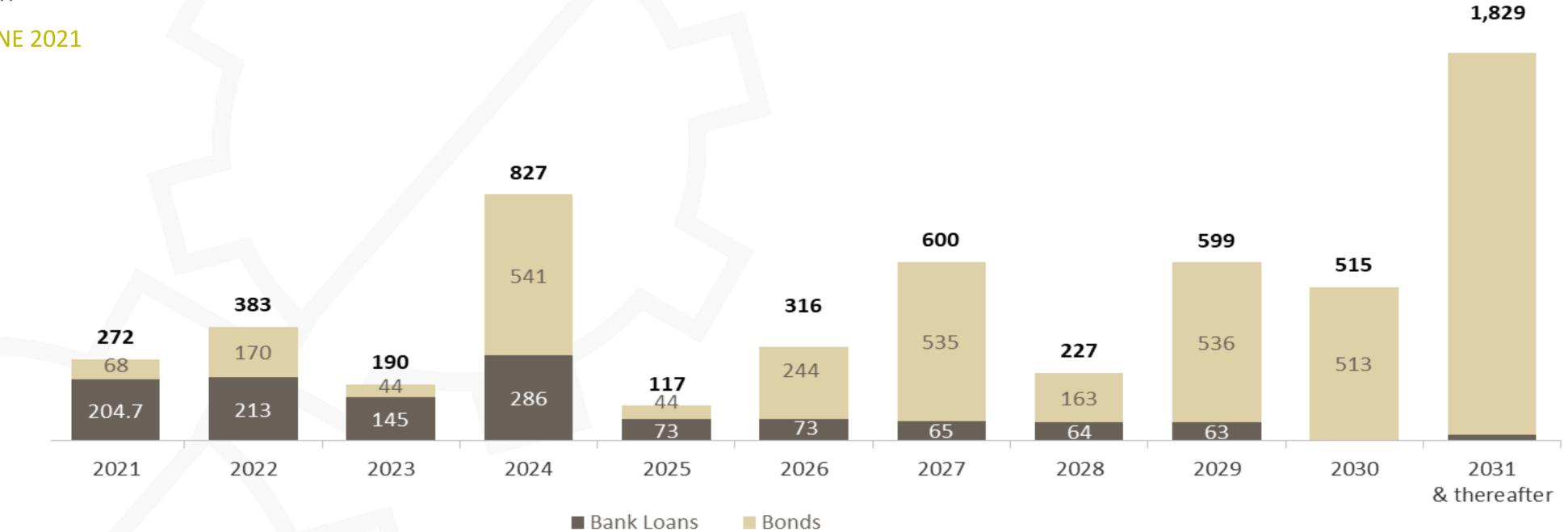
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### DEBT

► In US\$ million





#### **BANK OBLIGATIONS FOR 2021 INCLUDE:**

- US\$ 170 million in bank loans •
- US\$ 35 million in leasing •

#### **BOND OBLIGATIONS FOR 2021 INCLUDE:**

US\$ 68 million in bond obligations. This includes amortizations of • local bonds and interest payments.





# MATERIAL FACTS AND NEWS





### AGREEMENT FOR SELLING FORESTRY ASSETS UPDATE



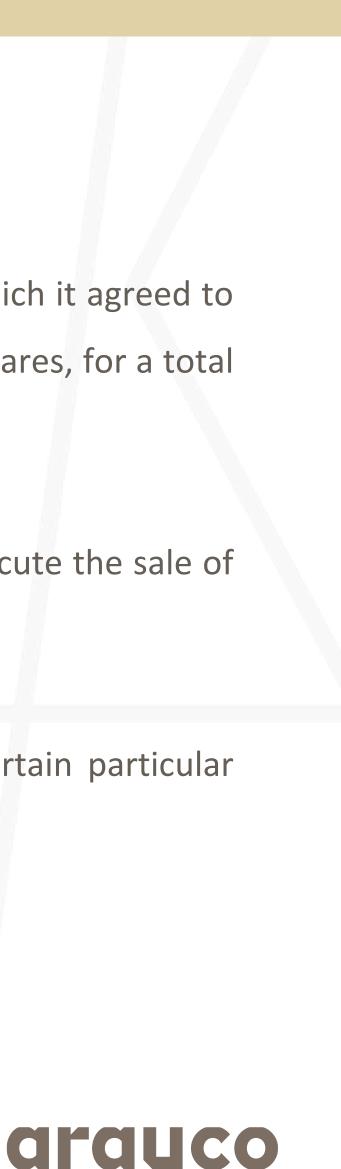
On May 12, 2021, Forestal Arauco S.A., a subsidiary of the Company, executed a Master Agreement, by means of which it agreed to sell to a third party, 461 forest properties that include a total of 80,489 hectares, of which 61,742 are productive hectares, for a total price of US\$385,500,000, plus the corresponding Value Added Tax.

