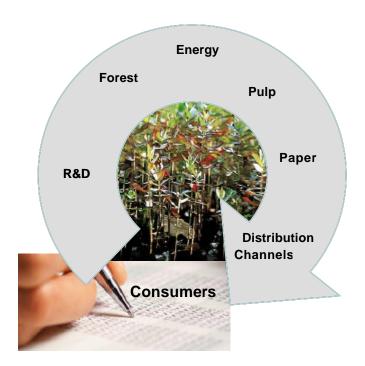
# Portucel Empresa Produtora de Pasta e Papel, S.A.

**Public Company** 

Registered under no. 05888/20001204 in the Commercial Registry Office of Setúbal Share Capital: € 767 500 000 Corporate ID No. 503 025 798

# Interim Information 3rd Quarter 2008 (unaudited)



#### CONSOLIDATED QUARTERLY REPORT (Unaudited)

(applicable to entities subject to the IAS/IERS accounting standards

Company: PORTUCEL - EMPRESA PRODUTORA DE PASTA E PAPEL,S A (SOCIEDADE ABERTA)

Registered offices: MITRENA - APARTADO 55 - 2901 - 861 SETÚBAL Corp.no.: 503.025.798

Period: Figures in Euros

Balance sheet items	IFR	IFRS Consolidated		
Datance sheet items	30-09-2008	31-12-2007	Var. (%)	
ASSETS (2)				
Fixed assets (net)				
Tangible fixed assets	1.167.348.113	1.053.232.076		
Goodwill	376.756.384	376.756.384		
Intangible assets (3)	1.065.426	1.419.321		
Investments in associates	130.074	130.074		
Financial instr. held to maturity	-	-		
Financial assets available for sale	-	-		
Accounts receivable (net)	272.437.123	353.673.960		
SHAREHOLDERS' EQUITY				
Share capital (in euros)	767.500.000	767.500.000		
No. ordinary shares	-	-		
No. other shares	-	-		
Treasury stock (in euros)	17.218.986	53.679		
No. voting shares	8.745.412	60.500		
No. non-voting preference shares	-	-		
Adjustments included in shareholders' equity (4)	(11.107.815)	13.001.053		
Minority interests	197.319	237.401		
LIABILITIES				
Provisions	34.955.737	37.934.675		
Accounts payable (business activities)	317.026.555	341.489.145		
Other financial liabilities	704.670.900	712.614.779		
TOTAL ASSETS (net)	2.489.575.945	2.458.662.453		
TOTAL SHAREHOLDERS' EQUITY	1.238.445.982	1.176.244.482		
TOTAL LIABILITIES	1.251.129.963	1.282.417.971		

Income Statement Items	IFRS Consolidated		
income Statement Items	30-09-2008	31-03-2007	Var. (%)
Earnings	856.471.091	841.713.746	1,75%
Cost of sales or services rendered	(374.272.286)	(299.788.115)	24,85%
Gross profit	482.198.805	541.925.631	-11,02%
Profit before financial costs, taxes,			
depreciation and amortisation	221.805.617	234.974.432	-5,60%
Profit before financial costs, taxes,			
depreciation, amortisation and net provisions (EBITDA)	212.926.574	244.705.873	-12,99%
Financial costs	(12.285.885)	(17.753.062)	-30,80%
Tax costs	(30.074.397)	(41.782.747)	-28,02%
Minority interests	31.104	(8.427)	
Net profit for the quarter (6)	117.325.756	115.879.571	1,25%
Basic net profit for the quarter per share (7)	0,153	0,151	1,25%
Diluted net profit for the quarter per share (7)	0,155	0,151	2,41%

<sup>1)</sup> Applicable to the first financial year of companies that adopt a financial year different from the calendar year (Article 65-A of the Companies Code)

<sup>(2)</sup> These are examples of assets accounts, which will be published. The list does not include all asset items, meaning that the order does not necessarily follow the current/non-current distinction or order of liquidity format.

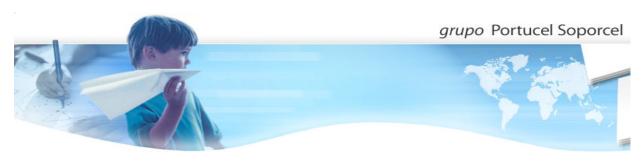
<sup>(3)</sup> Includes all items covered by IAS 38 – Intangible assets, and therefore does not include goodwill, indicated separately.

<sup>(4)</sup> All income and expense items that, under IAS/IFRS or resulting interpretations, are recognized directly in equity.

