Pulp & Paper Price Tracker

Arauco held pulp prices unchanged in March

Industry Overview

Tracking global pulp and paper price variations

Our P&P Price Tracker aims to track variations in P&P prices across the globe as well as regional simplified cash margins. We also provide snippets of news articles discussing prices and market color, as well as industry data updates.

We hope it's useful. Any suggestions on how to improve it would be greatly appreciated.

Exhibit 1: Snapshot of weekly Pulp & Paper price movements

Pulp prices up \$0.73/t w/w to \$654.60/t for hardwood and up \$0.69/t w/w to \$732.58/t for softwood

Market Pulp - Hardwood	Pulp & Paper Price Reference	Unit	Current Price	w/w Change (USD/t)	w/w Change (%)
HW China Resale Net (Eucalyptus) USD/t 614.15 7.85 1.29% HW Europe List USD/t 1,141.32 1.04 0.09% HW Europe Net USD/t 801.35 0.73 0.09% HW USL List USD/t 1,230.00 0.00 0.00% Market Pulp - Softwood SW China Net USD/t 733.58 0.69 0.09% SW China Resale Net (NBSK) USD/t 712.64 11.12 1.59% SW China Futures Net USD/t 693.31 23.34 3.48% SW Europe List USD/t 1,346.78 3.44 0.26% SW Europe Net USD/t 964.76 2.46 0.26% SW Europe Net USD/t 1,400.00 0.00 0.00% Printing & Writing - Uncoated China Offset Reel USD/t 933.33 -0.42 -0.04% Europe Offset Reel USD/t 1,307.59 9.58 0.74% Printing & Writing - Coated China Offset Reel USD/t 1,180.64 8.65 0.74% Prakaging - Containerboard Kraftliner China USD/t 559.14 -0.25 -0.04% Kraftliner Europe USD/t 722.90 3.09 0.43% Crestliner Europe USD/t 772.57 -0.34 -0.04% White-top Kraftliner China USD/t 772.57 -0.34 -0.04% White-top Kraftliner Europe USD/t 897.34 -1.72 -0.19% Packaging - Boxboard Duplex China USD/t 555.0 -0.22 -0.04% OUG China Offse Box USD/t 0.54% OUG Corrugated Cardboard OUC China USD/t 251.22 -0.11 -0.04% OUC China Offse Roup USD/t 251.22 -0.11 -0.04% OUC China OCC Europe USD/t 106.82 0.99 0.94%	Market Pulp - Hardwood				
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	OCC China	USD/t			
OCC US USD/t 91.00 0.00 0.00%	OCC Europe	USD/t	106.82	0.99	0.94%
	OCC US	USD/t	91.00	0.00	0.00%

Source: Fastmarkets FOEX, Fastmarkets RISI

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Refer to important disclosures on page 12 to 13.

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Equity
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Pulp & Paper

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Weekly news flow

Asia: Arauco kept pulp prices unchanged for March

FOEX reported pulp prices up w/w in China this week, with imported hardwood (HW) up \$0.73/t to \$654.6/t and imported softwood (SW) up \$0.69/t w/w to \$733.58/t. Resale prices were up w/w with hardwood (BEK; Bleached Eucalyptus Kraft) up \$7.85/t w/w to \$614.15/t, while resale softwood (NBSK; Northern Bleached Softwood Kraft) rose \$11.12/t w/w to \$712.64/t. Shanghai SW future (May 2024 contract) rose \$23.34/t w/w to \$693.31/t (net of value added-tax [VAT] and logistic costs). PPI Asia reported that Arauco held March pulp prices unchanged across the board. The supplier kept their HW prices at \$650/t, while keeping their radiata pine and USK (Unbleached Softwood Kraft) prices at \$745/t and \$690/t, respectively. This was the first move after the ongoing stalemate between buyers and suppliers. According to PPI, some suppliers were looking for \$30/t SW hikes and \$10/t HW hikes, but buyers resisted the increases given the weak paper and board market in China.

Europe: Ence to produce 125Kt/yr of fluff by 2025

PPI Europe reported that Ence began work on a project to begin producing fluff at their Navia pulp mill in Spain. Fluff production should begin by the end of 2025. Once the project is complete, Navia will have a 125Kt/yr capacity for fluff, currently the mill has a 685Kt/yr BEK capacity.

