Highlights:

INVESTMENTS during the period: R$475 million
- Completion of MDF expansion (new plant) and MDP (debottlenecking)
- New plant of sanitary ware in Queimados/RJ

VOLUME
- Deca: +12.2% to 21,497 thousand items
- Wood: +0.8% to 1,949.7 thousand m³

NET REVENUE OF R$ 2,864.6 million, with an annual growth of 17.3%
- Deca: +22.1%
- Wood: +14.8%

Recurring adjusted EBITDA reached R$ 895.6 million with a margin of 31.3%
- Deca: R$ 248.4 million, +17.3% y-o-y, and margin of 24.0%
- Wood: R$ 647.1 million, +26.6% y-o-y, and margin of 35.4%

RECURRING NET INCOME: R$ 443.5 million, +42.9% y-o-y
- Recurring ROE of 14.1% (10.9% in 2012)
- Disregarding the financial cost of investments, ROE goes to 15.1%
History of Duratex

- 1951: Duratex was established, already as a publicly traded company
- 1954: Start of hardboards production in Jundiaí, SP
- 1961: Doubling production capacity of hardboard
- 1970: Start of activities in Taquari (RS)
- 1975: Start of activities in Uberaba (MG)
- 1972: Incorporation of Deca
- 1975: Start of MDF production in Uberaba
- 1981: Acquisition of louças Sul, São Leopoldo / RS
- 1984: Acquisition of Itapetininga/SP unit
- 1988: Acquisition of Agudos/SP unit
- 1992: Acquisition by Ligna
- 1995: Acquisition of Piazza Hermanos, which was renamed Deca Piazza
- 1997: First MDF plant (Medium Density Fiberboard) in Brazil, Agudos
- 1995: Acquisition of Argentina Piazza Hermanos
- 2000-2008: New MDF plant in Uberaba
- 2004: Expansion of Uberaba
- 2007: IPO
- 2008: New MDF plant in Uberaba
- 2009: Expansion of Taquari
- 2010-2012: New plants (CAPEX):
  - MDF Botucatu
  - MDF Itapet.
  - MDF2 Agudos
- 2013: Completion of the investment cycle started in 2011
- 2014: Election of a new President
- 2017: Definition of a strategic growth plan

- 1970: Start of activities in Taquari (RS)
- 1975: Start of activities in Uberaba (MG)
- 1981: Acquisition of louças Sul, São Leopoldo / RS
- 1984: Acquisition of Itapetininga/SP unit
- 1988: Acquisition of Agudos/SP unit
- 1992: Acquisition by Ligna
- 1995: Acquisition of Piazza Hermanos
- 1997: First MDF plant (Medium Density Fiberboard) in Brazil, Agudos
- 2000-2008: New MDF plant in Uberaba
- 2004: Expansion of Uberaba
- 2007: IPO
- 2008: New MDF plant in Uberaba
- 2009: Expansion of Taquari
- 2010-2012: New plants (CAPEX):
  - MDF Botucatu
  - MDF Itapet.
  - MDF2 Agudos
- 2013: Completion of the investment cycle started in 2011
- 2014: Election of a new President
- 2017: Definition of a strategic growth plan

- 1970: Start of activities in Taquari (RS)
- 1975: Start of activities in Uberaba (MG)
- 1981: Acquisition of louças Sul, São Leopoldo / RS
- 1984: Acquisition of Itapetininga/SP unit
- 1988: Acquisition of Agudos/SP unit
- 1992: Acquisition by Ligna
- 1995: Acquisition of Piazza Hermanos
- 1997: First MDF plant (Medium Density Fiberboard) in Brazil, Agudos
Corporate Governance
Corporate Governance

SHAREHOLDER STRUCTURE (09/30/2013)

- Itaúsa 40.0%
- Ligna 20.0%
- Other Local Investors 10.7%
- Pension Funds - 0.3%
- Foreign Investors 28.8%
- Treasury 0.2%

