



Global pulp outlook

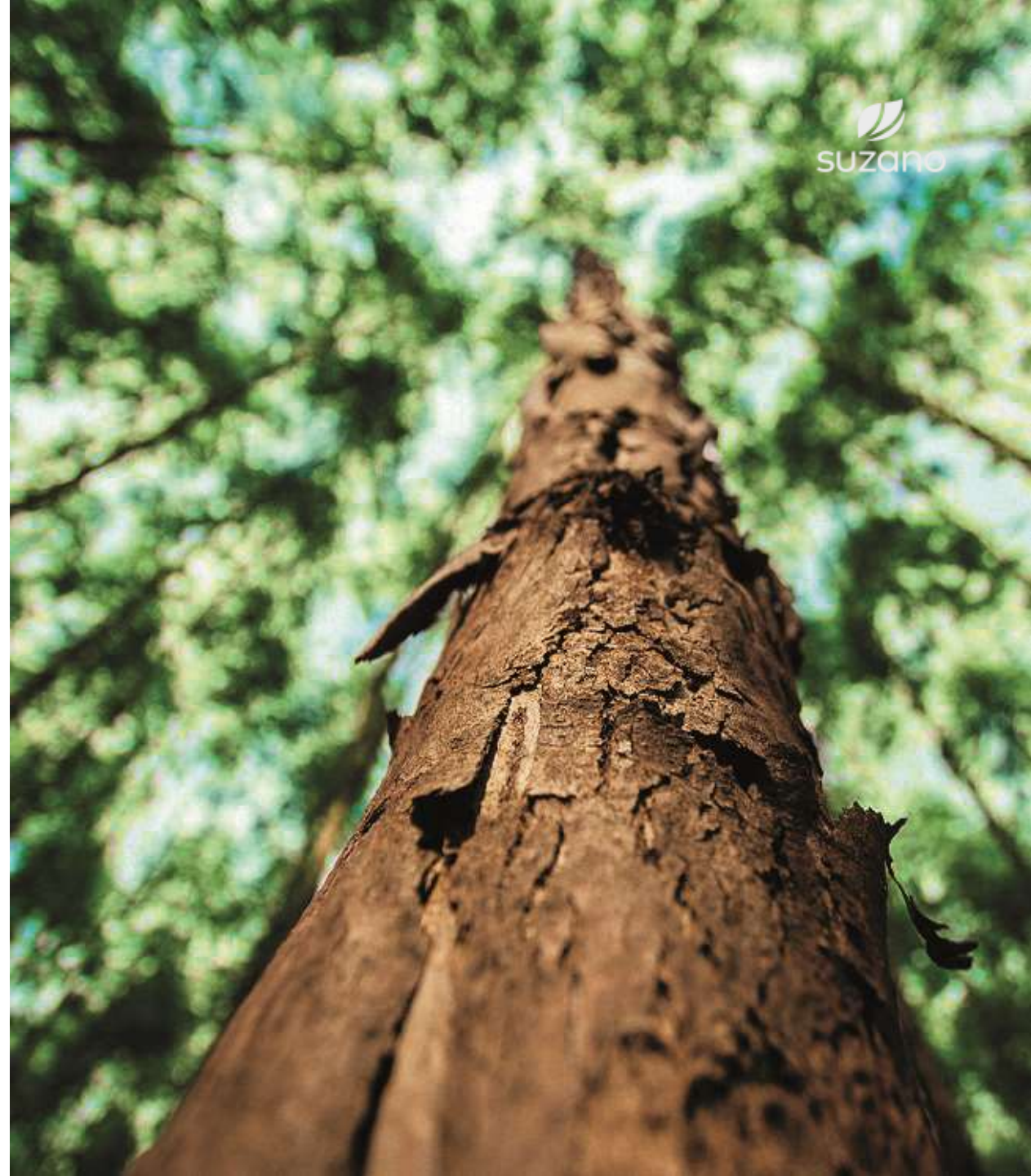
Nov,2025

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GLOBAL MARKET OVERVIEW

Based on
Hardwood's S&D



BHKP demand drivers: Organic Growth

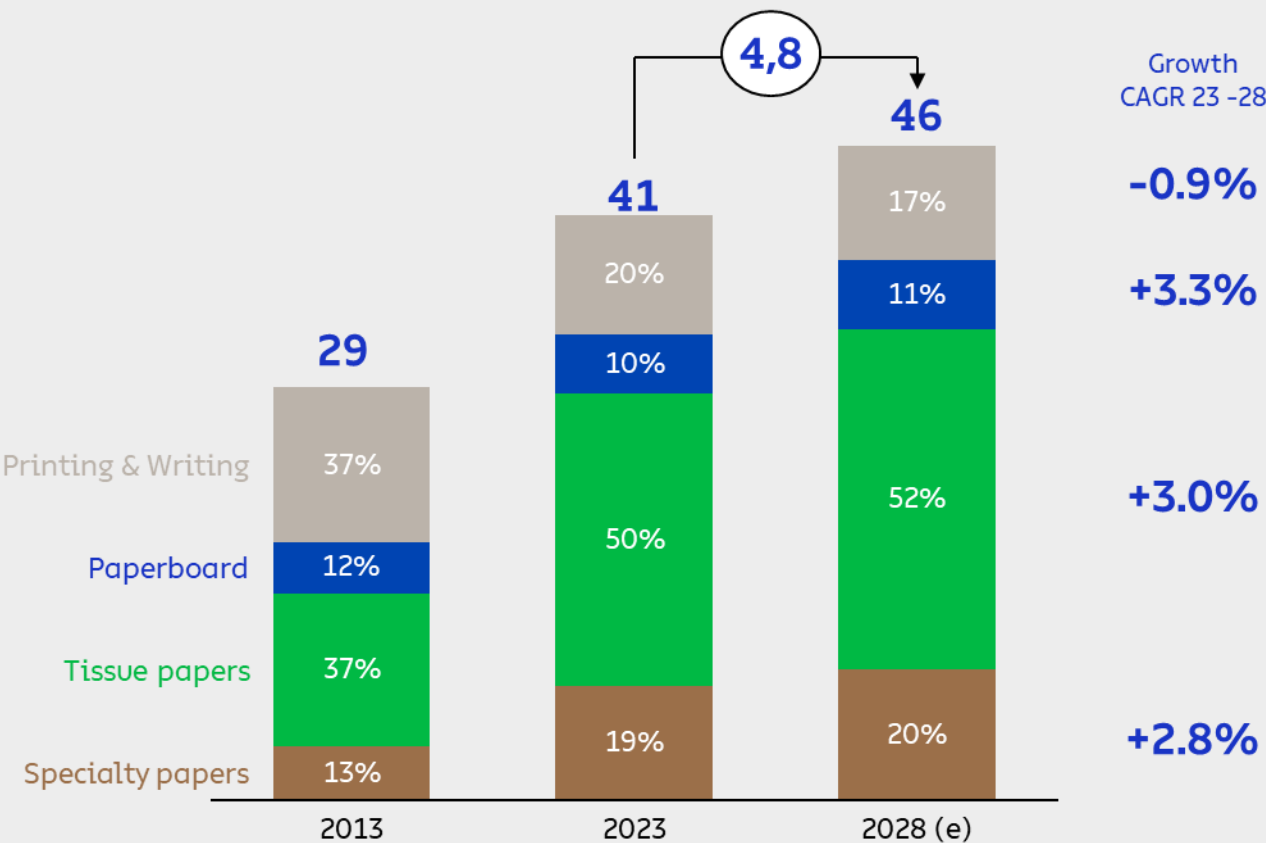
4,8 Million tons in 5 year organic growth projection for BHKP demand

A consumer driven market with consistent growth overtime



Global Market BHKP demand per segment

(Total demand in Mt and paper segment share in %)



