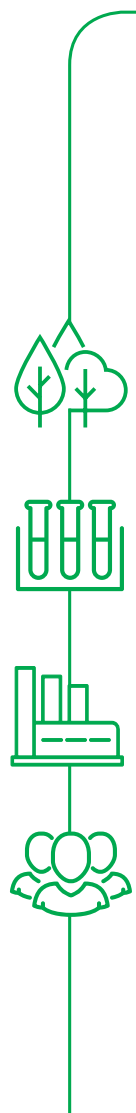




# Fibria *Report* 2017

## Infographic Our Business

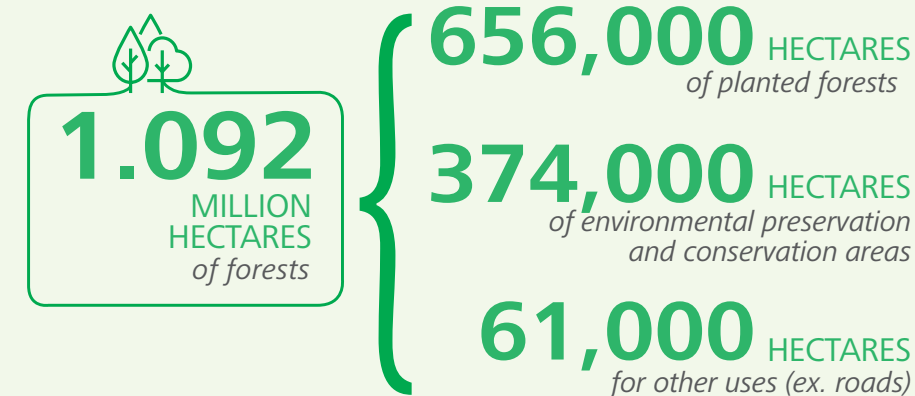


**F**ibria<sup>1</sup> has a production capacity of 7.25 million tons of pulp per year. How does it do it? With planted eucalyptus forests and sustainable practices in harmony with native forests. The company is committed to continuously improving processes and relationships with people and recognizes its role in society, supported by partnership with its stakeholders. For all these reasons, Fibria believes it is a part of the solution for a more just and sustainable society.

In this infographic, you will learn about our main highlights in numbers and results, the advances in the Long-Term Goals, and see details on the main stages of our production process. To learn more about our performance in 2017, visit **[www.fibria.com.br/r2017](http://www.fibria.com.br/r2017)**.

<sup>1</sup> To learn more about the shareholders agreement between Fibria and Suzano, signed in March 2018, see the 2017 Report ([www.fibria.com.br/r2017](http://www.fibria.com.br/r2017))

## Main highlights of the year



### Fibra's Pulp End Use



**49%**

Tissue Paper



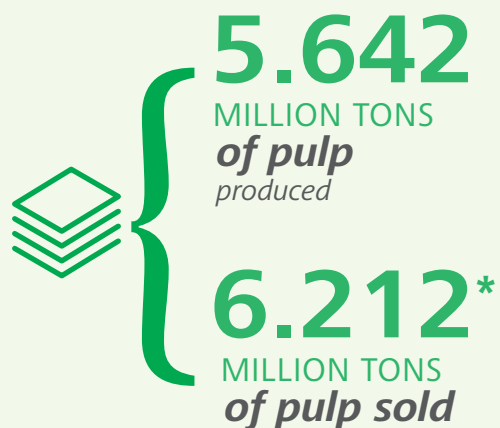
**35%**

Printing and Writing



**16%**

Specialty Papers



\* Includes contract with Klabin.