TOTAL NUMBER OF SHARES: 605.059.489

Shares in treasury: 1.415.054

HIGHLIGHTS:
- 100% common shares. 1 share, 1 vote
- Tag along of 100%
- Dividend policy: 30% of the adjusted Net Income
- Joined the Board of Arbitration of the BM&FBOVESPA
- Existence of Board of Directors Committees
  - Audit and Risk Management
  - Personnel Governance and Nominating Committee
  - Sustainability Committee for Evaluating of Transactions with Related Parties
  - Disclosure and Negotiation Committee
Macroeconomic scenario
Economic Scenario (Brazil)

tridge

~ UNEMPLOYMENT RATE

Source: IBGE

~ MINIMUM WAGE (in R$)

Source: BACEN

~ INTEREST RATE (SELIC)

Source: BCB

~ CONSUMER CONFIDENCE INDEX

Source: FGV
Financial Highlights
## Consolidated Net Revenue

<table>
<thead>
<tr>
<th>R$ million</th>
<th>3Q13</th>
<th>2Q13</th>
<th>Var.%</th>
<th>3Q12</th>
<th>Var.%</th>
<th>9M13</th>
<th>9M12</th>
<th>Var.%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Revenue</strong></td>
<td>1,027.7</td>
<td>972.0</td>
<td>5.7%</td>
<td>904.4</td>
<td>13.6%</td>
<td>2,864.6</td>
<td>2,441.9</td>
<td>17.3%</td>
</tr>
<tr>
<td>Wood</td>
<td>655.9</td>
<td>620.5</td>
<td>5.7%</td>
<td>601.9</td>
<td>9.0%</td>
<td>1,830.6</td>
<td>1,594.9</td>
<td>14.8%</td>
</tr>
<tr>
<td>Deca</td>
<td>371.8</td>
<td>351.5</td>
<td>5.8%</td>
<td>302.5</td>
<td>22.9%</td>
<td>1,033.9</td>
<td>846.9</td>
<td>22.1%</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td><strong>38.4%</strong></td>
<td><strong>36.8%</strong></td>
<td><strong>35.4%</strong></td>
<td><strong>38.2%</strong></td>
<td><strong>34.9%</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### NET REVENUE PER DIVISION (in % 3Q13)
- Wood: 64%
- Deca: 36%