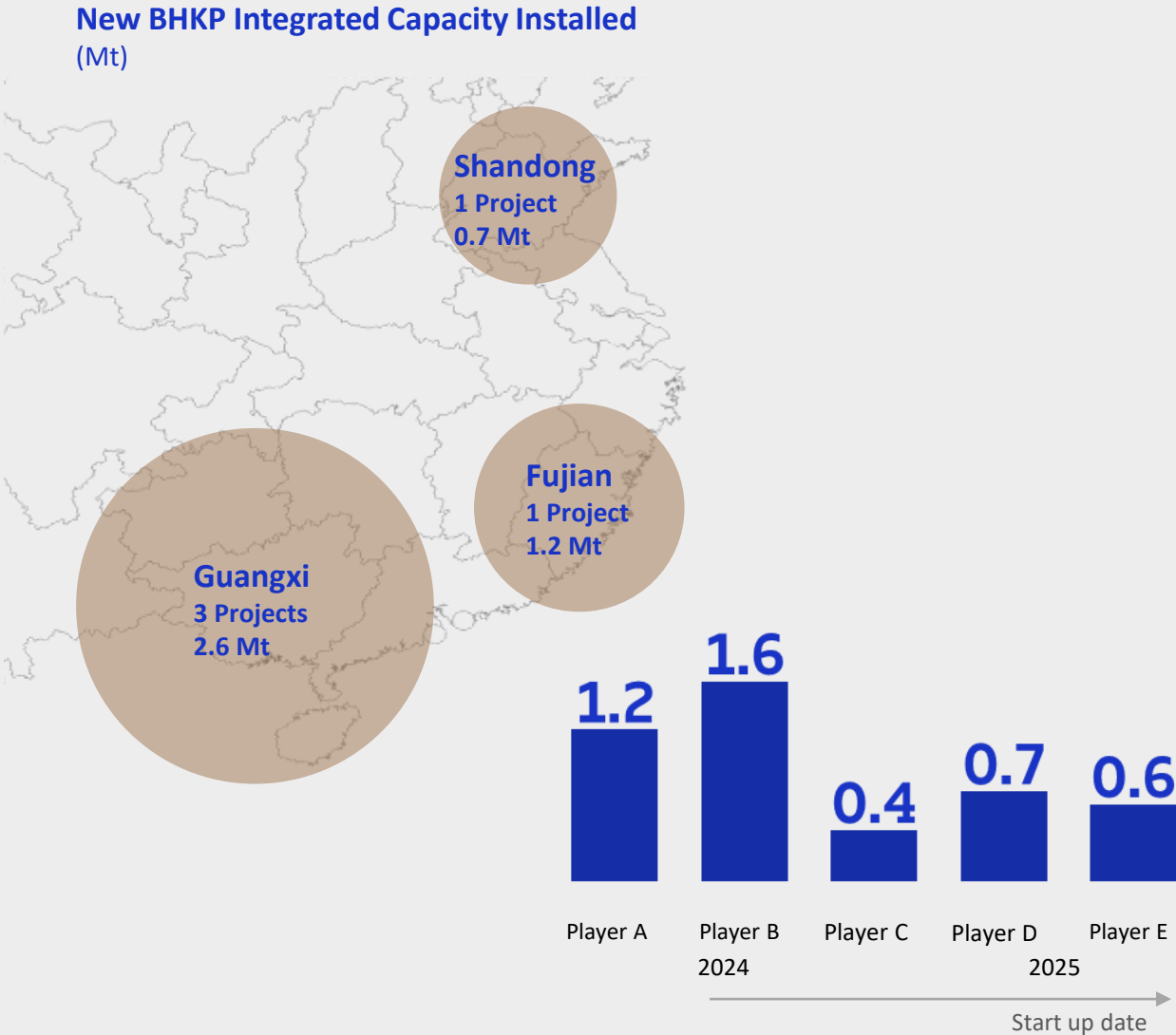
Main trends:

- The majority of increase in demand is expected to come from **Asian countries**
- **Chinese** demand growth driven by tissue, led by **urbanization on tiers 2, 3 and 4 cities** despite demographic decline
- Potential demand of **other countries in Asia** are based on GDP and population growth outlook

New Chinese integrated capacities

headwinds coming from NEW CHINESE INTEGRATED CAPACITIES

several uncertain factors can determine the impact in market pulp demand



Considerations to market pulp fundamentals

The **NEGATIVE**

New integrated players competing with non-integrated players could consequently reduce market pulp demand

The **UNCERTAIN**

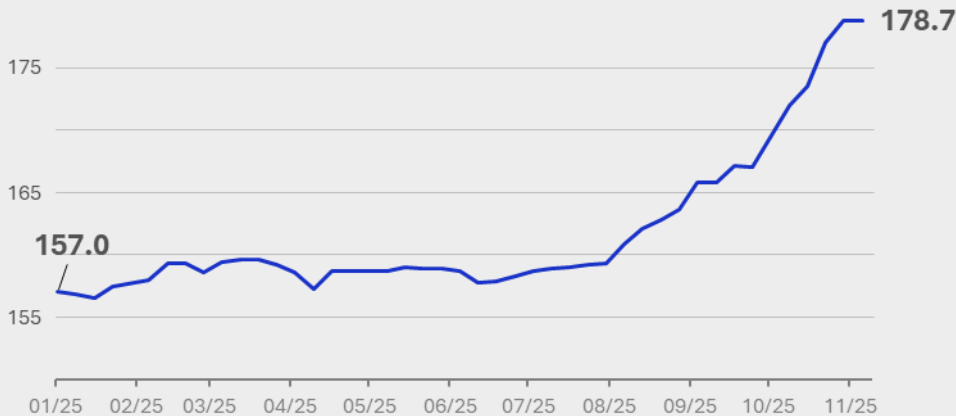
Production learning curves and operating rate levels

The **POSITIVE**

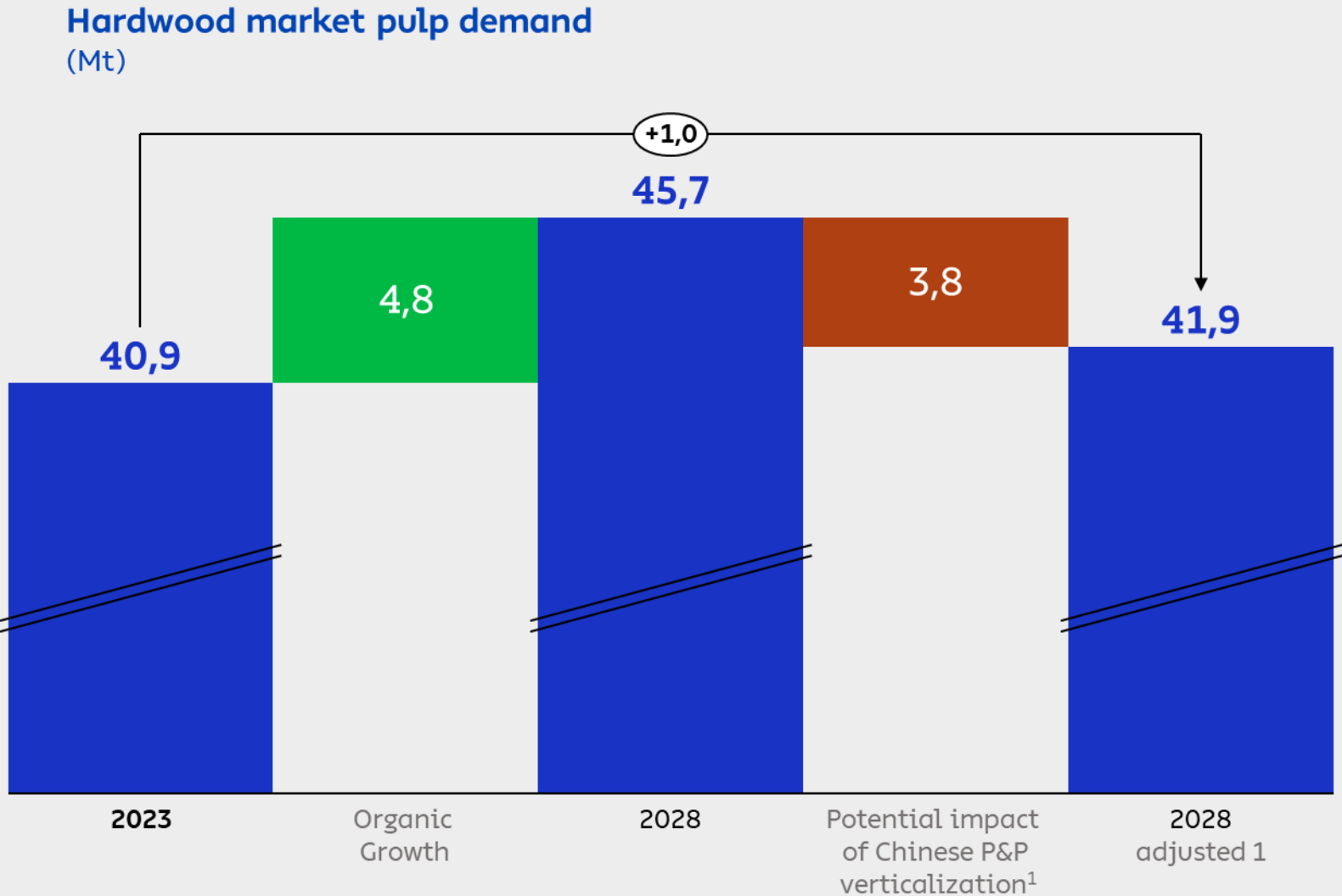
Reliance on market pulpwood reduce players effective competitiveness

