



Presentation to





Presentation to Zumbiel - Agenda

- Paperboard International
- Klabin Industries
- Klabin Carrierboard
- Start Shipping
- Zumbiel Price



Paperboard International

- Paperboard International is the exclusive agent for marketing and sales of Klabin Carrierboard in the U.S.
- Paperboard International is lead by Daniel Velasquez, former Riverwood employee
 - Former Global Business Development Manager with experience marketing and selling Paperboard in the U.S., Europe and Latin America
 - Developed European and Mexican strategy for Riverwood
 - Emory MBA
 - Calculated cost to serve for Riverwood in the U.S., Europe and Mexico
 - Former export sales manager for Heinz-Venezuela. Double Heinz export sales to Latin America and Europe in one year. Extensive experience managing custom and shipping lines



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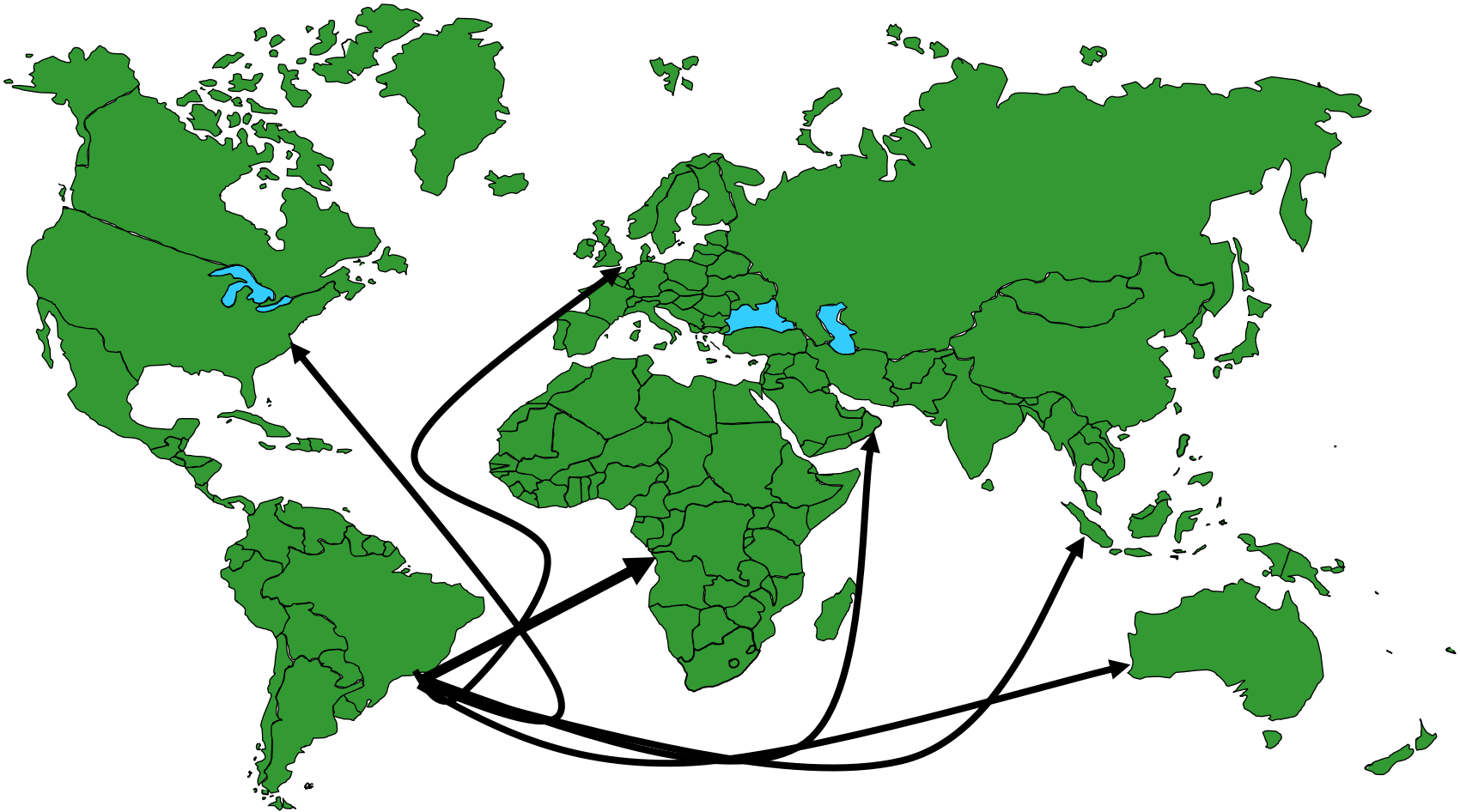