### NET REVENUE DOMESTIC MARKET / FOREIGN MARKET (in % 3Q13)
- Domestic Market: 96%
- Foreign Market: 4%
<table>
<thead>
<tr>
<th>Financial Highlights - Reconciliation of EBITDA</th>
<th>3Q13</th>
<th>2Q13</th>
<th>%</th>
<th>3Q12</th>
<th>%</th>
<th>9M13</th>
<th>9M12</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Income</strong></td>
<td>170.2</td>
<td>130.7</td>
<td>30.2%</td>
<td>125.7</td>
<td>35.4%</td>
<td>449.9</td>
<td>310.3</td>
<td>45.0%</td>
</tr>
<tr>
<td><strong>Income tax and social contribution</strong></td>
<td>50.8</td>
<td>35.4</td>
<td>43.5%</td>
<td>32.6</td>
<td>55.8%</td>
<td>134.9</td>
<td>75.0</td>
<td>79.9%</td>
</tr>
<tr>
<td><strong>Net Financial Result</strong></td>
<td>30.4</td>
<td>24.3</td>
<td>25.1%</td>
<td>31.7</td>
<td>4.1%</td>
<td>79.4</td>
<td>89.8</td>
<td>11.6%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>251.4</td>
<td>190.5</td>
<td>32.0%</td>
<td>189.9</td>
<td>32.4%</td>
<td>664.2</td>
<td>475.2</td>
<td>39.8%</td>
</tr>
<tr>
<td><strong>Depreciation, amortization and depletion</strong></td>
<td>90.4</td>
<td>87.4</td>
<td>3.4%</td>
<td>90.8</td>
<td>-0.4%</td>
<td>255.6</td>
<td>245.8</td>
<td>4.0%</td>
</tr>
<tr>
<td><strong>Depletion tranche of biological asset</strong></td>
<td>57.0</td>
<td>58.6</td>
<td>-2.7%</td>
<td>40.0</td>
<td>42.5%</td>
<td>161.0</td>
<td>115.7</td>
<td>39.2%</td>
</tr>
<tr>
<td><strong>EBITDA according to CVM527/12</strong></td>
<td>398.8</td>
<td>336.5</td>
<td>18.5%</td>
<td>320.7</td>
<td>24.4%</td>
<td>1,080.8</td>
<td>836.7</td>
<td>29.2%</td>
</tr>
<tr>
<td><strong>EBITDA Margin CVM 527/12</strong></td>
<td>38.8%</td>
<td>34.6%</td>
<td>-</td>
<td>35.5%</td>
<td>-</td>
<td>37.7%</td>
<td>34.3%</td>
<td>-</td>
</tr>
<tr>
<td><strong>Change in Fair Value of Biological Assets</strong></td>
<td>(73.8)</td>
<td>(33.7)</td>
<td>119.0%</td>
<td>(35.3)</td>
<td>109.1%</td>
<td>(150.7)</td>
<td>(104.7)</td>
<td>43.9%</td>
</tr>
<tr>
<td><strong>Employee benefit</strong></td>
<td>(10.4)</td>
<td>(1.4)</td>
<td>642.9%</td>
<td>(5.6)</td>
<td>85.7%</td>
<td>(14.5)</td>
<td>(6.6)</td>
<td>119.7%</td>
</tr>
<tr>
<td><strong>Outhers</strong></td>
<td>(0.2)</td>
<td>(0.9)</td>
<td>-88.9%</td>
<td>(0.2)</td>
<td>-50.0%</td>
<td>(0.2)</td>
<td>(0.2)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Discontinued Operations</strong></td>
<td>(4.1)</td>
<td>3.8</td>
<td>-</td>
<td>1.4</td>
<td>-</td>
<td>20.1</td>
<td>4.3</td>
<td>-</td>
</tr>
<tr>
<td><strong>Extraordinary events (¹)</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(6.4)</td>
<td>-</td>
<td>(40.1)</td>
<td>(6.4)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Recurring Adjusted EBITDA</strong></td>
<td>310.4</td>
<td>304.2</td>
<td>2.0%</td>
<td>274.6</td>
<td>13.0%</td>
<td>895.6</td>
<td>723.1</td>
<td>23.9%</td>
</tr>
<tr>
<td><strong>Recurring Adjusted EBITDA MARGIN</strong></td>
<td>30.2%</td>
<td>31.3%</td>
<td>-</td>
<td>30.4%</td>
<td>-</td>
<td>31.3%</td>
<td>29.6%</td>
<td>-</td>
</tr>
</tbody>
</table>

(¹) events of an extraordinary nature, namely: 1Q13 (+) R$ 42.318 K relating to the reversal of surplus arising from the defined benefit plan, closed, Foundation Itaúsa and (-) R$ 2.257 K relating to other adjustments. 3Q12: (+) R$ 6.367 K referring to the recovery of half-year PIS.
### Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>3Q13</th>
<th>2Q13</th>
<th>Var. %</th>
<th>3Q12</th>
<th>Var. %</th>
<th>9M13</th>
<th>9M12</th>
<th>Var. %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net income</strong></td>
<td>170.2</td>
<td>130.7</td>
<td>30.2%</td>
<td>125.7</td>
<td>35.4%</td>
<td>449.9</td>
<td>310.3</td>
<td>45.0%</td>
</tr>
<tr>
<td>Discontinued Operations (1)</td>
<td>(4.1)</td>
<td>3.8</td>
<td>1.4</td>
<td>(4.2)</td>
<td>(26.4)</td>
<td>20.1</td>
<td>4.3</td>
<td></td>
</tr>
<tr>
<td>Extraordinary events (2)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(4.2)</td>
<td>(26.4)</td>
<td>(4.2)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Recurring Net Income</strong></td>
<td>166.1</td>
<td>134.5</td>
<td>23.5%</td>
<td>122.9</td>
<td>35.2%</td>
<td>443.5</td>
<td>310.4</td>
<td>42.9%</td>
</tr>
<tr>
<td><strong>ROE</strong></td>
<td>15.9%</td>
<td>12.5%</td>
<td>-</td>
<td>13.0%</td>
<td>-</td>
<td>14.3%</td>
<td>10.9%</td>
<td>-</td>
</tr>
<tr>
<td><strong>Recurring ROE</strong></td>
<td>15.5%</td>
<td>12.9%</td>
<td>-</td>
<td>12.7%</td>
<td>-</td>
<td>14.1%</td>
<td>10.9%</td>
<td>-</td>
</tr>
</tbody>
</table>