Utipulp: pulp inventories in Europe increased 1.9% m/m

Utipulp reported pulp inventories in Europe down m/m in January to 690.5Kt, while consumption increased 8.6% to 822.4Kt. Total inventories are above January 2023, up 8.2% y/y.

Exhibit 2: Utipulp - European pulp consumption and consumer inventories (Kt)

European consumer pulp inventories were down m/m in January to 690.5Kt

Softwood - Europe	Jan-24	Dec-23	m/m (%)	Jan-23	y/y (%)
Consumption (Kt)	247.3	229.7	7.7%	268.9	-8.0%
Inventories (Kt)	205.8	215.6	-4.6%	210.0	-2.0%
Inventories (in days of supply)	25	26	-3.8%	21	19.0%
Hardwood - Europe	Jan-24	Dec-23	m/m (%)	Jan-23	y/y (%)
Consumption (Kt)	529.8	478.2	10.8%	514.6	2.9%
Inventories (Kt)	439.1	486.7	-9.8%	368.9	19.0%
Inventories (in days of supply)	27	30	-10.0%	19	42.1%

Total kraft pulp	Jan-24	Dec-23	m/m (%)	Jan-23	y/y (%)
Consumption (Kt)	822.4	757.3	8.6%	824.7	-0.3%
Inventories (Kt)	690.5	747.2	-7.6%	638.2	8.2%
Inventories (in days of supply)	27	29	-6.9%	21	28.6%

Source: Utipulp

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Americas: Mexico OCC prices mixed

PPI LatAm reported that OCC (old corrugated containers) were mixed as domestic prices were stable, while imported prices increased. According to PPI contacts, demand remained weak; however, lower collection of imported OCC was helping sustain the higher prices. Contacts expected OCC prices in Mexico to trend down in March. Meanwhile, Ibá (Brazilian Tree Industry Association) reported Brazilian paper apparent consumption dropped 4.8% y/y in December, while exports increased 24.1% y/y to 206Kt.



2

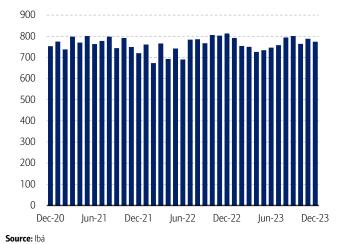
Exhibit 3: Ibá – Brazilian pulp & paper domestic sales and exports (Kt) Brazilian paper exports increased 24.1% y/y in December

	Dec-23	m/m %	y/y %
Paper			
Total Paper	675	5.6%	1.5%
Domestic Sales	469	3.5%	-6.0%
Export Sales	206	10.8%	24.1%
Packaging & Wrapping	218	4%	1%
Domestic Sales	143	-1%	-2%
Export Sales	75	17%	9%
Printing & Writing	229	20%	8%
Domestic Sales	137	20%	-12%
Export Sales	92	19%	59%
Newsprint	3	-40%	-57%
Domestic Sales	2	-33%	-33%
Export Sales	1	-50%	-75%
Tissue	113	-4%	-6%
Domestic Sales	109	-4%	-6%
Export Sales	4	-20%	0%
Cardboard	56	0%	-5%
Domestic Sales	49	2%	-6%
Export Sales	7	-13%	0%
Other	56	-7%	10%
Domestic Sales	29	-3%	7%
Export Sales	27	-10%	13%
Source: Ibá			

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Exhibit 4: Brazilian total apparent consumption (Km3)

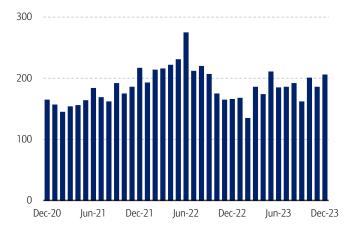
Total apparent consumption dropped 4.8% y/y in December



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Exhibit 5: Brazilian total exports (Km3)

Total exports increased 24.1% y/y in December



Source: Ibá



Exhibit 6: Summary of Pulp & Paper price movementsPulp prices rose \$0.73/t w/w to \$654.60/t for hardwood and rose \$0.69/t w/w at \$733.58/t for softwood