Klabin Industries

- 2001 sales of \$1.16 billion
- Paper Production of 1.78 million tons
- Carrierboard is made on machine number 7 in Parana, Brazil
- Expansion plans of a converting a new machine with 300,000 tons of Additional capacity ready for 2004
- Compound revenue growth rate of 24%
- Klabin Mill is ISO 9002 certified



Klabin exports 686,000 tons of Paper to all the world





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Klabin Carrierboard

- Carrierboard is made on MP7
 - 3 plies machine. Base ply is a fourdrinier and top ply is minifourdrinier

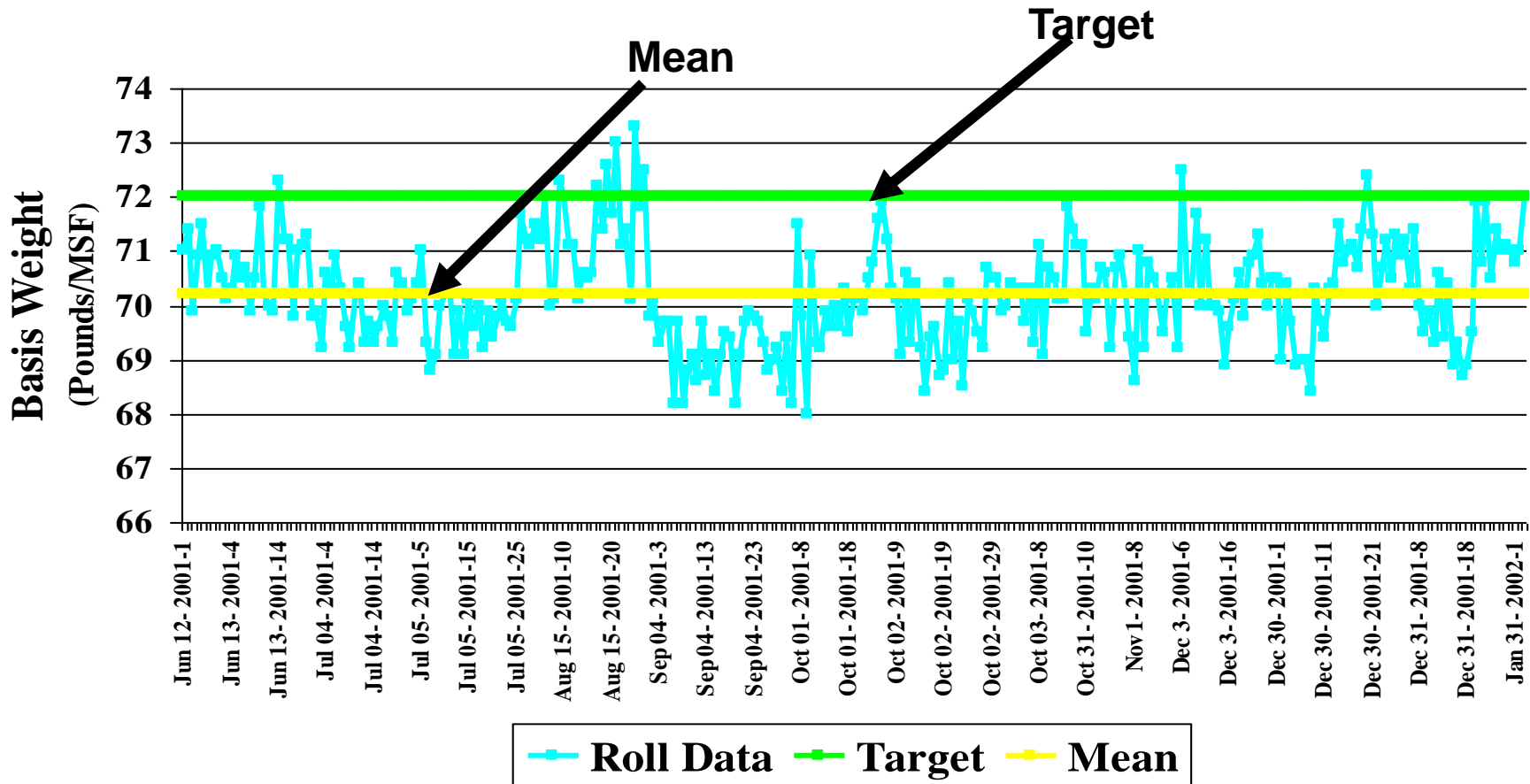
- Investments of \$100 million from 1997 to 2000 to increase capacity and improve the product
 - 1997 rebuilt of the back side head box
 - 1998 rebuilt of the top ply head box
 - 2000 investment of \$33 million in a new coater on line
 - 2000 capacity increase of 50,000 tons
 - Third coater is planned for June 2002

