



# INFOGRAPHIC

BUSINESS PARTNERS EDITION

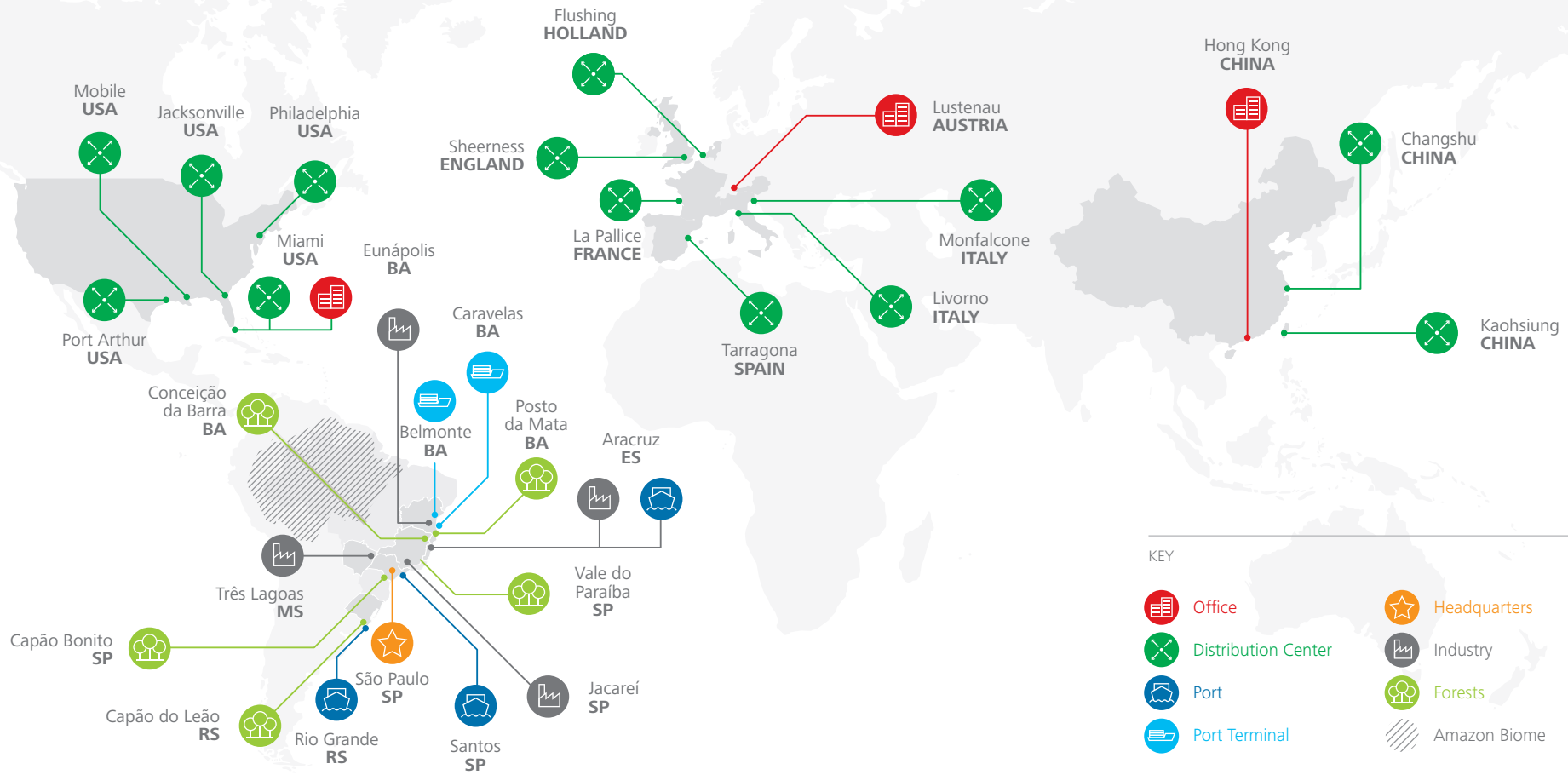
# FIBRIA 2016 REPORT

A NEW HORIZON  
FOR ALL

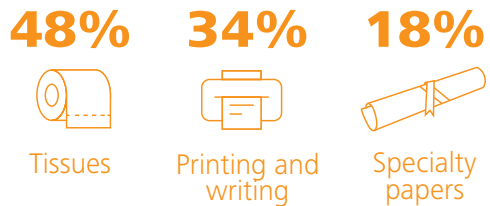


# Business partners

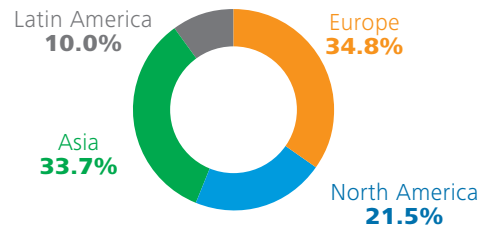
Fibra generates value to suppliers, clients and investors through an operation that integrates forest, industry, logistics and sales.



## Sales by end use



## Sales by region



## Sales

millions of tons

# 5.504

**Investment Grade**

- Standard & Poor's
- Fitch

## Certifications

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

## Sustainability Indices

- Dow Jones Sustainability Index (DJSI World)
- Dow Jones Sustainability Emerging Markets Index (DJSI Emerging Markets)
- Corporate Sustainability Index (ISE) – BM&FBOVESPA