Pulp & Paper Price Reference	Unit	Current Price	w/w Change (USD/t)	w/w Change (%)	y/y Change	y/y Change (%)	Last Change
Market Pulp - Hardwood							
HW China Net	USD/t	654.60	0.73	0.11%	-101.33	-13.40%	23-Feb-24
HW China Resale Net (Eucalyptus)	USD/t	614.15	7.85	1.29%	-123.28	-16.72%	23-Feb-24
HW Europe List	USD/t	1,141.32	1.04	0.09%	-188.26	-14.16%	20-Feb-24
HW Europe Net	USD/t	801.35	0.73	0.09%	-132.18	-14.16%	20-Feb-24
HW US List	USD/t	1,230.00	0.00	0.00%	-305.00	-19.87%	16-Feb-24
Market Pulp - Softwood		.,		2122,5			
SW China Net	USD/t	733.58	0.69	0.09%	-167.32	-18.57%	23-Feb-24
SW China Resale Net (NBSK)	USD/t	712.64	11.12	1.59%	-199.52	-21.87%	23-Feb-24
SW China Futures Net	USD/t	693.31	23.34	3.48%	n.a.	n.a.	23-Feb-24
SW Europe List	USD/t	1,346.78	3.44	0.26%	-45.08	-3.24%	20-Feb-24
SW Europe Net	USD/t	964.76	2.46	0.26%	-32.29	-3.24%	20-Feb-24
SW US List	USD/t	1,400.00	0.00	0.00%	-275.00	-16.42%	16-Feb-24
Printing & Writing - Uncoated	035/1	1,100.00	0.00	0.00 /0	27 3.00	10.12 /0	1010021
China Offset Reel	USD/t	933.33	-0.42	-0.04%	-111.38	-10.66%	23-Feb-24
Europe Offset Reel	USD/t	1,307.59	9.58	0.74%	-61.90	-4.52%	23-Feb-24
Printing & Writing - Coated	030/1	1,507.55	5.50	0.7 + /0	-01.50	7.52 /0	2510024
China Offset Reel	USD/t	849.96	-0.38	-0.04%	-21.05	-2.42%	23-Feb-24
Europe Offset Reel	USD/t	1,180.64	8.65	0.74%	-104.76	-8.15%	23-Feb-24
Packaging - Containerboard	030/1	1,100.04	0.05	0.7 + /0	-104.70	0.1570	2510024
Kraftliner China	USD/t	559.14	-0.25	-0.04%	-94.88	-14.51%	23-Feb-24
Kraftliner Europe	USD/t	722.90	3.09	0.43%	-133.16	-15.56%	23-Feb-24
Testliner China	USD/t	473.13	-0.21	-0.04%	-59.29	-11.14%	23-Feb-24
Testliner Europe	USD/t	519.67	-3.64	-0.70%	-142.83	-21.56%	23-Feb-24
White-top Kraftliner China	USD/t	772.57	-0.34	-0.04%	-142.65	-12.51%	23-Feb-24 23-Feb-24
White-top Kraftliner Europe	USD/t	897.34	-0.34 -1.72	-0.19%	-69.34	-7.17%	23-Feb-24 23-Feb-24
Packaging - Boxboard	USD/L	037.34	-1.72	-0.13%	-03.54	-7.1770	23-1 60-24
Duplex China	USD/t	505.50	-0.22	-0.04%	-95.68	-15.91%	23-Feb-24
Duplex Europe	USD/t	1,240.61	6.64	0.54%	-205.75	-14.23%	23-Feb-24
Old Corrugated Cardboard	USD/L	1,240.01	0.04	0.54%	-203.73	-14.23%	23-1 60-24
OCC China	USD/t	251.22	-0.11	-0.04%	-20.34	-7.49%	23-Feb-24
OCC Europe	USD/t	106.82	0.99	0.94%	31.30	41.45%	23-Feb-24 23-Feb-24
OCC US	USD/t	91.00	0.99	0.94%	58.00	175.76%	1-Feb-24
Margins - China	USD/L	91.00	0.00	0.00%	36.00	173.76%	1-160-24
-	LICD/+	270.72	1.15	0.410/	10.05	2.400/	22 5-6 24
Uncoated Paper	USD/t USD/t	278.73 195.36	-1.15 -1.11	-0.41% -0.56%	-10.05 80.28	-3.48%	23-Feb-24
Coated Paper	USD/t USD/t	66.74	-0.54	-0.80%	-1.05	69.77% -1.54%	23-Feb-24
Kraftliner							23-Feb-24
Testliner	USD/t	221.90	-0.10	-0.04%	-38.95	-14.93%	23-Feb-24
Coated Duplex	USD/t	13.10	-0.51	-3.78%	-1.84	-12.34%	23-Feb-24
White-top Kraftliner	USD/t	78.48	-1.05	-1.32%	23.87	43.71%	23-Feb-24
Margins - Europe	LICD /s	E0C 22	0.05	1.700/	70.20	16.120/	22.5.1.24
Uncoated Paper	USD/t	506.23	8.85	1.78%	70.29	16.12%	23-Feb-24
Coated Paper	USD/t	379.28	7.92	2.13%	27.43	7.79%	23-Feb-24
Kraftliner	USD/t	187.11	1.37	0.74%	-132.67	-41.49%	23-Feb-24
Testliner	USD/t	412.85	-4.63	-1.11%	-174.13	-29.67%	23-Feb-24
Coated Duplex	USD/t	275.85	4.18	1.54%	-173.45	-38.61%	23-Feb-24
White-top Kraftliner	USD/t	-67.42	-4.18	6.61%	-37.05	121.99%	23-Feb-24
Pulp Spreads	1165 /	140==	0.00	60.077	20.05	17.07-1	22.5 : 2 :
HW Europe - China (Net)	USD/t	146.75	0.00	63.27%	-30.85	-17.37%	23-Feb-24
SW Europe - China (Net)	USD/t	231.18	1.77	0.77%	135.03	140.43%	23-Feb-24
SW - HW China	USD/t	78.98	-0.04	-0.05%	-65.99	-45.52%	23-Feb-24
SW - HW Europe	USD/t	163.41	1.73	1.07%	99.89	157.26%	20-Feb-24