- Fiber are pine and Eucalyptus
 - Back ply is 100% pine
 - Middle ply is 30% Eucalyptus and 70% pine
 - Top ply is a bleach pulp ply



Klabin 18 pts Carrierboard Basis Weight Roll Data

June 2001- January 2002

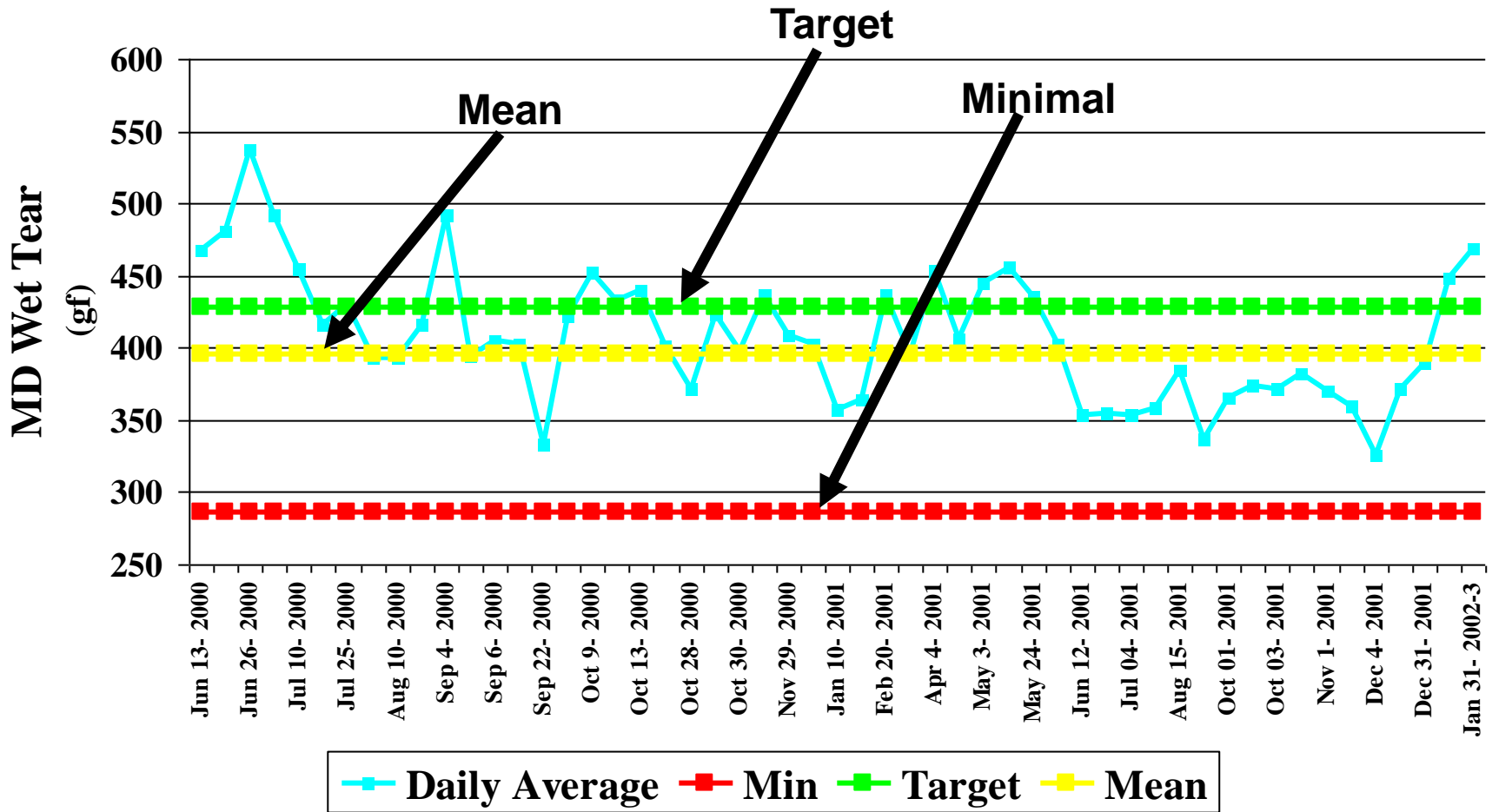


Source: Klabin Actual Production Data



Klabin 18 pts Carrierboard MD Wet Tear

Daily Average Jun 2000 - Jan 2002



Source: Klabin Actual Production Data



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Start Shipping

- Star Shipping will be responsible for bringing the paperboard from the Brazilian mill to Cincinnati Terminal Warehouse
 - Only one company to deal with transportation problems
 - 40 years of experience with paper products. ISO 9002 certified
 - 5.6 million metric tons of paper products carried in 1999
 - Its cargo handling system has become the world standard for deep-sea transportation of forest products
- Start Shipping is used by Mead and Riverwood to send their products to Europe
- Vessel from Brazil to Baltimore once per month