## Long-term goals

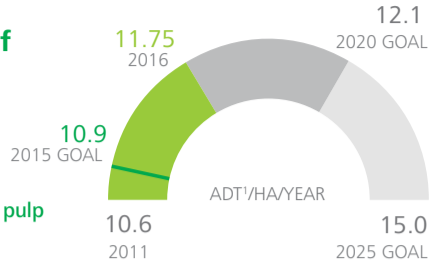
To ensure the implementation of the strategy and of the sustainability of the business, Fibria has set goals that should be achieved by 2025.



**SDG**  
Fibria's long-term goals are in line with the 17 Sustainable Development Goals, an ambitious action plan by the United Nations for the well-being of people, the planet and prosperity of all.  
[www.un.org/sustainabledevelopment/sustainable-development-goals](http://www.un.org/sustainabledevelopment/sustainable-development-goals)

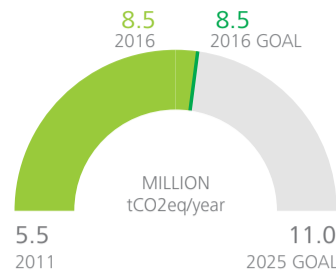
### Optimize the use of natural resources

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



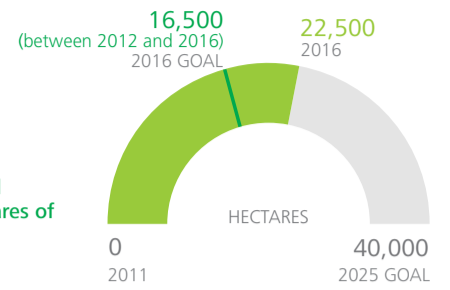
### Contribute to mitigating the effects of climate change