China Hardwood Chips Price (\$/bdmt)

Delivered to mill gate, VAT included



Adjusted demand growth reduced to 1 million tons considering potential verticalization impact

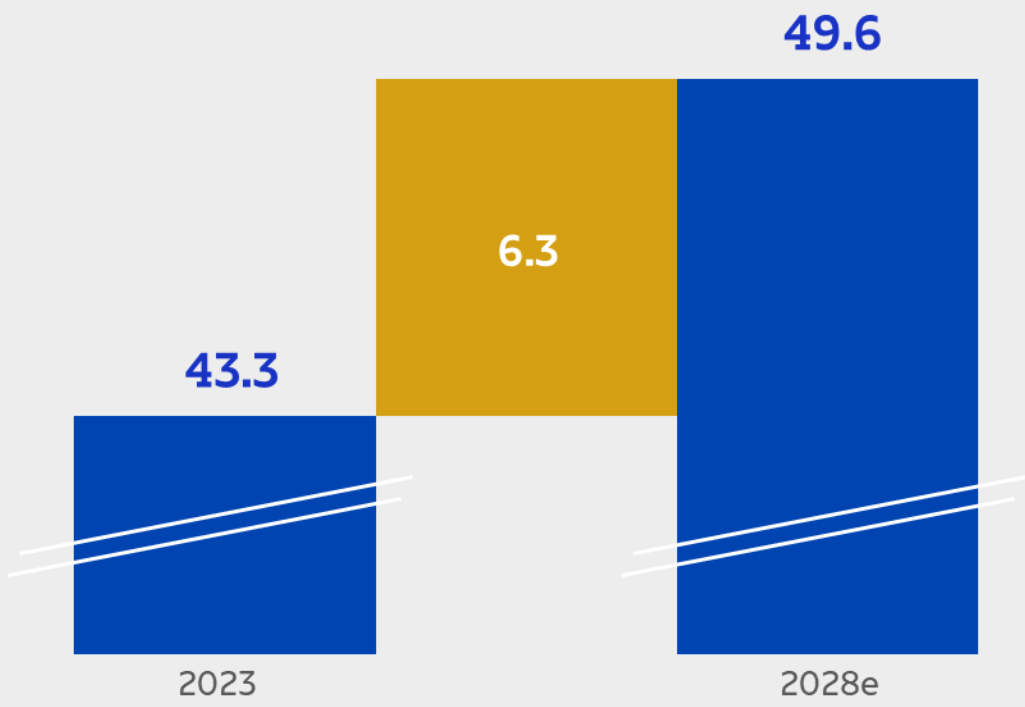


Looking at the supply part of the equation



Incoming capacities partially mitigated by expected conversions

Estimated market BHKP supply addition¹: (Mt)



Main announced projects²:

- Suzano Cerrado
- Fujian Liansheng
- APP OKI II
- Arauco Sucuriú

Main conversions:

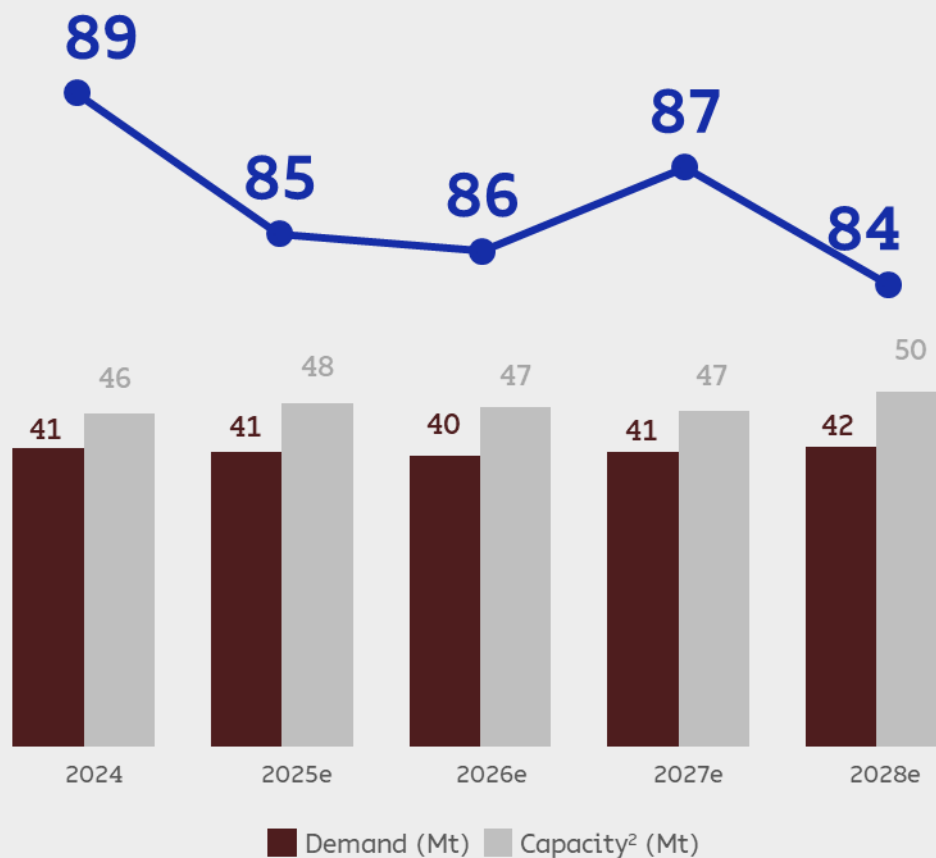
- Bracell to dissolving pulp
- Suzano Limeira to fluff pulp
- Altri Biotek to dissolving pulp

1. New capacities in line with the latest estimates and market announcements. Include closure assumptions. 2. Other representative projects: CMPC (Guaíba), UPM (Paso de Los Toros), Arauco (MAPA).

Supply & demand balance

challenging scenario ahead considering organic demand, potential verticalization impact and incoming supply

BHKP Demand to Capacity ratio¹ (%)



How to make the pie bigger?