Source: Fastmarkets FOEX, Fastmarkets RISI



Exhibit 7: Pulp & Paper prices period comparison Evolution of pulp and paper prices

Pulp & Paper Price Reference	Current Price (USD/t)	Last Week Price	Last Month Price	Last Year Price	12M Average	5Y Average	Source
Market Pulp - Hardwood							
HW China Net	654.60	653.87	655.44	755.93	590.96	615.91	FOEX
HW China Resale Net (Eucalyptus)	614.15	606.30	605.36	737.43	585.92	611.39	RISI
HW Europe List	1,141.32	1,140.28	1,061.52	1,329.58	1,004.68	977.44	FOEX
HW Europe Net	801.35	800.62	745.32	933.53	705.41	687.49	BofA/FOEX
HW US List	1,230.00	1,230.00	1,175.00	1,535.00	1,184.43	1,184.26	RISI
Market Pulp - Softwood	·					·	
SW China Net	733.58	732.89	738.41	900.90	737.78	751.67	FOEX
SW China Resale Net (NBSK)	712.64	701.52	707.61	912.17	730.50	749.83	RISI
SW China Futures Net	693.31	669.97	689.03	n.a.	679.63	n.a.	RISI
SW Europe List	1,346.78	1,343.34	1,298.86	1,391.86	1,251.74	1,142.37	FOEX
SW Europe Net	964.76	962.30	930.43	997.05	896.68	819.47	BofA/FOEX
SW US List	1,400.00	1,400.00	1,360.00	1,675.00	1,406.31	1,399.10	RISI
Printing & Writing - Uncoated	,	,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,	,	, , , , , , , , , , , , , , , , , , , ,	
China Offset Reel	933.33	933.75	938.39	1,044.72	941.00	976.06	RISI
Europe Offset Reel	1,307.59	1,298.01	1,310.78	1,369.48	1,321.77	1,145.62	RISI
Printing & Writing - Coated	.,207.03	.,	.,2 . 0.7 0	.,2 33. 10	-,	.,5.62	
China Offset Reel	849.96	850.34	854.57	871.01	838.67	875.34	RISI
Europe Offset Reel	1,180.64	1,171.99	1,183.52	1,285.39	1,206.53	987.27	RISI
Packaging - Containerboard	1,100.01	1,171.33	1,100.02	1,203.33	1,200.00	307.27	11101
Kraftliner China	559.14	559.39	562.17	654.01	581.27	679.90	RISI
Kraftliner Europe	722.90	719.81	735.91	856.06	769.26	797.57	FOEX
Testliner China	473.13	473.34	475.69	532.42	474.04	592.61	RISI
Testliner Europe	519.67	523.31	531.98	662.49	567.54	606.35	FOEX
White-top Kraftliner China	772.57	772.91	776.75	883.02	792.77	870.28	RISI
White-top Kraftliner Europe	897.34	899.06	913.82	966.68	936.55	922.66	FOEX