(1) Effect of discontinued operations in Argentina
(2) Effect on profit from the recovery of Semiannual PIS (3Q12) and reversal of the surplus originated from the Defined Benefit Plan (1Q13)

**EQUITY (R$ million) and RECURRING ROE (%)**

![Charts showing equity and recurring ROE](chart)

- **9M12**
  - 10.9%
  - 4,377.4

- **9M13**
  - 14.1% (1)
  - 4,377.4

- **3Q12**
  - 12.7%
  - 3,945.5

- **3Q13**
  - 12.9%
  - 4,202.6

- **3Q13**
  - 15.5% (1)
  - 4,377.4

(1) ROE in 2013 disregarded the financial cost of investments: **9M13 = 15.1%** and **3Q13 = 16.5%**
Operating Highlights: Demand of Wood Panels in BRAZIL

**MDF MARKET (in ’000 m³)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>9M12</td>
<td>1,413</td>
<td>1,861</td>
<td>2,037</td>
<td>2,263</td>
<td>2,352</td>
<td>2,972</td>
<td>3,065</td>
<td>3,528</td>
</tr>
<tr>
<td>9M13</td>
<td>2,579</td>
<td>2,824</td>
<td>944</td>
<td>948</td>
<td>1,015</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**MDP MARKET (in ’000 m³)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>9M12</td>
<td>2,102</td>
<td>2,186</td>
<td>2,548</td>
<td>2,633</td>
<td>2,431</td>
<td>2,885</td>
<td>2,985</td>
<td>3,175</td>
</tr>
<tr>
<td>9M13</td>
<td>2,394</td>
<td>2,384</td>
<td>814</td>
<td>826</td>
<td>796</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: ABIPA

**ANNUAL CAPACITY (in ’000 m³)**

<table>
<thead>
<tr>
<th></th>
<th>NOMINAL</th>
<th>EFFECTIVE</th>
<th>AVAILABLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>MDF</td>
<td>6.141</td>
<td>4.710</td>
<td>4.420</td>
</tr>
<tr>
<td>MDP</td>
<td>4.741</td>
<td>4.030</td>
<td>3.740</td>
</tr>
<tr>
<td>Total</td>
<td>10.882</td>
<td>8.740</td>
<td>8.160</td>
</tr>
</tbody>
</table>

* Estimate Duratex:
Available capacity: based on the lines already installed, after the ramp-up periods and taking into account the bottlenecks and investments needed
Effective: With peripheral investments, as mentioned above
Operacional Highlights: WOOD

**SHIPMENT VOLUME (in '000 m³)**

<table>
<thead>
<tr>
<th></th>
<th>9M12</th>
<th>9M13</th>
<th>3Q12</th>
<th>2Q13</th>
<th>3Q13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volume</td>
<td>1,935.1</td>
<td>1,949.7</td>
<td>704.9</td>
<td>647.2</td>
<td>689.3</td>
</tr>
<tr>
<td>Change</td>
<td>+0.8%</td>
<td></td>
<td>-2.2%</td>
<td></td>
<td>+6.5%</td>
</tr>
</tbody>
</table>