On August 17\* the conditions precedent for the closing of the operation were met and the parties proceeded to execute the sale of 430 properties for a price of US \$ 343,668,296, plus the corresponding Value Added Tax.

The parties expect to carry out the sale of the 31 remaining properties to the extent that, for each of them, certain particular conditions are met within the following months, as established in the Master Agreement.

\*For further information, please refer to our Material Fact published on August 17 via www.cmfchile.cl





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### MAPA PROJECT UPDATE

MAPA Project overall progress as of the end of July 2021 was 85.6%.

#### **Recent Highlights**

- The bridge cranes of the Washing and Machine buildings were put into service.
- The hydraulic test of the digester was started.
- The production of demineralized water began

We have 5 test centers installed with a capacity of performing up to 2,000 PCR exams per day. To date, more than 398,000 PCR tests have been applied to workers of the project.

We estimate that the startup will take place at during the fourth quarter of 2021. At that point the existing eucalyptus line (Line 1) will be permanently shut down in accordance with the environmental permit.

#### MATERIAL FACTS AND NEWS



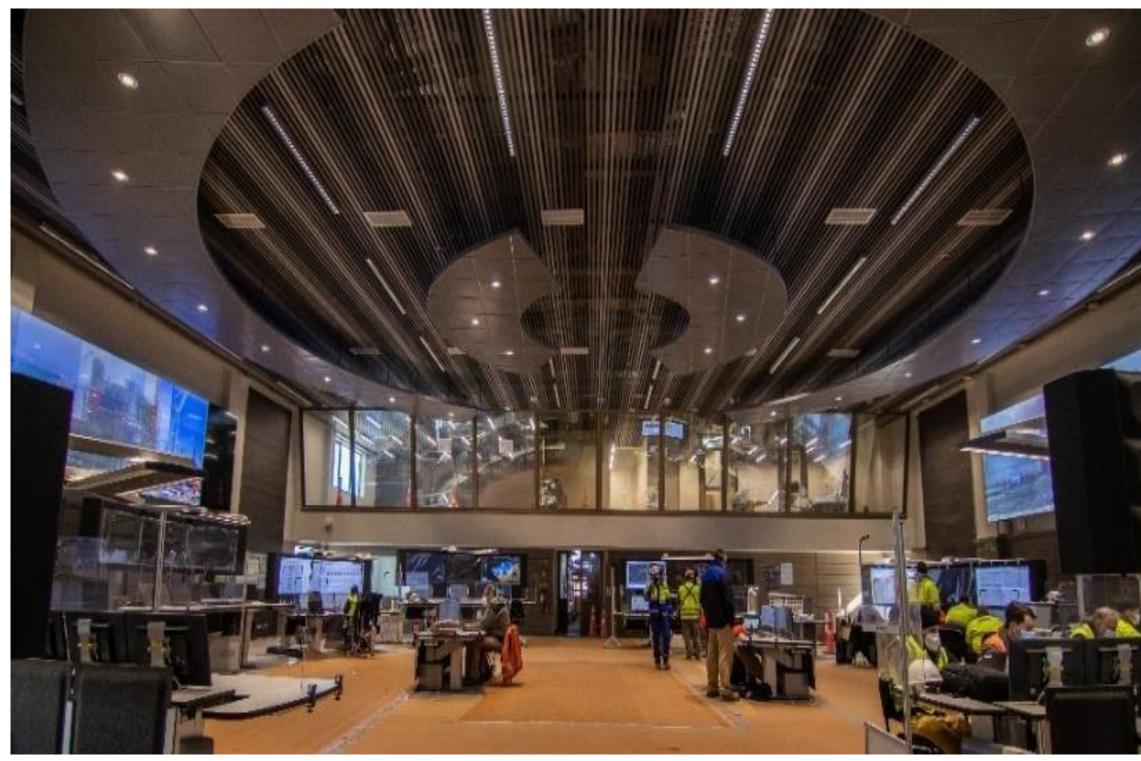






### MAPA PROJECT UPDATE

### CONTROL ROOM



#### MATERIAL FACTS AND NEWS

### **EVAPORATION PLANT**





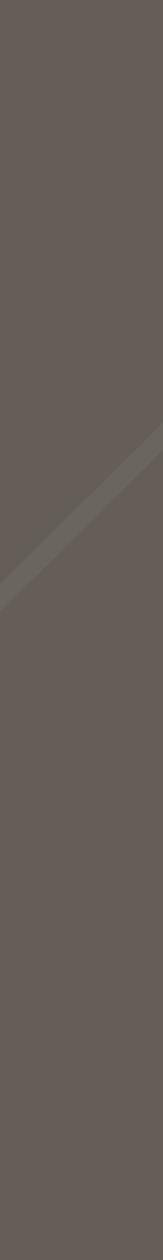












#### **INVESTOR RELATIONS**

A replay of this conference call will be available on our web site and through the following numbers until September 02, 2021

> Replay for USA Replay for other countries Replay Access Code

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### FOR FURTHER INFORMATION

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