<sup>(5)</sup> The date should be identified and the respective items should contain the accrued amounts up to the reference date (3 months, 9 months or, under particular circumstances, 15 months. See (1)).

<sup>(6)</sup> The net profit for the quarter refers to the accrued figure up to the reporting date. In the case of the 3rd quarter, this will be the amount accrued over the 9 months of the financial year, after minority interests.

<sup>(7)</sup> Calculated in accordance with IAS 33.



### In the 9 Months 2008 (vs. 9M 2007):

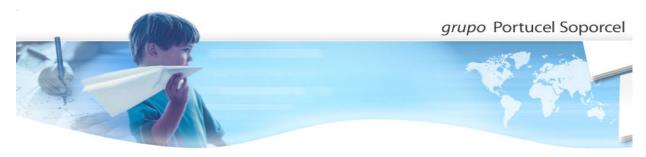
- Turnover of €856.5 million (+1.8%)
- EBITDA of €218.8 million (-10.6%)
- Operating Results (EBIT) of €159.7 million (-9.0%)
- Net Profit of €117.3 million (+1.2%)

## Summary of the main Indicators – IFRS

<b>M 2008</b> 783,0	9M 2007	Var. 08/07
783.0		
783 N		
783 N		
705,0	766,2	2,2%
1.035,6	972,3	6,5%
758.4	767.2	-1,1%
•	•	0,3%
,	<b>,-</b>	- 70 70
	4000	4 407
•	•	1,4%
105,2	100,0	5,2%
M 2008	9M 2007	Var. 08/07
		(3)
856,5	841,7	1,8%
218,8	244,7	-10,6%
25,5%	29,1%	- 3,6 pp
159,7	175,4	-9,0%
	- 17,8	30,8%
117,3	115,9	1,2%
176,5	185,2	-4,7%
457,4	366,0	25,0%
186,2	18,1	+ 168,1
	1.035,6  758,4 395,2  101,4 105,2  M 2008  856,5 218,8 25,5% 159,7 -12,3 117,3 176,5 457,4	1.035,6 972,3  758,4 767,2 395,2 394,2  101,4 100,0 105,2 100,0  M 2008 9M 2007  856,5 841,7 218,8 244,7 25,5% 29,1% 159,7 175,4 -12,3 -17,8 117,3 115,9 176,5 185,2 457,4 366,0

- Operating Results + depreciation + provisions
   Net Profit + depreciation + provisions
   The percentage variation corresponds to unrounded amounts
- (4) Variation between 2007 and 2008 in absolute value





#### **ACTIVITY IN THE 3rd QUARTER**

The 3rd quarter 2008 was hit by a global slowdown in economic activity and by major instability in the markets, a context which had a negative impact on the Group's performance.

There was a downturn in the consumption of paper over the previous quarter, essentially in Europe and the United States of America, partly mitigated by the reduction in installed capacity. Within this context, the Group's paper sales suffered a slight reduction in volume in the 3rd quarter compared with the previous quarter, in line with the seasonal fluctuation in sales at this time of year. Average sales prices remained stable.

Throughout the 3rd quarter there was a progressive weakening in pulp demand which led to a drop in the PIX index in USD already in September. However, the appreciation of the USD against the Euro, which began in August, helped to compensate this evolution in prices. The Group's average price in Euros therefore remained slightly above the average price of the previous quarter, although there was a reduction, in line with the market, in the quantities of pulp sold in relation to the previous quarter.

#### **ACTIVITY UP TO THE END OF THE 3rd QUARTER**

#### Results

In the first 9 months of 2008 turnover was € 856.5 million, representing an increase of 1.8% over the same period of the previous year. Paper represented 70% of turnover, pulp 22%, with the remaining 8% being largely attributable to the sale of energy.

EBITDA recorded a decrease of 10.6% in relation to the equivalent period of the previous year, with the EBITDA / Sales margin coming in at 25.5%.

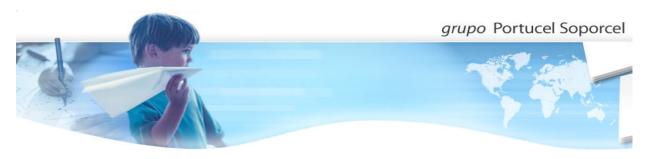
The EBITDA margin was affected by the cost of some production factors, which remain at very high levels, notwithstanding a degree of stabilization noted in the 3rd quarter. One of the main cost factors was wood, including the cost of imported wood, which was significantly aggravated by logistical costs, even though price at origin is lower. The cost of chemical products and of transport, influenced by the higher price of petrol compared with the same period of the previous year, also suffered from the macro environment.