Net Revenue:  
BRL **1.093** BILLION

EBITDA:  
BRL **4.952** BILLION



CUSTOMER SATISFACTION:  
**80%**



### SUSTAINABILITY INDICES

- Dow Jones Sustainability Emerging Markets Index (DJSI Emerging Markets)
- Índice de Sustentabilidade Empresarial (ISE - Corporate Sustainability Index) – B3



### CERTIFICATIONS

- Sarbanes Oxley (SOX)
- Forest Stewardship Council (FSC®)
- Cerflor/Programme for the Endorsement of Forest Certification (PEFC)
- ISO 9001
- ISO 14001



# Long-Term Goals

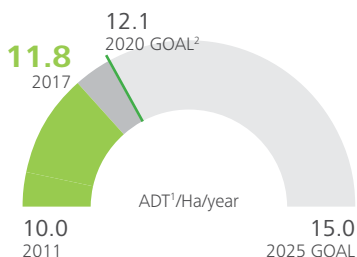
In order to achieve our strategy and sustainability of the business, we set goals to be reached by 2025.

## OPTIMIZE THE USE OF NATURAL RESOURCES

SDG 1 2 8 9 12 15

**GOAL:** Reduce by one third the amount of land needed for pulp production

**2017 Result:**  
11.8 tons of pulp per hectare per year  
(potential new clones effectively recommended for commercial plantations)



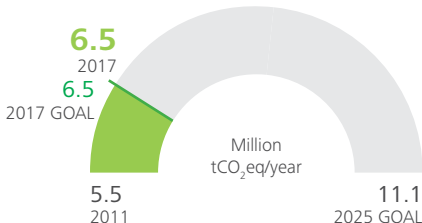
Fibria is working to increase productivity per hectare with the new clones planted using new forest management techniques.

## CONTRIBUTE TO MITIGATION OF THE GREENHOUSE EFFECT

SDG 8 9 11 12 13 15

**GOAL:** Double carbon absorption from the atmosphere³

**2017 Result:**  
Net sequestration of approximately 6.5 million tCO<sub>2</sub>eq



By increasing the area of Planted Forests, Conservation Areas and recovery of degraded areas, Fibria seeks to increase net sequestration of carbon.

## PROTECT BIODIVERSITY

SDG 6 8 9 13 15

**GOAL:** Promote the environmental restoration of 40,000 hectares of owned areas between 2012 and 2025⁴

**2017 Result:**  
24,800 hectares recovered between 2012 e 2017



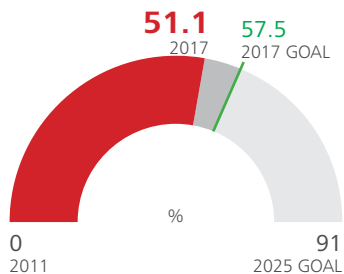
By planting native forest species and stimulating and conducting the natural regeneration of native species, the company protects local biodiversity.

## INCREASE ECO-EFFICIENCY

SDG 9 12

**GOAL:** Reduce by 91% the volume of industrial solid waste disposed of in owned or third-party landfills.

**2017 Result:**  
51.1% reduction in the destination of solid waste to landfills compared with 2011



Increased eco-efficiency provides numerous benefits, such as reduction in the use of industrial landfills.

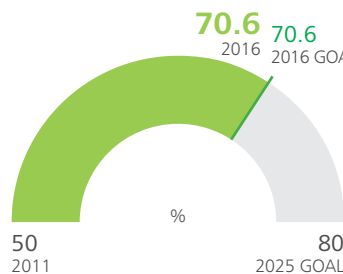
## STRENGTHEN INTERACTION BETWEEN COMPANY AND SOCIETY

SDG 1 2 10 11 15

**GOAL:** Achieve 80% approval from neighboring communities⁵

**Resultado em 2016:**  
Average approval of 70.6%

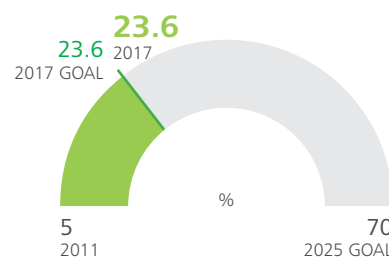
(Survey conducted every three years to measure the approval rate, the most recent survey was in 2016.)



The insertion of the community into the company's value chain creates an environment conducive to local development.

**GOAL:** Help communities make self-sustaining 70% of income-generation projects supported by the company

**2017 Result:**  
23.6% of the projects are considered self-sustaining



The expansion of the Rural Land Development Program (PDRT) model is one of the ways to achieve this goal.