**INSTALLED CAPACITY & OCCUPANCY RATE 3Q13**

<table>
<thead>
<tr>
<th></th>
<th>NOMINAL</th>
<th>EFFECTIVE*</th>
<th>AVAILABLE**</th>
<th>DEGREE OF OCCUPATION with no available (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>MDF</td>
<td>2,500</td>
<td>1,470</td>
<td>1,470</td>
<td>93%</td>
</tr>
<tr>
<td>MDP</td>
<td>1,900</td>
<td>1,670</td>
<td>1,400</td>
<td>85%</td>
</tr>
<tr>
<td>Chapa</td>
<td>210</td>
<td>195</td>
<td>195</td>
<td>93%</td>
</tr>
<tr>
<td>Total</td>
<td>4,610</td>
<td>3,465</td>
<td>3,065</td>
<td>90%</td>
</tr>
</tbody>
</table>

* Effective Annual Capacity of Duratex based on the lines already installed, after periods of ramp-up and with peripheral investments  ** Without such peripheral investment mentioned above
**Operational Highlights: WOOD**

### NET REVENUE (R$ million) and GROSS MARGIN (%)

<table>
<thead>
<tr>
<th></th>
<th>9M12</th>
<th>9M13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>1,594.9</td>
<td>1,830.6</td>
</tr>
<tr>
<td>Gross</td>
<td>32.6%</td>
<td>37.6%</td>
</tr>
</tbody>
</table>

### RECURRING EBITDA (R$ million) and EBITDA MARGIN (%)

<table>
<thead>
<tr>
<th></th>
<th>9M12</th>
<th>9M13</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>511.3</td>
<td>647.1</td>
</tr>
<tr>
<td>Margin</td>
<td>32.1%</td>
<td>35.4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>3Q12</th>
<th>2Q13</th>
<th>3Q13</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>601.9</td>
<td>620.5</td>
<td>655.9</td>
</tr>
<tr>
<td>Margin</td>
<td>33.3%</td>
<td>36.0%</td>
<td>33.4%</td>
</tr>
</tbody>
</table>

**Standards:**
- Net revenue growth: +14.8%
- Recurring EBITDA growth: +26.6%
- EBITDA margin: +9.0%
Operational Highlights: BUILDING MATERIALS INDUSTRY

ABRAMAT INDEX – INTERNAL MARKET
Achieved and Projected for 2013

Source: Associação Brasileira da Indústria de Materiais de Construção ABRAMAT INDEX: Monthly indicator of sales performance, in R$, of the Building Materials Industry; performance in relation to the same period of the previous year.
Operational Highlights

SHIPMENT (in ’000 items)

<table>
<thead>
<tr>
<th>Year</th>
<th>Shipments</th>
</tr>
</thead>
<tbody>
<tr>
<td>9M12</td>
<td>19,166</td>
</tr>
<tr>
<td>9M13</td>
<td>21,497</td>
</tr>
</tbody>
</table>

- +12.2% increase from 9M12 to 9M13
- +9.6% increase from 3Q12 to 2Q13
- +2.9% increase from 3Q12 to 3Q13

INSTALLED CAPACITY & OCCUPANCY RATE 3Q13

<table>
<thead>
<tr>
<th>Category</th>
<th>Capacity Nominal Annual</th>
<th>Level of Occupancy (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>SANITARY WARE</td>
<td>12,250</td>
<td>72%</td>
</tr>
<tr>
<td>METAL FITTINGS</td>
<td>24,600</td>
<td>90%</td>
</tr>
<tr>
<td>Total</td>
<td>36,850</td>
<td>82%</td>
</tr>
</tbody>
</table>
### Operational Highlights