Operating Results reached €159.7 million, which is 9.0% below the value for the same period in 2007.

Financial Results were € 12.3 million regative, an improvement of 30.8% over the previous year, largely explained by the positive result of a number of exchange and interest rate hedging operations, taken out in due course.

Within this context, the Consolidated Net Profit of the year amounted to €117.3 million, which is 1.2% higher





than the amount for the previous year. The increase in net profit was positively influenced by a reduction in tax provisions, which were overestimated in previous years.

In line with the established plan, the value of investments in fixed assets grew considerably with the construction of the new paper mill in Setúbal, and the new energy production plants, specifically a natural gas cogeneration plant, two biomass plants and a biomass cogeneration turbine. The total value of the investment in 2008 was €186.2 million, of which €80.7 million was made in the 3rd quarter.

This major increase in investment naturally had a negative impact on the net indebtedness of the Group, which was € 457.4 million at the end of September 2008, an increase of € 89.7 million over the end of 2007. The current level of indebtedness continues to testify to the Group's capacity for self-financing, which, in spite of the investment made in the period, maintains a solid financial situation.

#### Sales

Sales of paper in the nine months of 2008 dropped by 1.1% year on year, totalling 758.4 thousand tonnes. The Group's average sales price for the same period grew by around 1.4%. This positive evolution in the sales price helped to bring about a slight increase of 0.2% in paper sales in terms of value over the first 9 months of 2007.

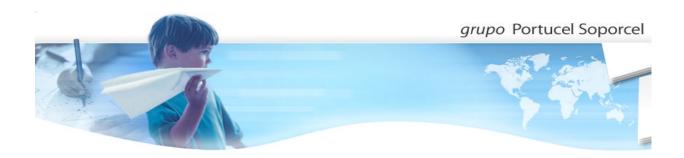
In turn, the production of pulp rose to 1,035.6 thousand tonnes, which represents a growth of 6.5%. This increase in production, besides reflecting the good operating performance of the pulp mills, is also influenced by the fact that, in 2008, the maintenance downtime for the Setúbal mill occurred after the close of the quarter, contrary to the situation in 2007.

Bearing in mind that a large part of the pulp produced is integrated into the production of paper, the Group placed 395.2 thousand tonnes of pulp on the market, a value slightly above that of 2007.

The homologous variation in this period of the BHKP PIX index in USD was 19.4%. This evolution, however, was not reflected on to the price of pulp in Euros due to the depreciation of the USD against the Euro during most of the year.

The Group's average sale price of pulp behaved in line with the market, with an increase of 5.2% in relation to the same period in 2007. Within this background, pulp sales turnover in the first 9 months of 2008 grew by 5.4% over the same period in 2007.





#### **OUTLOOK FOR THE FUTURE**

The serious world financial crisis we are currently going through means that expectations for the next quarters concerning the economies of the countries which make up the Group's main markets are for a major slowdown, if not even recession.

The process of a cooling off in demand in the uncoated woodfree paper markets should continue, which may in part be attenuated by a net reduction in installed production capacity and by the greater competitivity of producers in Europe, allowed by the recent revaluation of the North American Dollar in relation to the Euro.

The major reorganization which is being implemented by paper manufacturers, with the shutdown of capacity and the reduction in production, will have negative repercussions on the consumption of pulp. This, associated with the effective increase in the global production capacity of pulp, resulting from the coming on stream of new projects in Latin America and Asia, may lead to an unfavourable balance between supply and demand.

In terms of costs, the persistence of excessive levels in the cost of the main production factors is looked on with concern, although one may expect that the cooling off of the economies may cause a reversal of the trends witnessed so far.

The Group presses on with the implementation of its investment plan, with particular note for the increase in the production capacity of energy and for the construction of the new paper mill in the Setúbal industrial complex, which is running according to schedule. The operational start-up of the new paper mill is planned for the 3rd quarter of 2009.

As has already been made known, the Group maintains its decision to grow in Portugal and overseas and has been analysing diverse investment opportunities, specifically in Latin America and in Africa, regions where the natural environment favours the indispensable conditions of forest productivity. In order to improve this analysis the Group has signed agreements with the Governments of the Oriental Republic of Uruguay and the Republic of Mozambique, the scope and content of which were opportunely communicated to the market.

Setúbal, 30 October 2008