## OPTIMIZE WATER MANAGEMENT

SDG 6 12 13 15

The objective is divided into forestry, nursery, and industry fronts.

### FORESTS

**GOAL:** Manage water in micro-watersheds in Fibria's forests and disseminate technical knowledge on the subject to our neighbors in critical watersheds.

**2017 Result:**

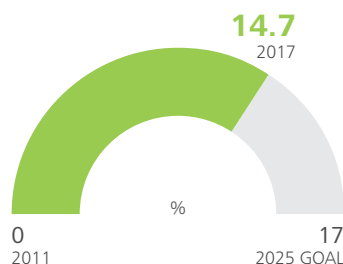
- Based on physical, social, and water characteristics, three watersheds were selected to be monitored.
- Established a strategic environmental monitoring plan.
- Defined monitoring indicators to evaluate the effect of management on the watersheds in partnership with experts from the Luiz de Queiroz School of Agriculture (Esalq/USP).

Based on the monitoring of water use in the forests, Fibria intends to establish quantitative goals and then mitigate possible conflicts related to overlapping use of water.

### NURSERIES

**GOAL:** Reduce by 17% the specific consumption of water withdrawal per seedling produced (liters/seedling produced).

**2017 Result:**  
14.7% reduction in water consumption in nurseries per seedling produced. Improvement in 2017 was mainly due to the increase in seedling production.

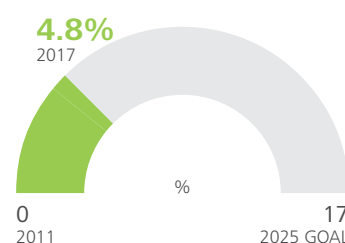


The benefits of this goal are less water abstraction from natural sources, reduced environmental impacts, and greater efficiency in production.

### INDUSTRIAL OPERATIONS

**GOAL:** Reduce by 17% the consumption of water withdrawal per ton of pulp produced (m³ of water/ton of pulp)

**2017 Result:**  
4.8% reduction in industrial water consumption per ton of pulp produced.



Reduced withdrawal of water from natural sources and smaller volume of effluents and environmental impacts are some of the expected results with the establishment of this goal.

1 Ton of air-dried pulp. 2 Goals are not annual, but rather every five years. 3 Net annual sequestration of carbon from the atmosphere is defined by the difference between total sequestration of planted and native forests and direct and indirect carbon emissions from forestry, industrial, and logistics operations throughout the pulp production cycle, from our nurseries to our customers. 4 This goal does not consider Fibria's support to recovery projects in third-party areas, developed through agreements with other entities. 5 Approval rate measured through surveys conducted every three years.



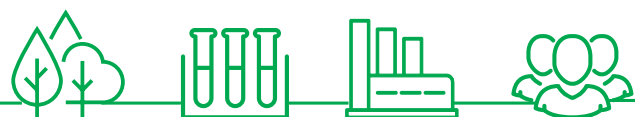
### SDG

Fibria's Long-Term Goals are in line with the 17 Sustainable Development Goals, an ambitious action plan of the United Nations for the well-being of people and of the planet and the prosperity of all.