Fiber substitution continues to drive additional demand, increasing the hardwood weight

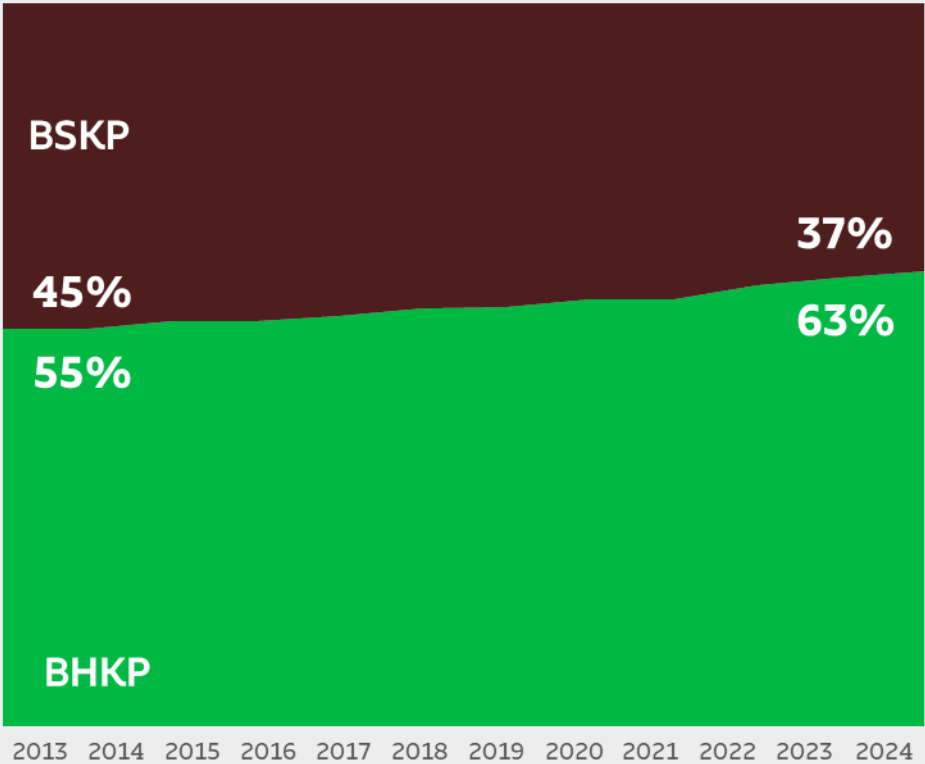


Fiber to fiber is the way to go

bhkp has been gaining market share in bleached chemical pulp grades



Share in World Bleached Chemical
Pulp Demand (%)



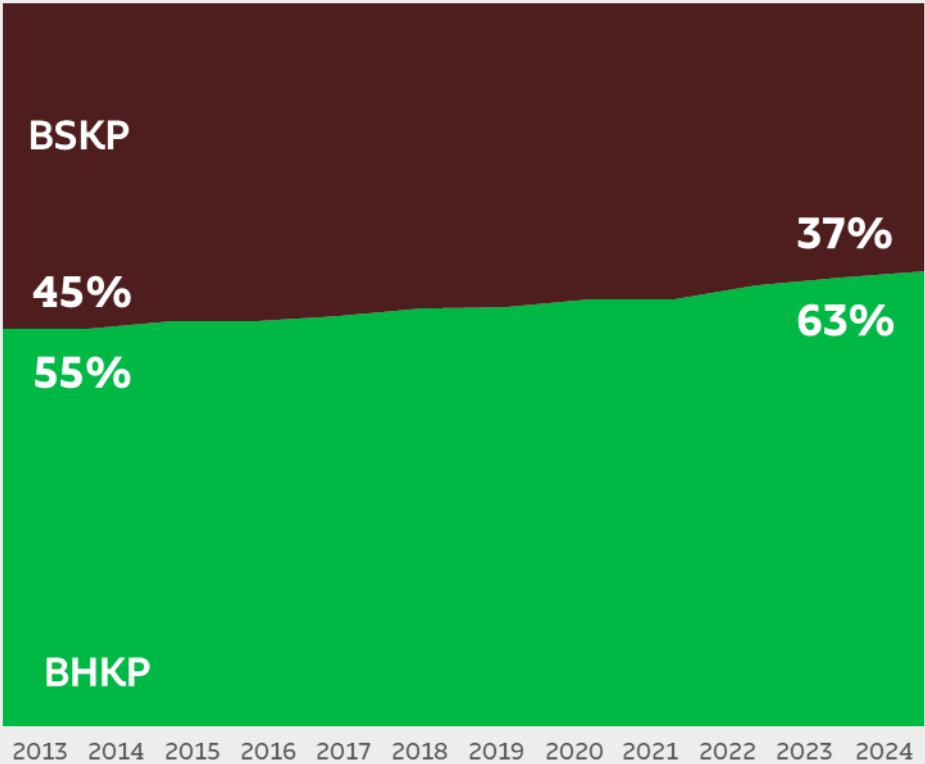
Source: PPPC | BSKP volumes includes fluff grade, for which BSKPs share exceeds 95%.

Fiber to fiber is the way to go

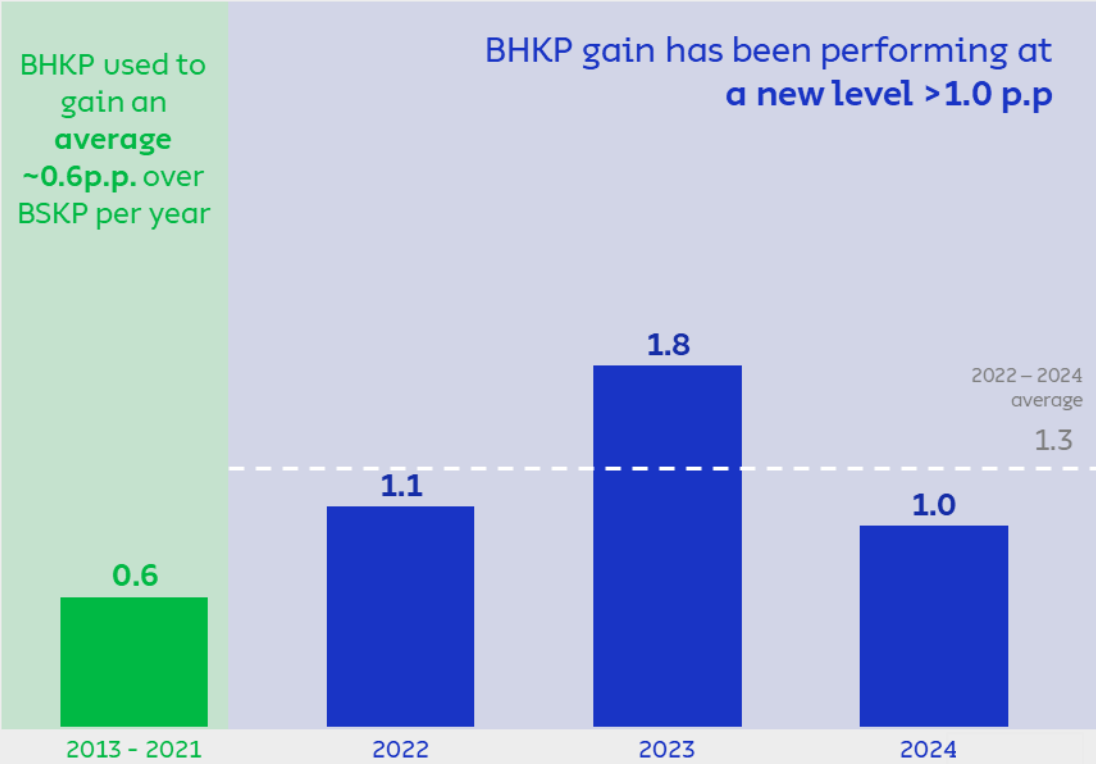
bhkp has been gaining market share in bleached chemical pulp grades



Share in World Bleached Chemical Pulp Demand (%)



BHKP annual share gain over BSKP

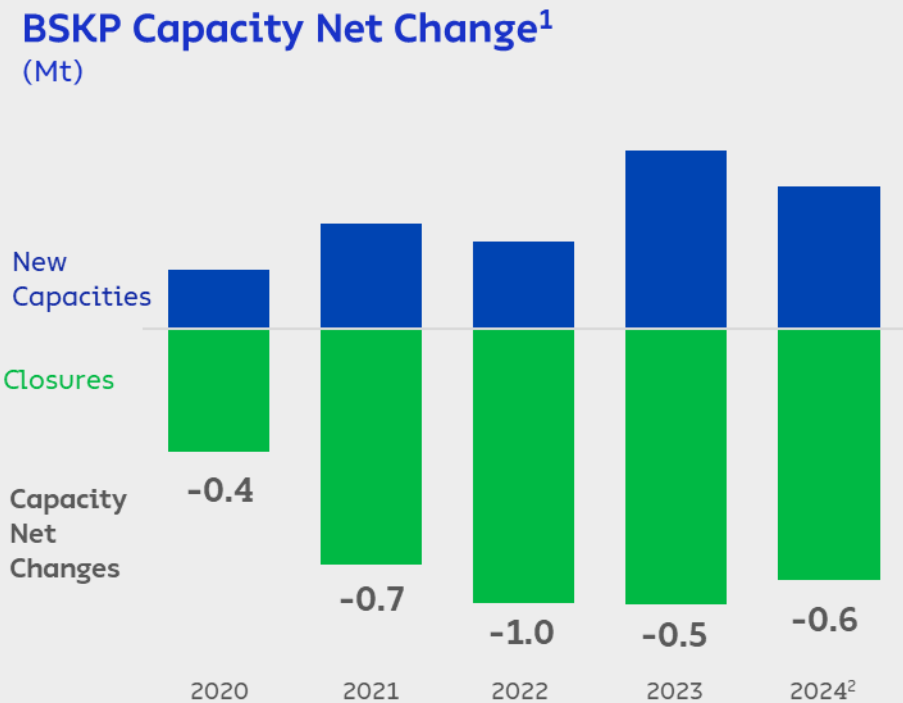


Source: PPPC | BSKP volumes includes fluff grade, for which BSKPs share exceeds 95%.

