

Asset valuation

ESG Tech

Main goals of forestry asset valuation



Accounting goals

fair value of biological assets

- It follows the recommendations of national and international accounting committees
- Collection of market premises (benchmarking)
- Value distributed according to a unit of measurement chosen by the client (business unit, farm, stand)



Business monitoring

- Strategical review of forestry operations and wood supply
- Value-adding scenarios
- Performance report for investors
- Business unit results



M&A

Asset trade

- Evaluation of market procurement and supply-chain verticalization strategies
- Analysis of asset demobilization for cashflow generation



Bank guarantee:

Financial services

For all valuations ESG Tech Consulting may provide:

- Regional wood market analysis
- Competitor analysis
- Carry on forest inventory or audit
- Forestry production prognosis
- Area mapping audit
- Other services

Asset valuation methods



Forestry asset only



Land asset only



**Land and forestry asset
(Timberland)**

ESG Tech Consulting selects the best suited method or combination of methods for every individual valuation

Cost Approach

Cost accounting

Sales comparison

A comparison
between similar
asset transactions

Income Approach

Cash flow projections

Main analyses in a forestry asset valuation



Markets

- What are the main tendencies and recent wood market events in the asset region?
- What is the current wood price and its projections?
- What is the current and projected regional wood supply and demand balance?



Forestry planning

- Does the current wood production planning maximize the asset value?
- Does the current wood production planning account for the market supply and demand outlook?
- Are costs and operational efficiency up to market standards (benchmarking)?

The ESG Tech Leadership



Bruno Domanovski
Head

- More than 12 years of experience involving: investment analysis, portfolio prioritization, market studies, evaluation of biological assets, M&A, site location studies, pre-feasibilities for forest-based industries, operational excellence and product launch strategies involving the entire agribusiness chain
- Former valuation manager at KPMG Corporate Finance, consulting manager at Pöyry Tecnologia Ltda and specialist in projects and strategic/tactical planning at Eldorado Brasil
- MBA in Business Management (FGV), Finance and Controllershship (OPET) and Forestry Engineering (UFPR)

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Daniel Bouchardet
Business Advisor

- Leadership in strategy projects, investment analysis, market research and asset valuation for various agribusiness segments
- Experience with operational excellence projects, process mapping and management systems
- Previously consulting analyst at Pöyry Management Consulting Latin America
- FMVA certification (CFI), MBA in agribusiness (ESALQ-USP), MBA in Strategic and Economic Business Management (FGV), Master in Forestry Economics and Policy (UFPR), Postgraduate in Finance (FAE Curitiba), Forestry Engineer (UnB)

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Guilherme Cortez
Líder de portfólio

- Leadership in market analysis projects, strategic industrial supply planning, feasibility studies, asset valuations
- Experience with operational excellence projects, M&A and site location
- Previously head of the agroforestry market intelligence department for Latin America at Pöyry Tecnologia
- MBA in Business Planning and Management (FAE), Postgraduate in Forest Management (UFPR) and Forest Engineer (UFPR)

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Alexandre Di Ciero
Partner Sustainability

- Agronomist with over 30 years of experience in forestry operations, management and business sustainability
- Implementation of forest restoration projects and management of fauna and flora projects
- Auditor of the FSC (Forest Stewardship Council) and CERFLOR (PEFC – Program for the Endorsement of Forest)
- Due diligence in assessing environmental liabilities on rural properties
- Responsible for maintaining forest management and environmental quality management certifications in Suzano's forest areas

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