<http://nacoesunidas.org/pos2015/agenda2030/>

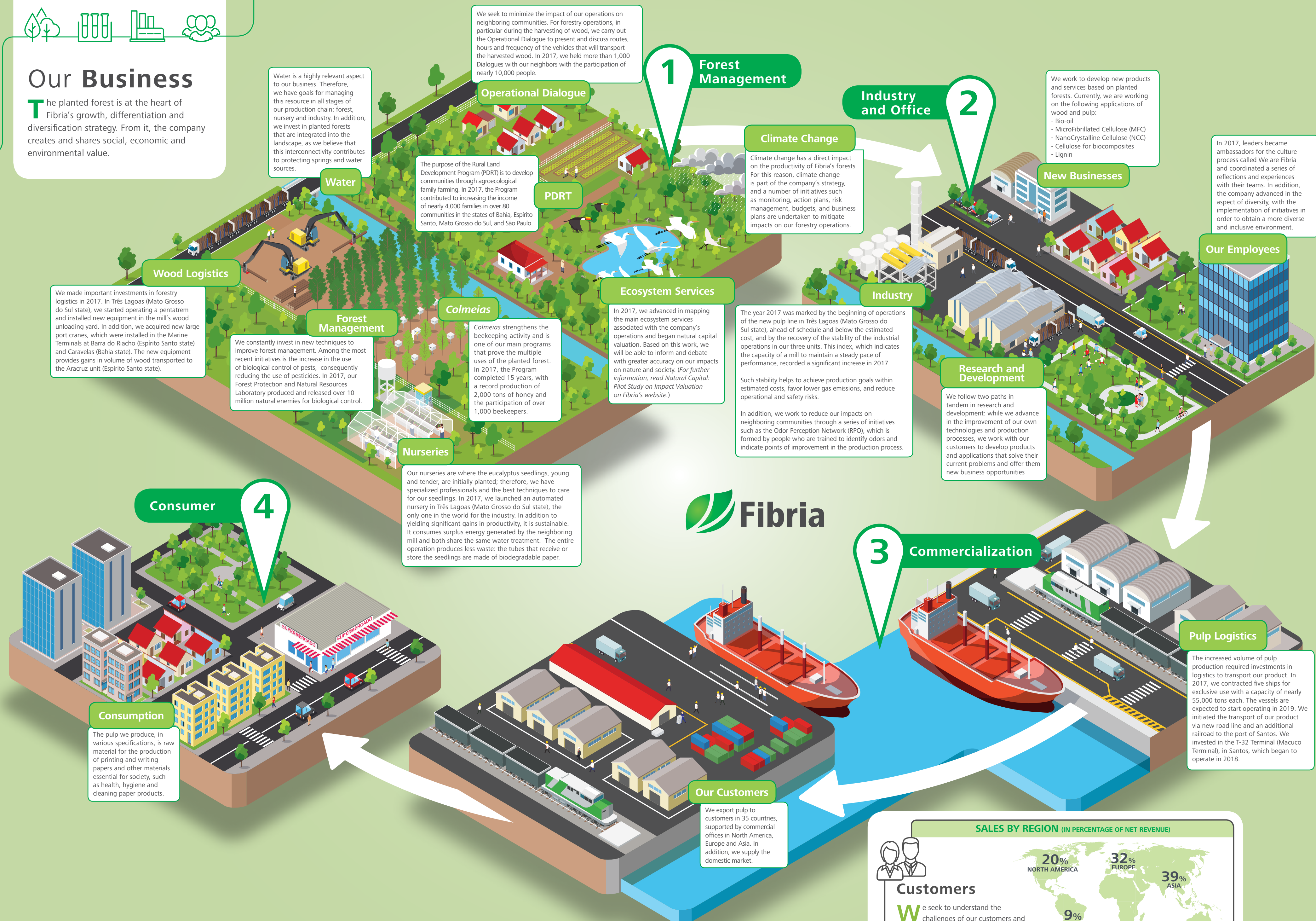






## Our Business

The planted forest is at the heart of Fibria's growth, differentiation and diversification strategy. From it, the company creates and shares social, economic and environmental value.



 **Fibria**



### Customers

We seek to understand the challenges of our customers and the needs of our customers' customers.

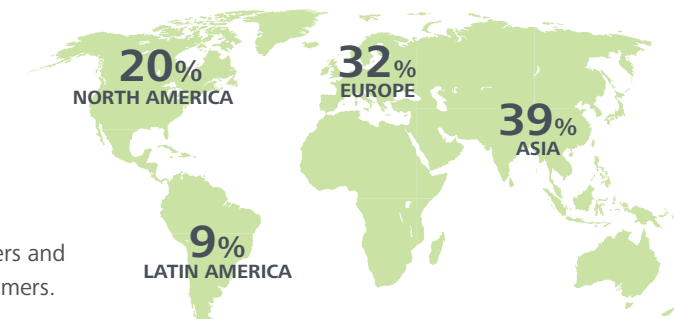
#### SALES BY REGION (IN PERCENTAGE OF NET REVENUE)