<table>
<thead>
<tr>
<th></th>
<th>9M12</th>
<th>9M13</th>
<th>3T12</th>
<th>2T13</th>
<th>3T13</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NET REVENUE (R$ million)</strong></td>
<td>846.9</td>
<td>1,034.0</td>
<td>302.5</td>
<td>351.5</td>
<td>371.8</td>
</tr>
<tr>
<td><strong>GROSS MARGIN (%)</strong></td>
<td>39.0%</td>
<td>39.3%</td>
<td>+22.1%</td>
<td>+22.9%</td>
<td>+5.8%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>3Q12</th>
<th>2Q13</th>
<th>3Q13</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>RECURRING EBITDA (R$ million)</strong></td>
<td>302.5</td>
<td>351.5</td>
<td>371.8</td>
</tr>
<tr>
<td><strong>EBITDA Margin (%)</strong></td>
<td>25.0%</td>
<td>24.0%</td>
<td>24.5%</td>
</tr>
</tbody>
</table>
Investments
Major investments and consolidated CAPEX (R$ million)

**MAJOR INVESTMENTS**

**QUEIMADOS (RJ)**
SANITARY WARE
+2.4 millions items/year

**ITAPETININGA (SP)**
New plant MDF
Effective Capacity:
520,000 m³/year

**TAQUARI (RS)**
Debottlenecking the capacity of MDP, with the addition of 230 000 m³ annual available capacity (from 440,000 to 670,000 m³/year)

**CAPEX (R$ MILLIONS)**

<table>
<thead>
<tr>
<th>Year</th>
<th>CAPEX (R$ Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>9M13</td>
<td>475.0*</td>
</tr>
<tr>
<td>2012</td>
<td>832.2</td>
</tr>
<tr>
<td>2011</td>
<td>635.8</td>
</tr>
<tr>
<td>2010</td>
<td>459.6</td>
</tr>
<tr>
<td>2009</td>
<td>427</td>
</tr>
<tr>
<td>2008</td>
<td>891.2</td>
</tr>
</tbody>
</table>

* Expected in 2013: R$ 600 million
### Capacities

<table>
<thead>
<tr>
<th>Wood Effective Capacity (in '000 m³)</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>MDF</td>
<td>553</td>
<td>850</td>
<td>1,530</td>
<td>1,530</td>
<td>1,530</td>
<td>1,600</td>
<td>2,252</td>
<td>2,252</td>
</tr>
<tr>
<td>MDP</td>
<td>1,275</td>
<td>1,620</td>
<td>1,620</td>
<td>1,620</td>
<td>1,620</td>
<td>1,670</td>
<td>1,780</td>
<td>1,780</td>
</tr>
<tr>
<td>Hardboard</td>
<td>334</td>
<td>195</td>
<td>195</td>
<td>195</td>
<td>195</td>
<td>195</td>
<td>195</td>
<td>195</td>
</tr>
</tbody>
</table>

New MDF plant or MDP

<table>
<thead>
<tr>
<th>DECA Nominal Capacity (in ’000 items)</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Metals</td>
<td>14,400</td>
<td>15,600</td>
<td>15,800</td>
<td>15,800</td>
<td>17,000</td>
<td>18,200</td>
<td>24,600*</td>
</tr>
<tr>
<td>Sanitary Ware</td>
<td>3,800</td>
<td>6,200</td>
<td>7,200</td>
<td>7,200</td>
<td>9,800</td>
<td>9,800</td>
<td>12,250</td>
</tr>
</tbody>
</table>

(*) Includes 2.800 thousand pieces of Thermosystem (eletronic showers and solar heaters) and 2.600 thousand pieces of Mipel valves.
Indebtedness
### Indebtedness