Order	4-Mar	30-Apr	1-Jun
Parana	4-May	31-May	1-Jul
Baltimore	31-May	28-Jun	23-Jul
Zumbiel	7-Jun	6-Jul	31-Jul



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Zumbiel Price

	Less than 300 tons/month	More than 300 tons/month	More than 1,000 tons month
Deliver Price Zumbiel	625	622	617
Basis Weight	72	72	72
MSF Price	22.5	22.39	22.21



Zumbiel will enjoy significant bottom line savings with Klabin

Before Caliper Reduction		
Klabin Price per ton	622	617
Basis Weight	72	72
Klabin Price per MSF	22.39	22.21
Mead Price per ton	640	640
Basis Weight	72	72
Mead Price per MSF	23.04	23.04
Savings	2.9%	3.7%
Over 5,000 tons	90,000	115,000
Over 20,000 tons		460,000
RVW Price per ton	650	650
Basis Weight	74	74
RVW Price per MSF	24.05	24.05
Savings	7.4%	8.3%
Over 5,000 tons	224,054	248,378
Over 20,000 tons		1,021,111

After Caliper Reduction 21 versus 18pts Klabin		
Klabin Price per ton	622	617
Basis Weight	72	72
Klabin Price per MSF	22.39	22.21
Mead Price per ton	640	640
Basis Weight	82	82
Mead Price per MSF	26.24	26.24
Savings	17.2%	18.1%
Over 5,000 tons	469,268	491,220
Over 20,000 tons		1,964,878
RVW Price per ton	650	650
Basis Weight	82	82
RVW Price per MSF	26.65	26.65
Savings	19.0%	20.0%
Over 5,000 tons	519,268	541,220
Over 20,000 tons		2,164,878



Zumbiel will enjoy \$115,000 in savings with 5,000 tons

Mead 21 pts -- BW = 72 -- Price per Ton \$640 -- Price per MSF = 23.04

Klabin 18 pts -- BW= 72 -- Price per ton \$617 -- Price per MSF=22.21

MSF per ton = $2000/72 = 27.78$

MSF per 5,000 ton = $5,000 * 27.78$
138,888.89

Cost Mead = $138,888.89 * \$ 23.04$
\$ 3,200,000

Cost Klabin = $138,888.89 * \$ 22.21$
\$ 3,085,000

Bottom Line Savings for Zumbiel

\$3,200,000 - \$ 3,085,000

\$ 115,000



Zumbiel will enjoy \$.5 Million in savings with 20,000 tons

Mead 21 pts -- BW = 72 -- Price per Ton \$640 -- Price per MSF = 23.04

Klabin 18 pts -- BW= 72 -- Price per ton \$617 -- Price per MSF=22.21

MSF per ton = $2000/72 = 27.78$

MSF per 5,000 ton = $20,000 * 27.78$
487,804.88

Cost Mead = $487,804.88 * \$ 23.04$
\$ 12,800,000

Cost Klabin = $487,804.88 * \$ 22.21$
\$ 12,430,000

Bottom Line Savings for Zumbiel

\$ 12,800,000 - \$ 12,340,000

\$ 460,000



Zumbiel will enjoy \$0.5 Million in savings with 5,000 tons after Caliper reduction

Mead 21 pts -- BW = 82 -- Price per Ton \$640 -- Price per MSF = 24.39

Klabin 18 pts -- BW= 72 -- Price per ton \$617 -- Price per MSF=22.21

MSF per ton = $2000/82 = 24.39$

MSF per 5,000 ton = $5,000 * 24.39$
125,951.22

Cost Mead = $125,951.22 * \$ 26.24$
\$ 3,200,000

Cost Klabin = $125,951.22 * \$ 22.21$
\$ 2,708,780

Bottom Line Savings for Zumbiel

\$3,200,000 - \$ 2,708,780

\$ 491,258



Zumbiel will enjoy \$2 Million in savings with 20,000 tons after Caliper reduction

Mead 21 pts -- BW = 82 -- Price per Ton \$640 -- Price per MSF = 24.39

Klabin 18 pts -- BW= 72 -- Price per ton \$617 -- Price per MSF=22.21

MSF per ton = $2000/82 = 24.39$

MSF per 5,000 ton = $20,000 * 24.39$
487,804.88

Cost Mead = $487,804.88 * \$ 26.24$
\$ 12,800,000

Cost Klabin = $487,804.88 * \$ 22.21$
\$ 10,835,122

Bottom Line Savings for Zumbiel

\$ 12,800,000 - \$ 10,835,122

\$ 1,964,878