20%  
NORTH AMERICA

32%  
EUROPE

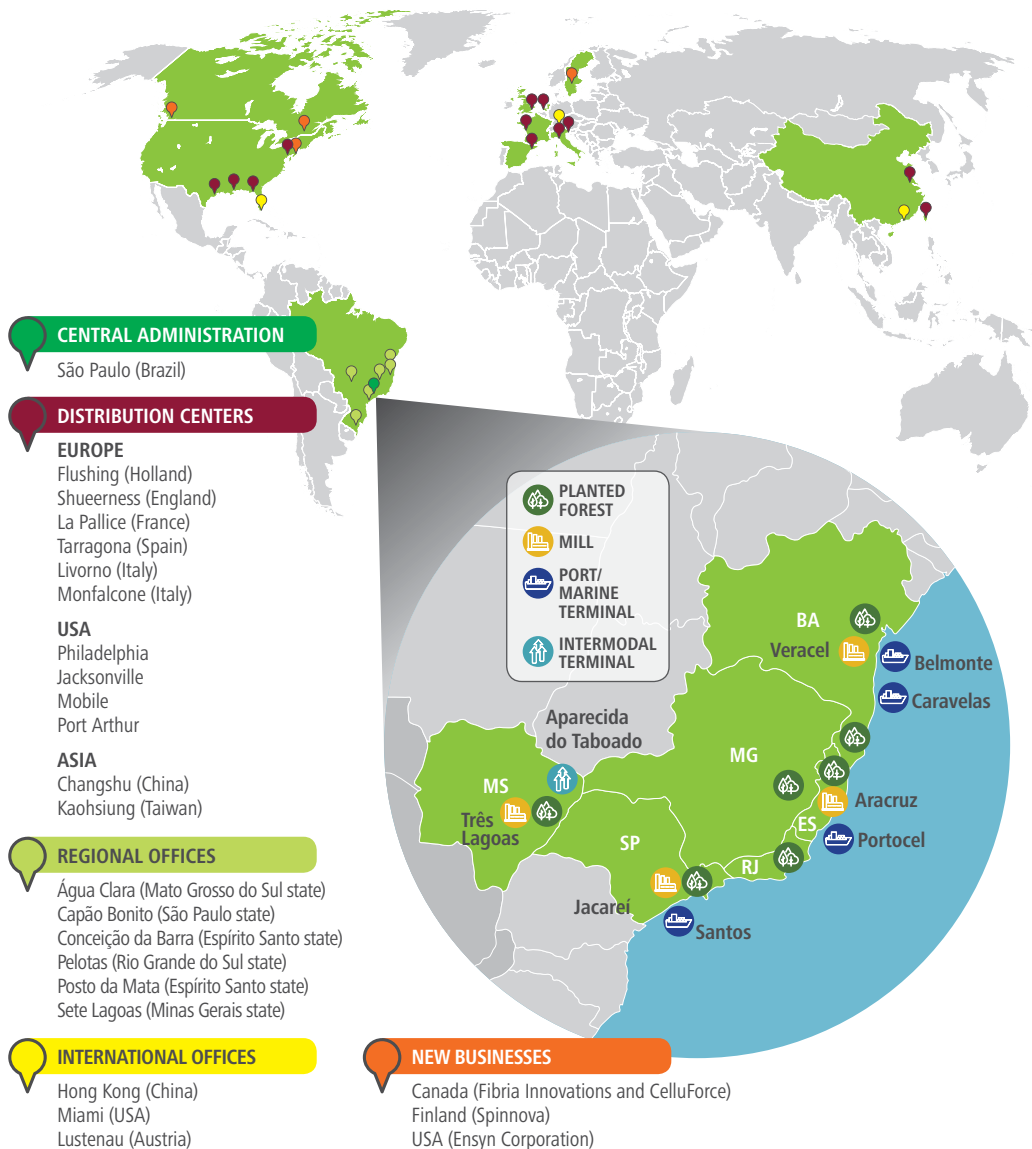
39%  
ASIA

9%  
LATIN AMERICA





# Where we are



[www.fibría.com.br](http://www.fibría.com.br)

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