<table>
<thead>
<tr>
<th></th>
<th>Sep/2013</th>
<th>Jun/2013</th>
<th>Var R$</th>
<th>Sep/2012</th>
<th>Var R$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Short Tem Debt</td>
<td>615,269</td>
<td>641,184</td>
<td>(25,915)</td>
<td>855,717</td>
<td>(240,448)</td>
</tr>
<tr>
<td>Long Term Debt</td>
<td>1,778,034</td>
<td>1,674,777</td>
<td>103,257</td>
<td>1,394,688</td>
<td>383,346</td>
</tr>
<tr>
<td><strong>Total Debt</strong></td>
<td>2,393,303</td>
<td>2,315,961</td>
<td>77,342</td>
<td>2,250,405</td>
<td>142,898</td>
</tr>
<tr>
<td>Cash</td>
<td>831,875</td>
<td>835,432</td>
<td>(3,557)</td>
<td>857,737</td>
<td>(25,862)</td>
</tr>
<tr>
<td><strong>Net Debt</strong></td>
<td>1,561,428</td>
<td>1,480,529</td>
<td>80,899</td>
<td>1,392,668</td>
<td>168,760</td>
</tr>
<tr>
<td>Net Debt/ Equity (%)</td>
<td>35.7%</td>
<td>35.2%</td>
<td>-</td>
<td>35.3%</td>
<td>-</td>
</tr>
<tr>
<td>Net Debt / EBITDA (last 12 months)</td>
<td>1.27</td>
<td>1.26</td>
<td>1.63</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**AMORTIZATION SCHEDULE** (R$ million)

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017 and beyond</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>831.9</td>
<td>677.3</td>
<td>837.2</td>
<td>300.7</td>
<td>514.1</td>
</tr>
</tbody>
</table>

**ORIGIN OF DEBT (%)**

National Currency: 79.9%
Foreign Currency: 20.1% (100% hedged)

**DEBT INDEX (%)**

- CDI: 53.2%
- TJLP: 28.9%
- IPCA/IGPM: 12.4%
- Currency basket & Libor: 1.7%
- Fixed: 3.8%
Competitive Differentials
Diversity of products: WOOD

**LAMINATE FLOORING** - A complete solution for residential and corporate areas. With performance highly recognized in the market, this product brings international design trends and technology.

**LVT FLOORING** - The LVT (Luxury Vinyl Tile) PVC base flooring, 100% recyclable, is a trend and its use is growing throughout the world, as it’s water resistant, which allows its installation at various residential settings and also at commercial areas, such as shops, offices and hotels.

**BASEBOARDS**

**MDF** - Medium density wood panels, which offers various possibilities of application and finishing. Ideal for furniture, moldings and coatings in general.

**MDP** - Panel made from wood particles, from selected eucalyptus wood, that allows various applications in the furniture industry and construction.

**HARDBOARD** - Panel of high density fiber made with reforested wood from eucalyptus.
Diversity of products

SANITARY WARE:
- Washers
- Sinks
- Tanks
- Toilet bowls
- Bidets

METAL FITTINGS
- Faucets
- Mixers
- Flushing valves
- Showers and Components

ACCESSORIES
- Paper Rack
- Towel Rack
- Soap dish, among other

THERMOSYSTEM
- Electronic Showers
- Solar Heaters
Vertical Integration

- 230,000 hectares of land
- 140,000 hectares of planted forests
- Harvest between 6 and 7 years
- Low distance between forests and plants
- Increasing Productivity

Resin Factory

- Inaugurated in April/ 2010
- 100% self-sufficiency in São Paulo, 65% of total
Geographic diversification:

Colômbia (Tabemac)
- Manizale - MDP
- Yarumal - MDP
- Barbosa - MDF
- Guarne - Furniture

São Paulo
- Itapetininga - MDP and new MDF plant (start-up 2013)
- Agudos - 2 MDF lines, Flooring and Resin Plant (DRI)
- Botucatu - Hardboard and MDF

Minas Gerais
- Uberaba - MDF and MDP

Rio Grande do Sul
- Taquari - MDP
Sustainability and Recognitions
Duratex was chosen to integrate the portfolio of Dow Jones Sustainability Emerging Markets Index

- Duratex integrates for the second consecutive year the Emerging Markets Dow Jones Sustainability Index

- This year, the Company was classified in the group of Industrial Materials, in Paper&Forest Products sector (in 2012 we were in Building Material sector).