Drivers that reinforce fiber substitution need

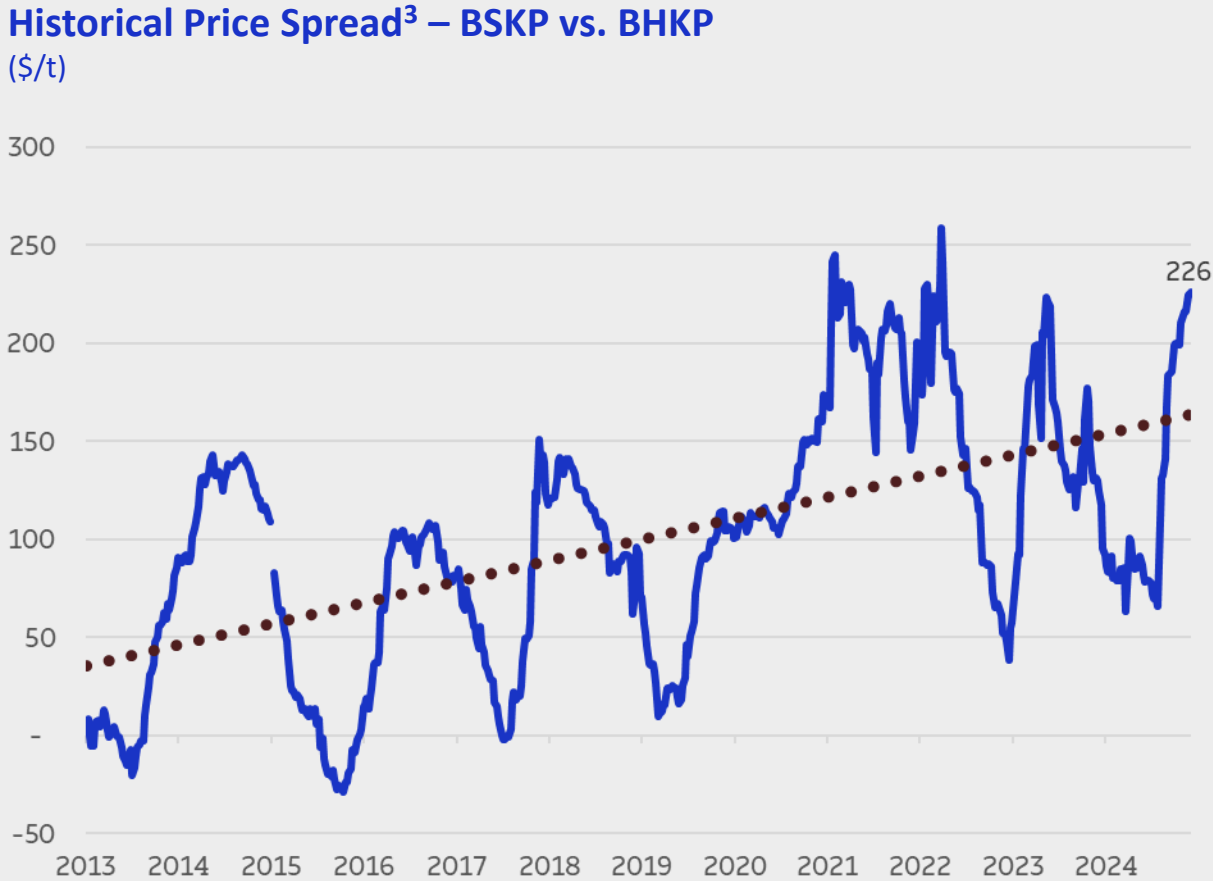


BSKP substitution DRIVEN by capacity closures and increasing price spread



Main drivers

- Higher technical age
- Uncertainty of wood availability
- Higher production cost



1. Afry. 2. New Capacities: Georgia Pacific 0.2 Mt; Ashdown (Domtar) 0.4 Mt; Monsteras (Sodra) 0.1 Mt. Closures: Birla -0.4 Mt; IP -0.4 Mt; Domtar -0.4 Mt; Georgia Pacific -0.2 Mt; Smurfit -0.1 Mt and others. 3. FOEX. BCP = BHKP + BSKP.

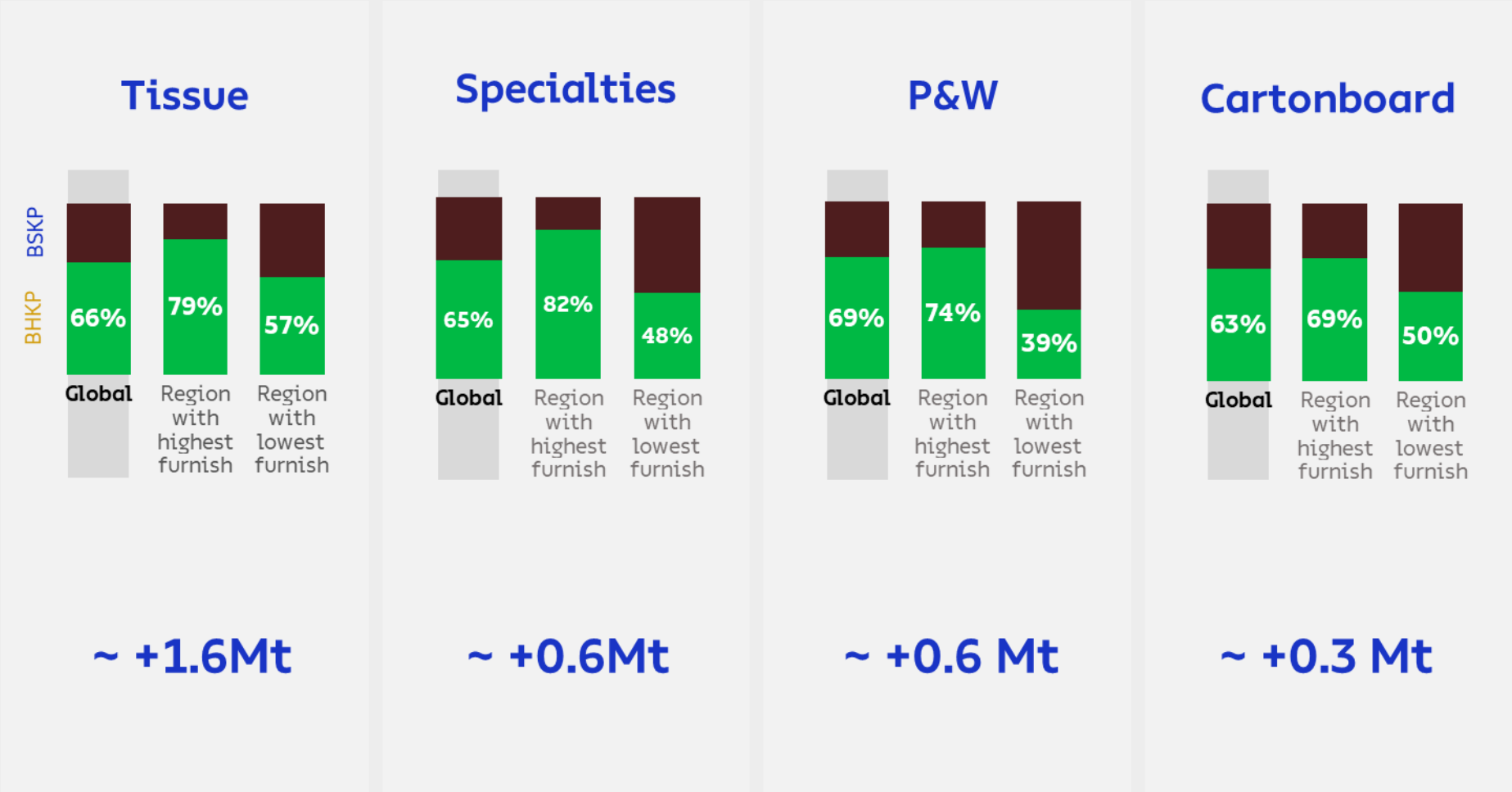
FIBER TO FIBER volume potential simulations