Packaging - Boxboard	037.34	033.00	313.02	900.00	330.33	322.00	TOLX
Duplex China	505.50	505.73	508.24	601.18	518.12	651.36	RISI
Duplex Europe	1,240.61	1,233.97	1,246.33	1,446.35	1,367.16	n.a.	RISI
Old Corrugated Cardboard	1,240.01	1,233.37	1,240.55	1,440.55	1,507.10	II.a.	ICIJI
OCC China	251.22	251.33	254.12	271.57	242.16	332.16	RISI
OCC Europe	106.82	105.83	106.97	75.52	100.67	126.59	FOEX
OCC US	91.00	91.00	87.00	33.00	58.88	72.59	RISI
Margins - China	31.00	31.00	67.00	33.00	30.00	12.33	ICIN
Uncoated Paper	278.73	279.88	282.95	288.79	350.04	360.16	FOEX/RISI
Coated Paper	195.36	196.47	199.13	115.08	247.70	259.43	FOEX/RISI
Kraftliner	66.74	67.27	65.90	67.78	91.30	137.99	FOEX/RISI
Testliner	221.90	222.00	221.57	260.85	231.88	260.46	FOEX/RISI
Coated Duplex	13.10	13.62	11.98	14.95	28.15	109.45	FOEX/RISI
	78.48						
White-top Kraftliner	/ 8.48	79.53	79.83	54.61	128.40	186.49	FOEX/RISI
Margins - Europe	F0C 22	407.20	FCF 4C	425.05	C1C 2C	4F0.12	FOEV/DICL
Uncoated Paper	506.23	497.38	565.46	435.95	616.36	458.13	FOEX/RISI
Coated Paper Kraftliner	379.28	371.36	438.20	351.86	501.12	299.77	FOEX/RISI
	187.11	185.74	217.21 425.02	319.78	270.58	324.54	FOEX
Testliner	412.85	417.48		586.98	466.87	479.76	FOEX
Coated Duplex	275.85	271.67	315.90	449.30	470.49	445.67	FOEX/RISI
White-top Kraftliner	-67.42	-63.24	-16.62	-30.37	39.87	103.19	FOEX
Pulp Spreads	14075	1.46.75	00.00	177.60	11445	71.50	FOEV
HW Europe - China (Net)	146.75	146.75	89.88	177.60	114.45	71.59	FOEX
SW Europe - China (Net)	231.18	229.41	192.02	96.15	158.90	67.80	FOEX
SW - HW China	78.98	79.02	82.97	144.97	146.81	135.77	FOEX
SW - HW Europe	163.41	161.67	185.11	63.52	191.26	131.98	FOEX

Source: Fastmarkets FOEX, Fastmarkets RISI

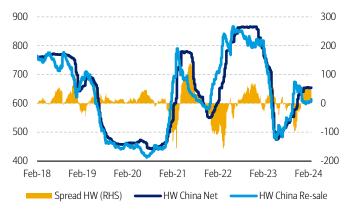


Key charts

Main global pulp price references

Exhibit 8: China HW net price (US\$/t)

Hardwood prices rebounded from the bottom of ~\$480/t

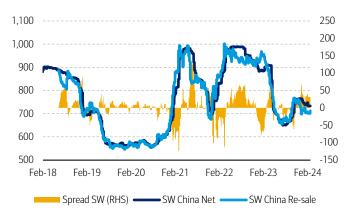


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 9: China SW net price (US\$/t)