**GOAL**  
Double carbon absorption from the atmosphere<sup>2</sup>



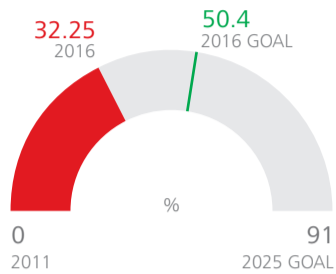
### Protect biodiversity

**GOAL**  
Promote the environmental restoration of 40,000 hectares of own areas between 2012 and 2025<sup>3</sup>



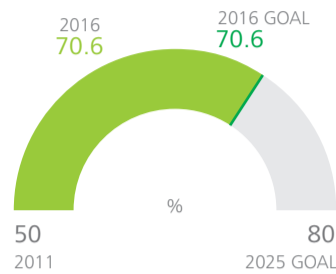
### Increase eco-efficiency

**GOAL**  
Reduce by 91% the volume of industrial solid waste disposed of in own or third-party landfills<sup>4</sup>

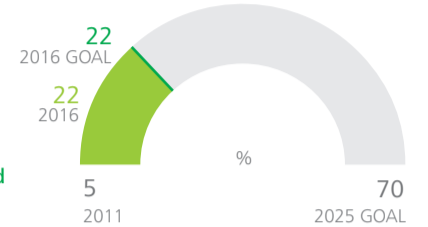


### Strengthen interaction between company and society

**GOAL (1)**  
Achieve 80% approval in neighboring communities<sup>5</sup>



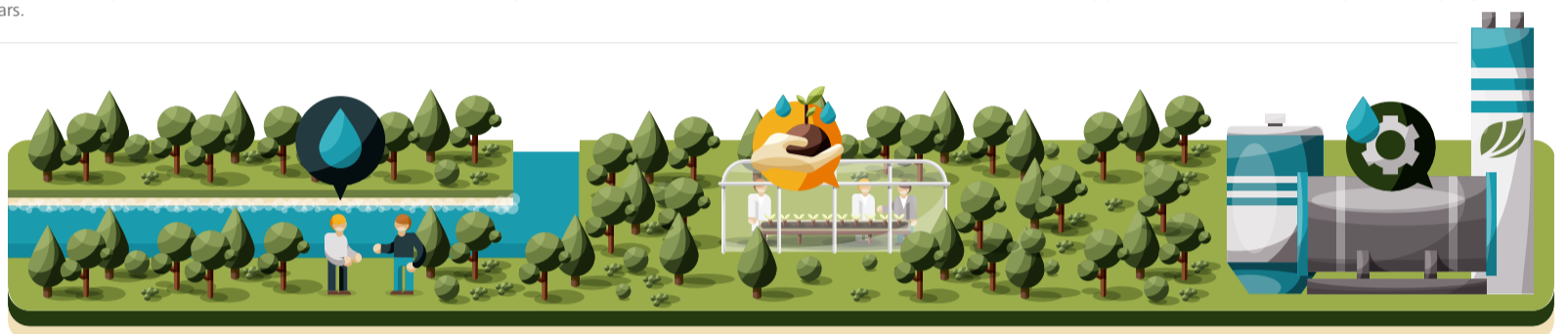
**GOAL (2)**  
Help communities make self-sustaining 70% of income-generating projects supported by companies



1 Air-dry ton. 2 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 nursery to client. 3 This goal does not consider Fibria's support to restoration projects in third-party areas, developed through agreements with other entities. 4 Waste generation increased between 2016 and 2017 and we had difficulty marketing it. While the results for 2016 proved unfavorable compared with the previous year, initiatives and investments made indicate a long-term reduction in disposal of waste in landfills. This implies that, in coming years, results will be balanced given the ongoing initiatives. 5 Approval rate measured through surveys conducted every three years.

### Optimize water management

In 2016, Fibria set a long-term goal for water. The goal unfolds in the forestry, nursery, and industry fronts.



**Forest**  
Carry out water management in micro-watersheds in Fibria's forests and disseminate technical knowledge on the subject to our neighbors in critical watersheds.

**Nurseries**  
Reduce by 17% the specific consumption of water withdrawn per seedling produced.

**Industry**  
Reduce by 17% consumption of water withdrawn per ton of pulp produced.



## Our units

Learn about some of Fibria's main indicators

### Aracruz

Espirito Santo



PRODUCTION IN THOUSANDS OF TONS

2,207

EMPLOYEES  
OWN: 1,556 | CONTRACTORS: 7,065

PLANTED AREA IN HECTARES

344,273

ACCIDENT RATE 200,000 MHW

0.20

CERTIFIED FORESTS IN HECTARES

290,189 FSC® | 322,767 CERFLOR/PEFC

CONSERVATION AREA IN HECTARES

124,446

PERCENTAGE OF RENEWABLE ENERGY

92%

PARTNERSHIP AREA IN HECTARES

48,053

Licenses FSC®: FSC-C100042, FSC-C100704, FSC-C110130, FSC-C104120 and FSC-C102372.