- Dow Jones Indexes (DJSI) accompany the economic and environmental performance of companies, with a focus on creating long-term value. The final portfolios include those that stood out in their respective industries.

- More than 3,000 public companies were invited to participate in the DJSI, version 2013/2014, including 800 emerging markets. Altogether, 81 companies were selected to join the Dow Jones Sustainability Emerging Markets Index 2013/2014, and only 17 of them are Brazilian.
**Corporate awards**

- **MAGAZINE “ISTO É DINHEIRO”**
  Best Company Building Materials and Decoration Segment. It is the seventh consecutive year that the Company wins in this category.

- **“ÉPOCA EMPRESA VERDE” AWARD**
  The Época magazine and a consultant PriceWaterhouseCoopers (PWC) announced Duratex as the winner of the Award “Época Empresa Verde” in the category Industry Climate Change: the Company stood out by its specific work in relation to global warming, the biggest challenge. And for the second year, Duratex was also recognized with the Award “Época Empresa Verde”, with special highlights for its environmental action.

- **MAGAZINE “ÉPOCA NEGÓCIOS”**
  Duratex was the winner in the Corporate Governance dimension. For the second consecutive year, Duratex was also voted the champion in the Building Materials and Decoration sector.

- **ABRASCA AWARD**
  For the second consecutive year, Duratex was the winner in the category Abrasca Industry Highlight 2013 - Paper, Pulp and Wood, as best case of value creation between 2009 and 2012.

- **MAGAZINE “CAPITAL ABERTO” AWARD**
  The award "Best Companies for Shareholders 2013" - the Company was placed first in the category of companies with assets between R$5 billion and R$15 billion. The award highlights companies that stood out in business profitability, return of shares, liquidity, corporate governance and sustainability.
Other awards per division

WOOD

The brand Durafloor was chosen as the best supplier in the industry Laminate Flooring

Duratex winner in category "Laminate Flooring" since 2003

Factory Agudos winning Business Excellence Award 2013 in the category of Large Scale Industry, awarded by the Center of Industries of the State of São Paulo (CIESP)

The Business Unit Wood won for the sixth consecutive year, the award Top Mobile 2013 - Brands Remembered more in category Wood Panels

DECA

The Deca brand was the most recalled brand in the sector of bathroom ceramics and metals. It also won in category Top Master, that included all companies in the architecture and decoration sector.

Deca a winner in category Ceramics and Metal Fittings

Master Award in the category Metal Fittings, in non water saving, 1st place in the segment Sanitary Ware, Major Clients category, 2nd place in the segment Sanitary Ware, Spraying category and 2nd place in the segment Toilet Seat, Large Clients category.

First place in the categories Ceramics and Metals.

Duratex won in four categories the award Top of Mind. Deca and Durafloor were the most remembered by the public in their segments in the 16th edition of Top of Mind Award, sponsored by CASA Magazine&Market. Deca was voted first place in three segments: Sanitary Ware, with 87%, Metal Fittings, with 83%, and showers, with 65%
A meeting between the Company executives and opinion makers from various sectors such as capital markets, non-governmental bodies and civil society organizations.

The event aimed to present and discuss strategic planning of Duratex Sustainability Platform (2016) for the coming years.

Discuss objectives until 2016, respective programs and present the central subjects, approved by the Executive Board and the Sustainability Committee between February and August 2013.
Share Performance
PERFORMANCE COMPARISON OF SHARE DTEX3 AND BOVESPA INDEX (from Sept/12-10/21/2013)

MARKET VALUE (R$ million)

Duratex x Ibovespa 100 Base

+19.7%

-5.2%

+9.3%

+9.6%
DISCLAIMER

The information contained herein was prepared by Duratex S.A. and does not constitute an offering material, to subscribe for or purchase any of the Company’s securities. This material also brings general information about Duratex S.A. and its markets. No representation or warranty, express or implied, is made concerning, and no reliance should be placed on, the accuracy, fairness or completeness of the information presented herein.

The Company can give no assurance that expectations disclosed in this presentation will be confirmed.