Softwood prices began to drop



Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 10: Shanghai softwood pulp futures (May 2024 contract [sp2405], US\$/t, net*) vs. PIX NBSK China net (US\$/t)

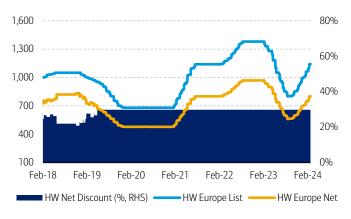
The most traded pulp future contract (May 2024; sp2405) is rangebound in the past weeks



Source: Shanghai Futures Exchange, Fastmarkets FOEX *Net of VAT (13%) and logistic costs (estimated at RMB 150/MT)

Exhibit 11: Europe HW list vs. net price (US\$/t)

Europe Hardwood list prices are still rebounding

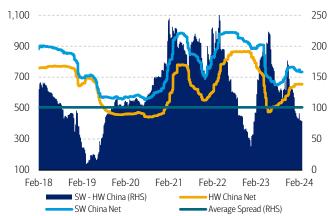


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 13: China SW - HW spread (US\$/t)

SW-HW spreads in China are below the historical average



Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 15: Europe HW vs. China HW price (US\$/t)

Europe prices are at a premium to prices in China

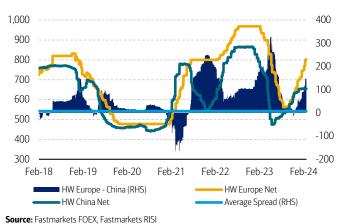
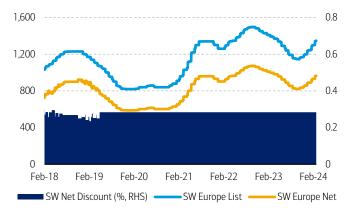


Exhibit 12: Europe SW list vs. net price (US\$/t)

As for Softwood, list prices are rebounding slightly

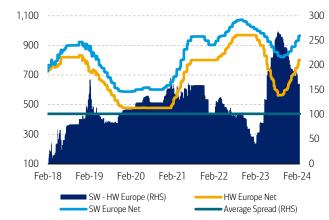


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 14: Europe SW - HW spread (US\$/t)

SW-HW spreads in Europe have been trading above its historical avg

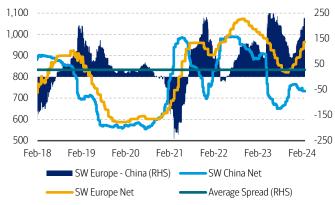


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 16: Europe SW vs. China SW price (US\$/t)

As for Softwood, EU-CH spread has been increasing



Source: Fastmarkets FOEX, Fastmarkets RISI



Exhibit 17: US HW list price (US\$/t)

US hardwood prices increased from the bottom

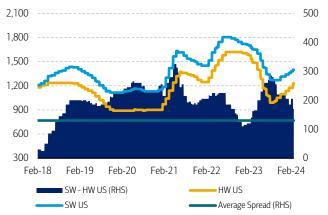


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 19: US SW-HW spread (US\$/t)

Even after the increase in spreads from 2020 and early 2021, current value is still well above historical avg of \sim US\$124/t



Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 18: US SW list price (US\$/t)

US softwood prices have remained close to the bottom



Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 20: US OCC (US\$/t)

OCC prices have recovered from the recent bottom



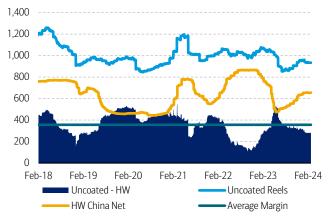
Source: Fastmarkets FOEX, Fastmarkets RISI

Key charts

Main global paper price references

Exhibit 21: China uncoated reels price and margin (US\$/t)

China uncoated margins trading close to the historical avg of ~US\$360/t

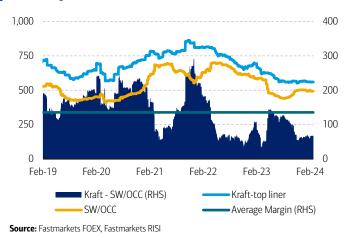


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 23: China kraftliner (US\$/t)