A deeper view on fiber substitution by paper grade



Market BCP
BHKP and BSKP shares¹
(%)

**BHKP 5-year
demand increase for
every +1p.p. gain in
furnish²**

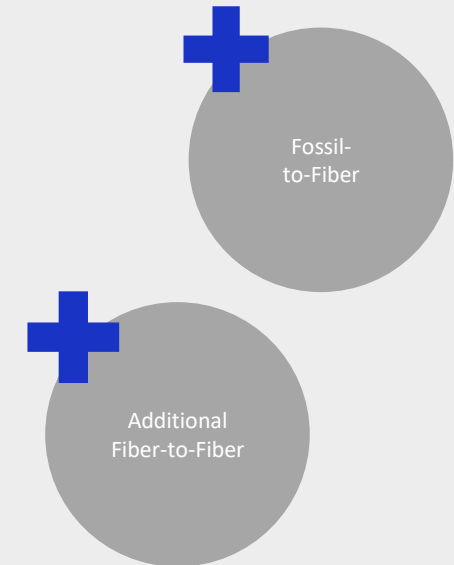
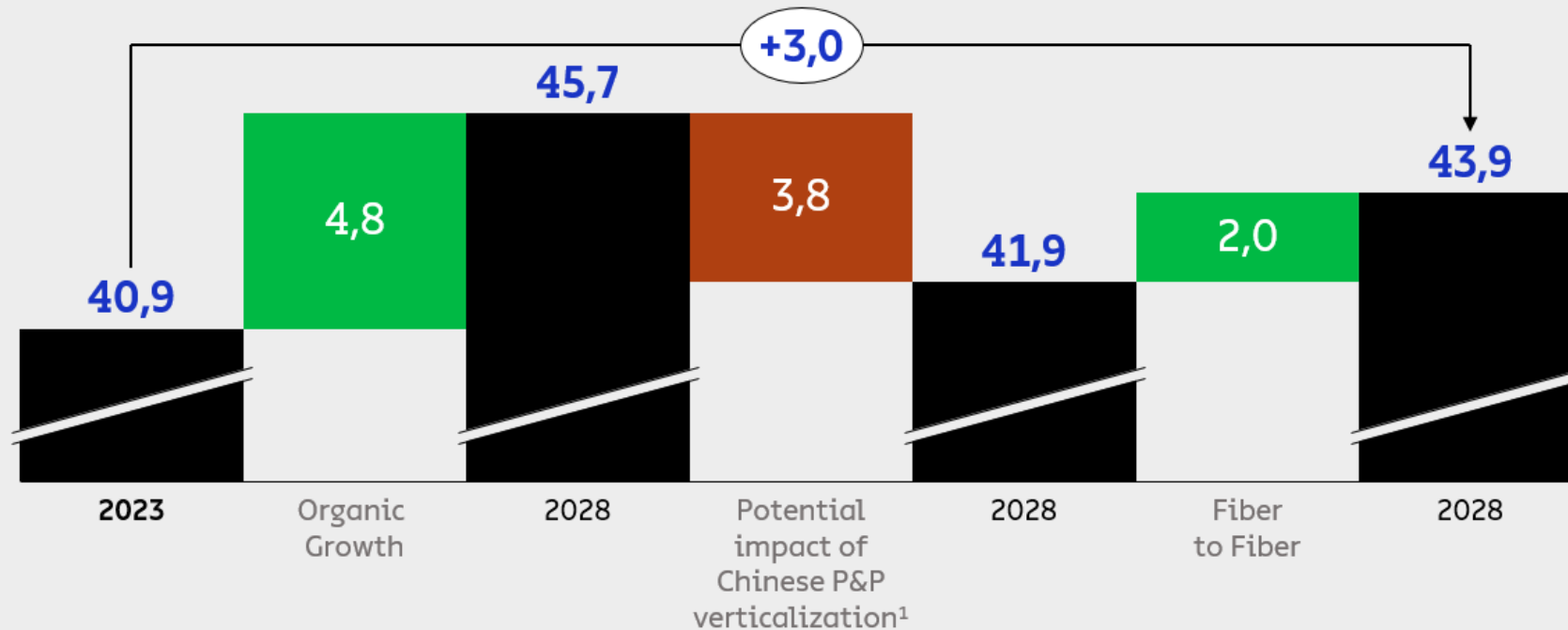


1. FisherSolve. 2. Suzano’s analysis | Region is defined as North America, Latin America, W. Europe, China or Other Asia (ex-China). BCP = BHKP + BSKP.

Adjusted MARKET BHKP DEMAND

Net demand growth in the coming years fostered by fiber to fiber and fossil to fiber opportunities

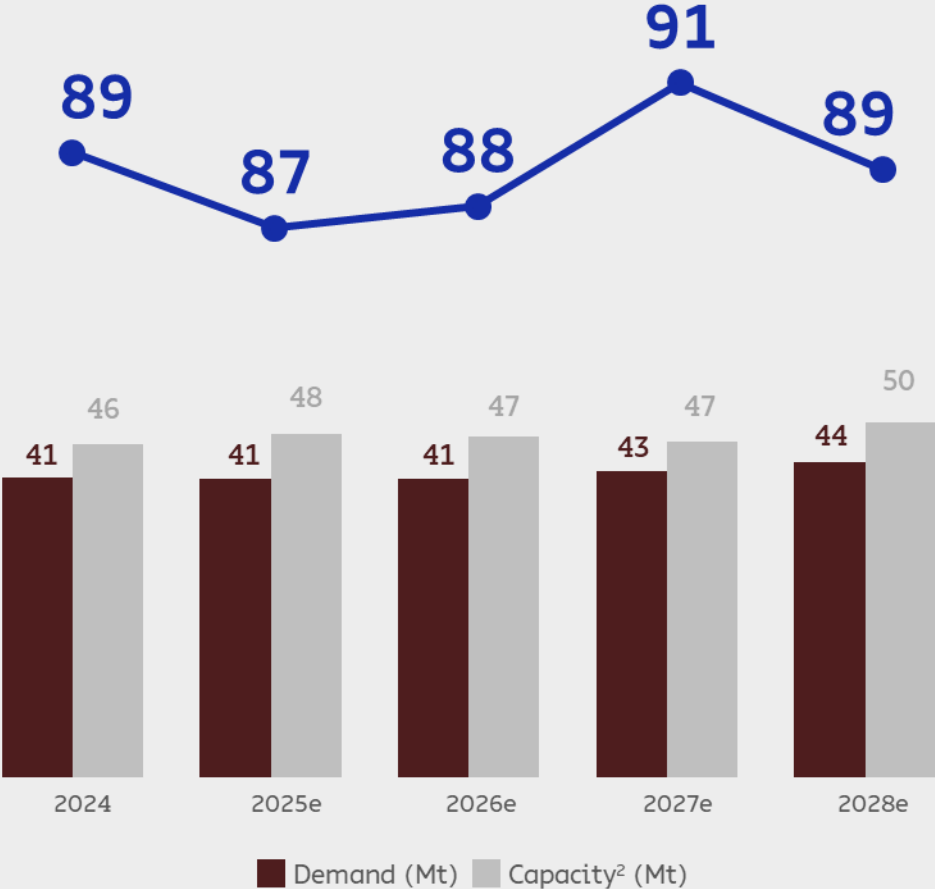
Hardwood market pulp demand
(Mt)