### Jacarei

São Paulo



PRODUCTION IN THOUSANDS OF TONS

1,028

EMPLOYEES  
OWN: 1,216 | CONTRACTORS: 2,257

PLANTED AREA IN HECTARES

157,274

ACCIDENT RATE 200,000 MHW

0.39

CERTIFIED FORESTS IN HECTARES

157,160 FSC® | 157,160 CERFLOR/PEFC

CONSERVATION AREA IN HECTARES

60,172

PERCENTAGE OF RENEWABLE ENERGY

85%

PARTNERSHIP AREA IN HECTARES

9,333

### Três Lagoas

Mato Grosso do Sul



PRODUCTION IN THOUSANDS OF TONS

1,236

EMPLOYEES  
OWN: 1,212 | CONTRACTORS: 3,666

PLANTED AREA IN HECTARES

372,234

ACCIDENT RATE 200,000 MHW

0.08

CERTIFIED FORESTS IN HECTARES

282,029 FSC® | 282,029 CERFLOR/PEFC

CONSERVATION AREA IN HECTARES

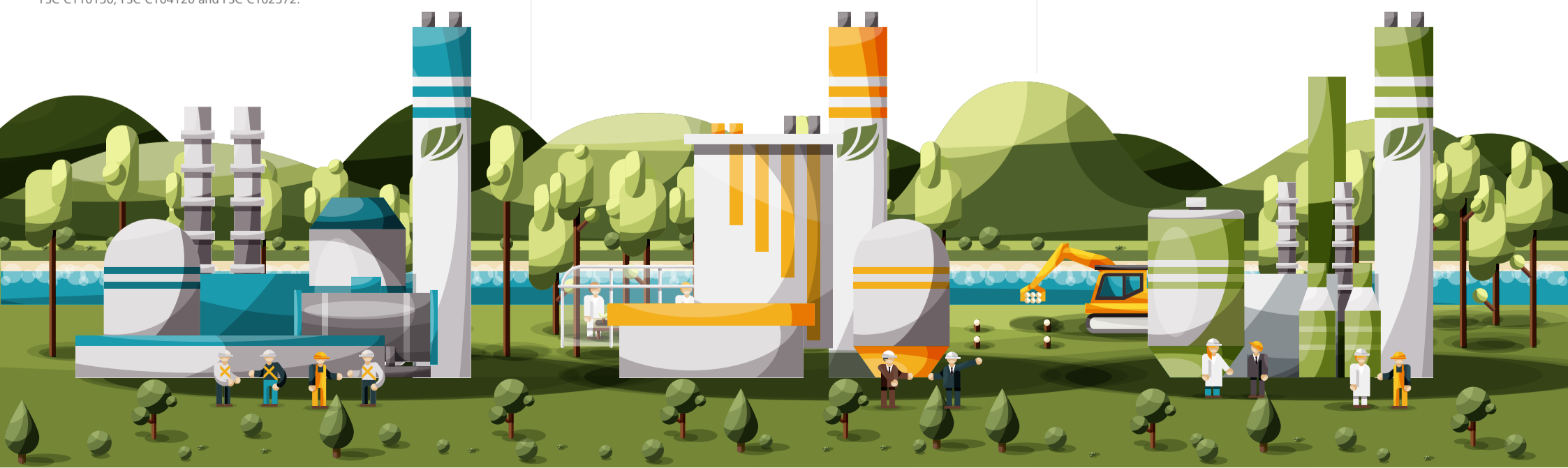
117,892

PERCENTAGE OF RENEWABLE ENERGY

89%

PARTNERSHIP AREA IN HECTARES

1,382



# Our business from planted forests

Through a proposal to create and share social, economic and environmental value, Fibria has been consolidating its strategy of growth, differentiation, and diversification.

## Water

Since we depend directly on our planted and native forests, we set ambitious goals for water management in our nurseries, forests, and industries

## Industry

5.02 million tons of pulp were produced by Fibria in 2016

**Research and Development**  
Our bio-strategy ranges from classical genetic improvement to the development of products and services to replace fossil derivatives

**BRL 72 million**  
Investment in innovation in 2016

## Nurseries

86 million seedlings annual production of our nurseries

## Forest Management

Planted forests are at the heart of Fibria's strategy

## Ecosystem Services

Environments rich in wildlife and flora help protect eucalyptus, springs and biodiversity

**279,490 hectares** is the total conserved areas

## Our neighbors

In the past, the relationship with our neighbors was marked by conflict. Through dialogue and structured programs, we established cooperation. We now want these communities to participate in our value chain

We are present in **257 Brazilian municipalities**

## PDRT

The Rural Land Development Program (PDRT) generates value and strengthens bonds with rural communities, training family farmers, organized into associations and networks, for the production of varied crops and the raising of small animals

**5,000 families** increased their income by up to **5 minimum wages**

## Community Nurseries

We purchase seedlings from neighboring communities for restoration of native forests and provide seeds and technical assistance

**39 Families** produce per year **40,000 seedlings**

## Our Suppliers

**51%** of our purchases are local, boosting the economy of the regions where we operate

## Our People

**17,000 jobs** between own employees and contractors

## Forestry Partnership

We encourage rural producers to plant eucalyptus. We offer support in planting, we transfer technology and knowledge. The project generates jobs, income and value in the field