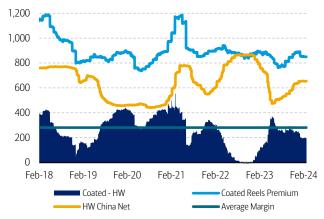
After peak in October 2021, kraftliner margins in China dropped and are now below to avg. of \sim US\$150/t



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Exhibit 22: China coated reels price and margin (US\$/t)

China coated margins are close to the historical avg of ~US\$280/t

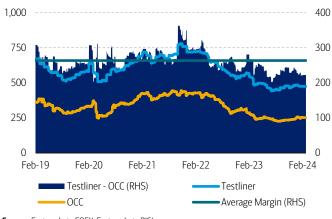


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 24: China testliner (US\$/t)

Testliner margins are below the historical margin

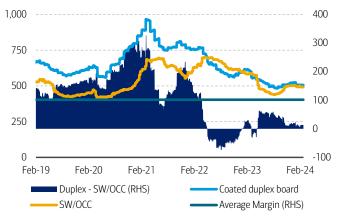


Source: Fastmarkets FOEX, Fastmarkets RISI



Exhibit 25: China duplex (US\$/t)

After recent peak in November, duplex margins in China started to drop and are now below the avg of ~US\$130/t

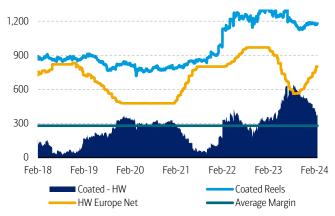


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 27: China ivory board (US\$/t)

lvory board margin in China is now above the average of ~US\$260/t

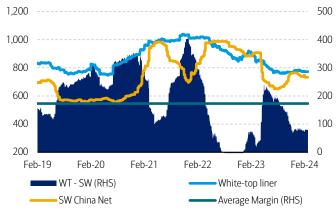


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 26: China white-top liner (US\$/t)

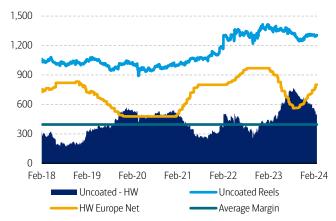
White-top liner also suffered pressure in margins by April 2021, and now returned to levels below avg



Source: Fastmarkets FOEX, Fastmarkets RISI

Exhibit 28: Europe uncoated reels (US\$/t)

For uncoated in Europe, margins are recently high, and trading above its historical avg of \sim US\$380/t

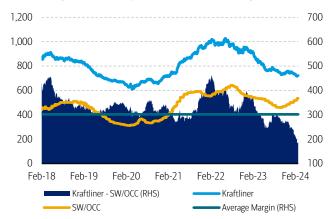


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 30: Europe kraftliner (US\$/t)

Kraftliner margins are currently below the historical average

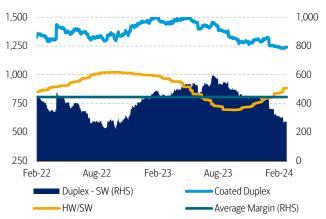


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 32: Europe duplex (US\$/t)

Margins for duplex in Europe are close to the historical average

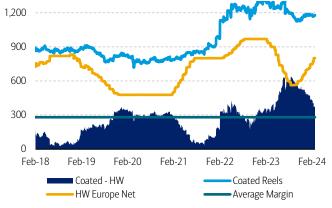


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 29: Europe coated reels (US\$/t)

Margins for uncoated in Europe recovered from low level reached after peak in 2020 and early 2021

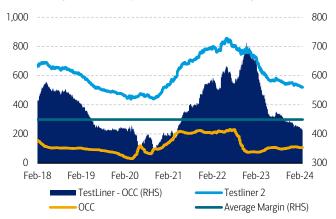


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 31: Europe testliner (US\$/t)

Testliner margins are currently below the historical average

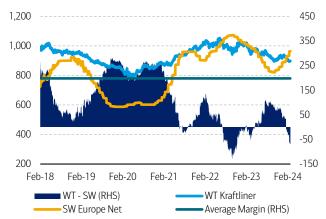


Source: Fastmarkets FOEX, Fastmarkets RISI

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Exhibit 33: Europe white-top liner (US\$/t)

WT kraftliner margins are currently low



Source: Fastmarkets FOEX, Fastmarkets RISI



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