1. Estimated based on Suzano's O.R. assumptions.

Final Supply & demand balance

BHKP Demand to Capacity ratio¹ (%)

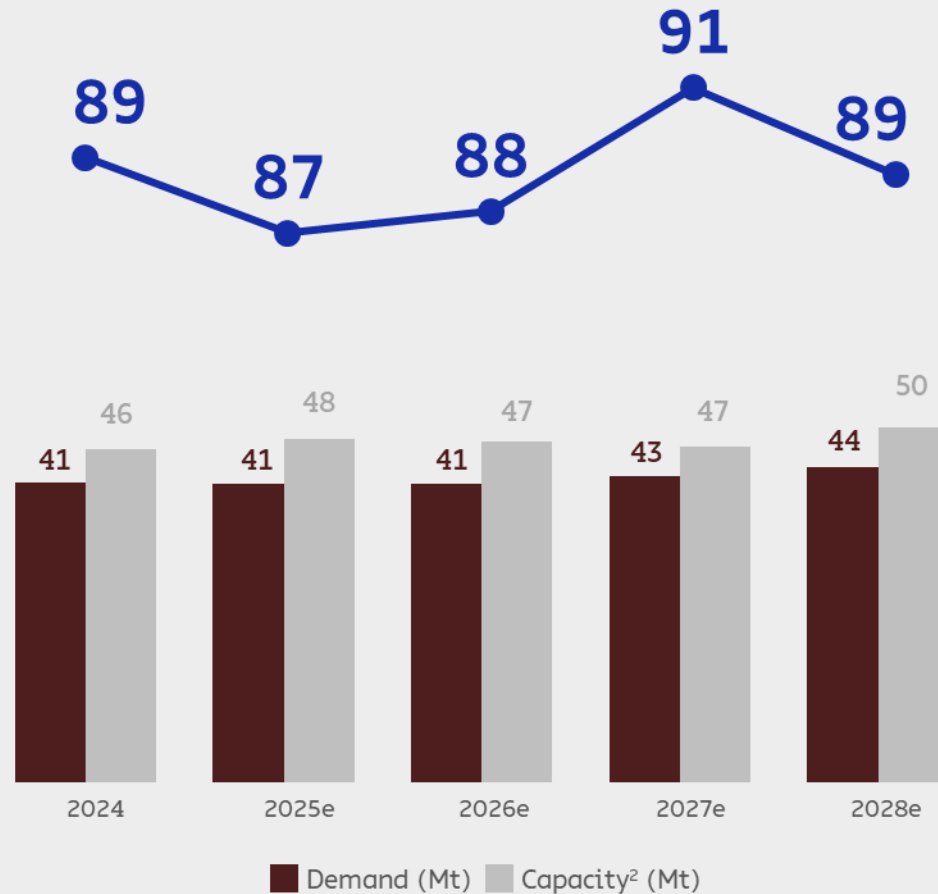


Source: 1. TTO BMA, Afry and Suzano’s analysis. | 2.. Capacity figures include closure assumptions. BCP = BHKP + BSKP.

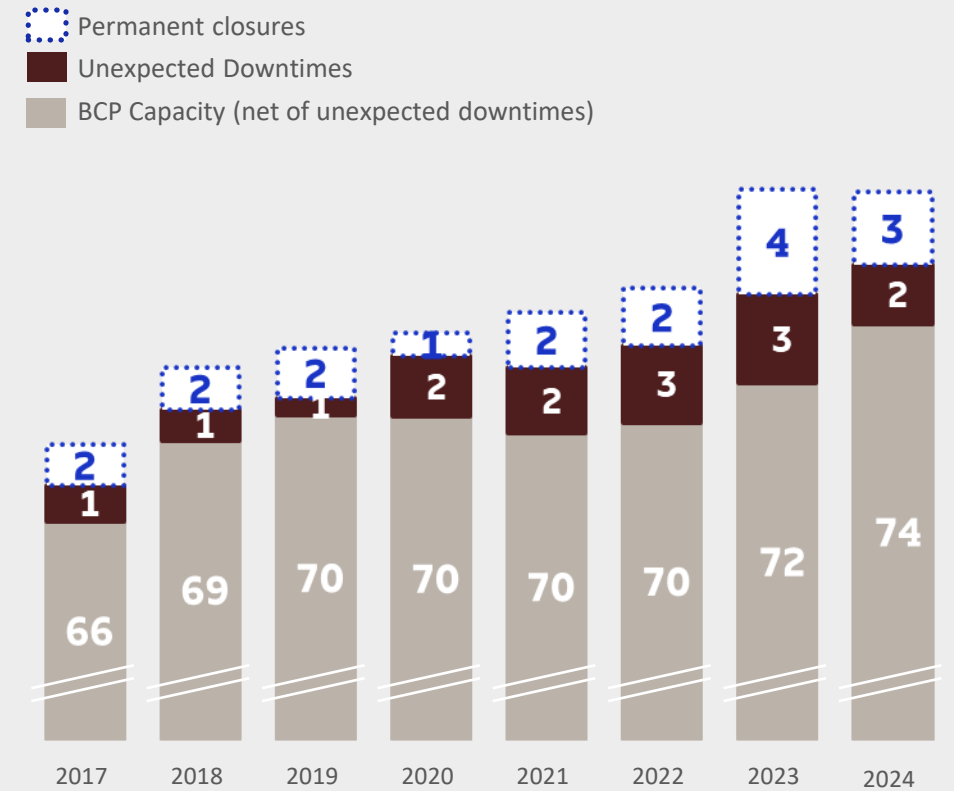
Final Supply & demand balance

additionally, to fiber to fiber demand growth, S&D ratio likely to improve with unplanned supply shortages

BHKP Demand to Capacity ratio¹ (%)



Unplanned supply shortage – BCP (Mt)



Challenges to the industry



Pressure from the rapidly expanding integrated pulp & paper player



More competition, demand for higher quality and supply assurance



Requirement for tailor made service and new business models

An aerial photograph of a lush green forest. A winding road or path is visible, and a blue structure, possibly a bridge or a small building, is situated in the middle of the forest. The image is overlaid with a green semi-transparent shape on the right side and a blue semi-transparent shape on the bottom left corner.

IN BRAZIL IN ASIA IN THE WORLD

What is Suzano doing?