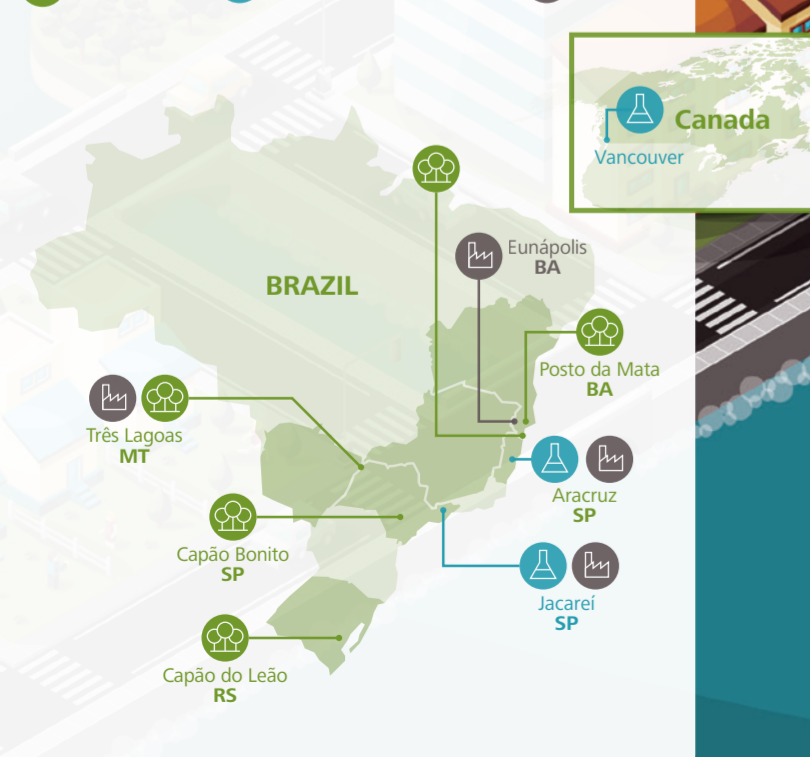
**1,995 producers**, in **202 municipalities**, participate in the forestry partnership program

## Market

**38** is the number of countries where we export

See where Fibria's technology centers, forests and industries are located

Forest Technology Center Industry



## Consumer

We participate in the lives of people with the products manufactured from our pulp

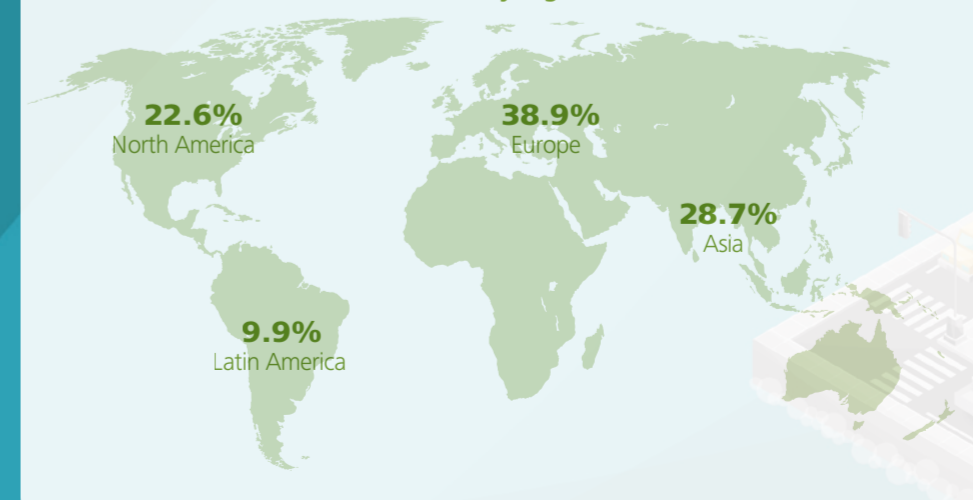
## Sales by end use

**48%** Tissues  
**34%** Printing and writing  
**18%** Specialty papers

## Clients

We seek to understand the challenges of our clients and the needs of our clients' clients

## Sales by region





Visit the complete  
online version of  
the report



**report**

[www.fibria.com/r2016](http://www.fibria.com/r2016)

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