Leverage the Local Comprehensiveness

From global to Asia, our operations across different regions



**SUZANO BIOPULP
SERVICES**



INNOVABILITY



LOGISTICS



SUSTAINABILITY



*Our Ribas mill inaugurated in July 2024, world's
largest single-line pulp mill*

Suzano Biopulp SERVICES

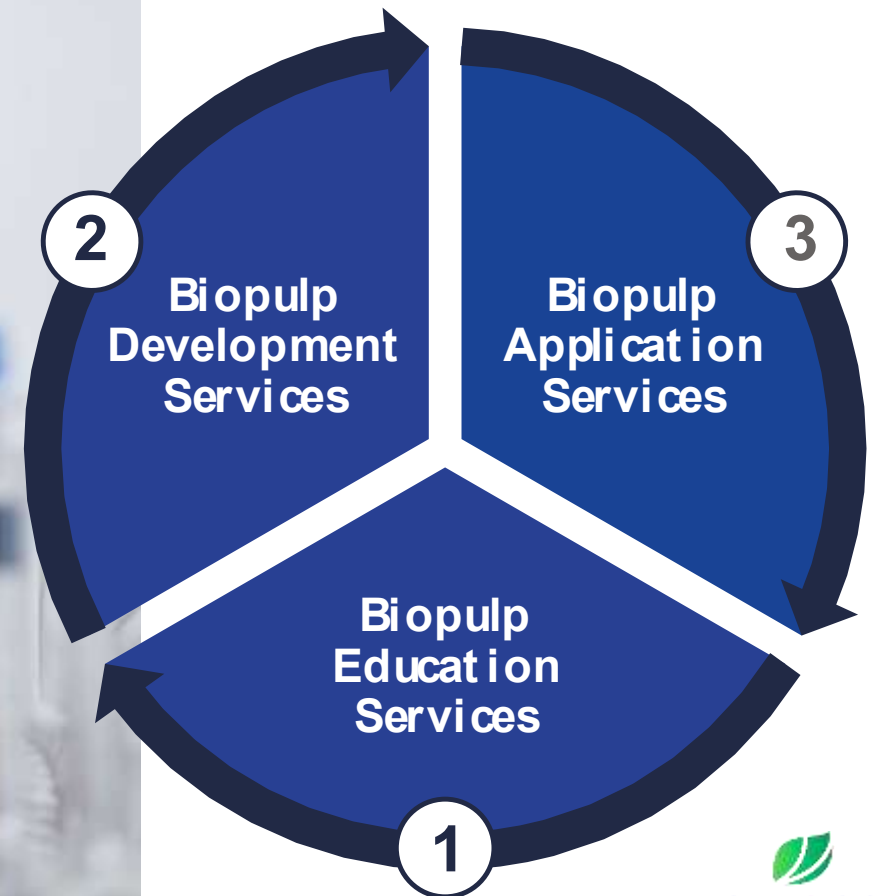
By combining our deep expertise in the production process with long-lasting relationships within the industry, we have developed a unique set of Suzano Biopulp services, which are made available to you to co-design the solutions your business needs.

Eucalyptus Pulp specialists at your service

Our expertise positions us at the forefront of the very best of eucalyptus fiber application in paper production



Our biopulp Solutions ecosystem



Leverage the Local Comprehensiveness

From global to Asia, our operations across different regions



SUZANO BIOPULP SERVICES



INNOVABILITY



LOGISTICS



SUSTAINABILITY



Our Ribas mill inaugurated in July 2024, world's largest single-line pulp mill

Suzano Biopulp product

-adaptability and innovation



eucaprime

versatility

All the adaptability that Suzano Biopulp has to offer



eucanatural

natural

Natural color as a sustainable identity to your products



eucaspecial

cleanliness

Remarkable cleanliness to your specialty papers



eucastrong

strength

High tensile and superior physical Properties to your products



eucasmart

ecoefficiency

Ecoefficiency to your business and products



eucaflash

filtration

Special porosity attributes to filtration media

	eucaprime	eucastrong	eucanatural	eucasmart	eucaspecial	eucaflash
Brightness	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●
Cleanliness	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●
Refinability	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●	● ● ● ● ●

Look for our FSC® certified products



Suzano Asia Innovability Hub | Innovation Edge



6th technology
center globally



1st R&D and innovation
center in Asia



Inauguration in
March 2023



Investment of over
US\$10 million



An advanced laboratory, an interactive experience center and
various collaboration spaces



An open and transformative innovation platform that empowers Suzano and its partners to nurture and expedite the R&D by advancing innovative applications, such as fiber substitution and alternatives to fossil-based materials, which cater to the needs of the Asian and global markets, supporting the transition toward a sustainable, low-carbon economy.



Leverage the Local Comprehensiveness

From global to Asia, our operations across different regions



SUZANO BIOPULP SERVICES



INNOVABILITY



LOGISTICS

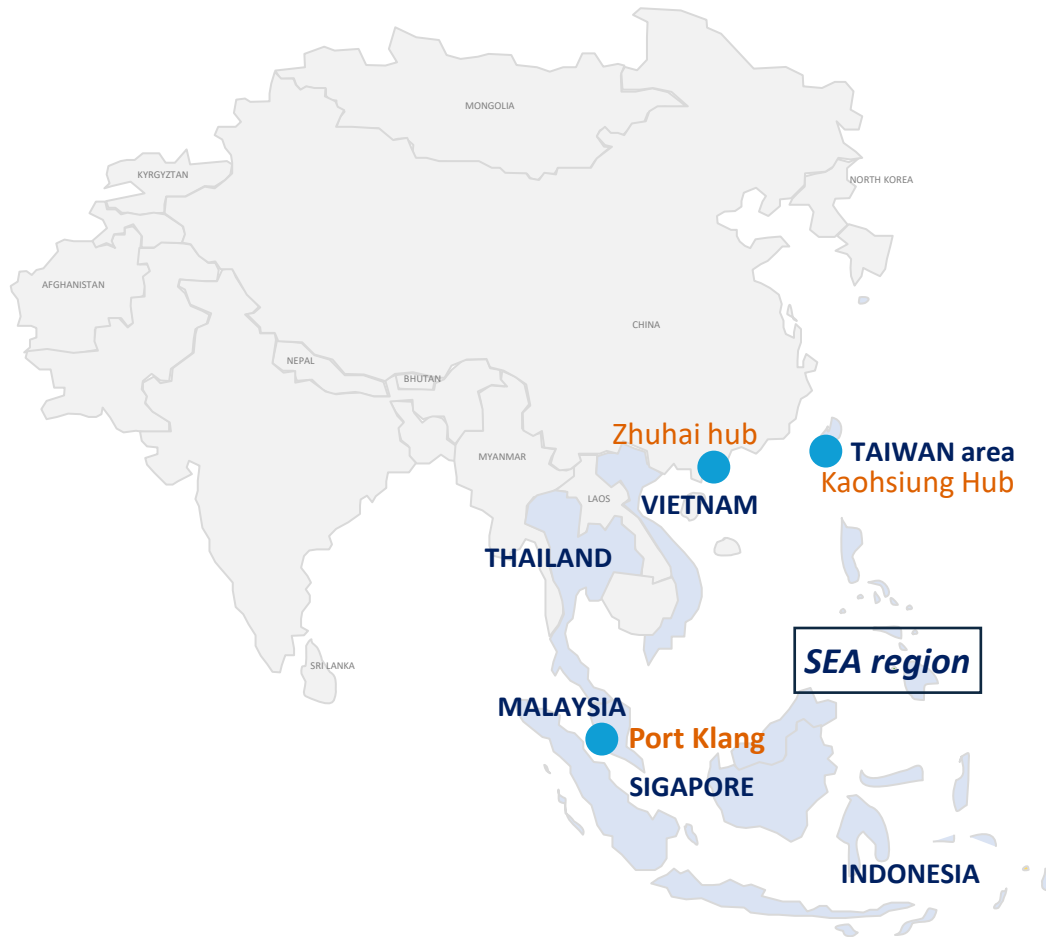


SUSTAINABILITY



Our Ribas mill inaugurated in July 2024, world's largest single-line pulp mill

Port Allocation - SEA



Key take-aways

- HUB inventory setup in Port Klang
- Serve the customers in SEA region/Bangladesh/East India
- Quick response for customer demand
- Shorter lead time

closely serve as a local supplier

Leverage the Local Comprehensiveness

From global to Asia, our operations across different regions



SUZANO BIOPULP SERVICES



INNOVABILITY



LOGISTICS



SUSTAINABILITY



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COMMITMENTS to Renewing Life

Sustainability is at the core of our business strategy

Goals for 2030

BIODIVERSITY

Protect
biodiversity

To connect, through ecological corridors, 500k hectares of fragments of the Cerrado, Atlantic Forest and Amazon biomes, or four times the city of Rio de Janeiro



BUSINESS

Offer products derived from
Renewable sources

To offer 10 million tons of products from renewable sources that can replace plastics and other petroleum-based products.



SOCIAL

Mitigate the problem of
Income distribution

To lift 200,000 people from poverty in our areas of operation.





Co-create value with Suzano



- **Fiber-to-Fiber service**

A unique set of Suzano Biopulp services, which are made available to you to co-design the solutions your business needs

- **Stable & flexible supply chain**

Multi-choices, multi-SKU. Closely serve as the local supplier

- **Innovability**

Long term commitment in sustainability and innovation

We are **confident**

that Suzano is in a strong position to be the right partner of choice

- Sustainability and innovation are at the core of our business strategy
- Leverage new business model towards Asia market with Fiber substitution acceleration
- Efficient, stable, and flexible supply chain solution for customers



THANK YOU