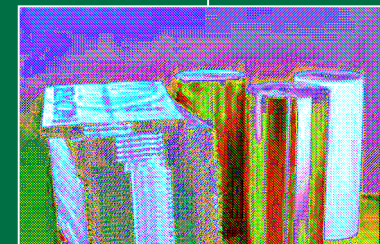
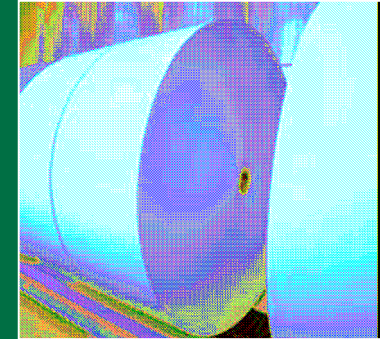


# Company presentation 2011

  
**Papelerera Dimar S.A.**





# Brief History Background

- The company was founded in 1975 by Arturo Matte Lecaros and his target was the conversion and distribution of paper for the graphic market. Since the beginning, his main feature has been the responsibility and flexibility to respond to this dynamic market.
- Dimar counts with a modern conversion area for its operations, offering different cuts and rewinding of paper and cardboard. This provides flexibility and efficiency to attend the demanding needs of the market. It is as well a valuable source of income by granting service of quality and excellence to third parties.
- The key of Papelera Dimar's success is based on the experience and knowledge of the management of the business. In a warm and demanding work environment the professionals are permanently trained and go through learning processes in order to face the new challenges of the market and react swiftly to them.
- The building was built in 1995 and comprises 8.000 m<sup>2</sup> in warehouses, 1,500 m<sup>2</sup> of offices and services, the whole piece of land is 16,800 m<sup>2</sup>. The building belongs to the company and was specially designed for the needs of the business.



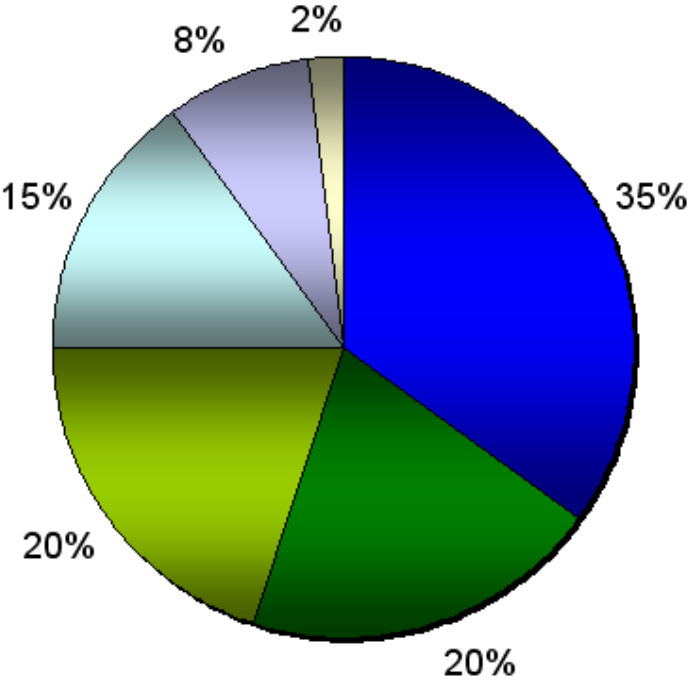
# Brief History Background

- Since 2011 the new directory is composed of the three brothers Francisco, Anibal and Eduardo Ariztía, Federico Silva and Karl Samsing as the new president.
- This year, the company`s goal is to increase its participation on the national paper market. With this purpose, two main lines of action have been established: reinforce the line product and strengthen the service management.
- **INTERNATIONAL EXPANSION:**  
In 2011 new distribution offices were opened in Peru. Papelera Dimar`s team in that country has the mission of positioning the company as an important distributor, just like in Chile. Even more, after achieving that goal, Papelera Dimar will target to other South American countries and the Pacific region.



# Main Business Areas

Last 12 months



- Woodfree Coated 35%
- Woodfree Uncoated 20%
- Kraft 20%
- Paperboard 15%
- Self-Adhesive 8%
- Others 2%



# Environment Certifications

- The respect for the environment is also a commitment of Papelera Dimar. All papers, recycled and virgin, have the FSC and PEFC international certifications. That is, for their production, no stream bed has been contaminated, no virgin forest has been deforested, no child labour has been exploited and no indigenous people has been affected.



La marca del  
manejo forestal  
responsable



SA-COC-002574  
(Código Papel certificado FSC)

# Suppliers





# Suppliers

- Stora Enso: Woodfree coated paperboard, couche (25 years)
  - Arconvert: Self-adhesive, industrial and sheets (15 years)
  - Torrasapel: Woodfree coated, Bond ahuesado, couche (20 years)
  - Billerud: Industrial use paper, MG (7 years)
  - Saica: Paper for corrugation (6 years)
  - MM Karton: Cardboards (8 years)
  - Domtar: Bond paper (5 years)
  - Sappi: Couche paper
  - CMPC: Cardboards
  - Suzano: Bond paper
  - Portucel Soporcel: Bond paper
  - Bignardi: Bond paper
  - Moorim: Couche, Bond
  - Klabin: Paper for corrugation
  - Irani: Industrial use paper
  - Manter: Enologic self-adhesive paper
  - Eskaboard: Boards
- The policy of Papelera Dimar with its suppliers is to establish long term relationships, which are achieved by working closely together and generating trust.
  - Papelera Dimar has suppliers that are leaders in the market, serious and with capabilities for long term commercial relationships.



# Logistics Management

- Measures of special cuts. Delivery in 48 hours.
- Dimar's logistics operations offer an adequate delivery service that covers the dispatch of every request in a maximum of 4 hours.
- Outsourced truck fleet.
- Flexibility in the service: Night and holiday deliveries.



## Dimar in figures

- Annual Sales: US\$ 43 million
- Ebitda : US\$ 2,9 million
- Sales in Tons: 38.500 ton / Year.
- Market Share : 24%
- Number of clients : # 950
- Conversion: 25.000 ton / Year.



# Credit Management

## » General Policies:

- ■Credit provided only to converting clients. We do not grant credit to sub-distributors, advertising agencies or other sales agents.
- ■To grant credits, Dimar requests to be provided of financial and commercial updated information of each client.
- ■Every credit line over US\$ 30,000,00 must be approved by the Credit Committee.
- ■Each credit must not exceed the 10% of the patrimony of Papelera Dimar and neither covers over the 50% of the financial needs of the client in terms of paper.
- ■Every new business the company undertakes, or every new client, has a maximum credit similar to the one granted as credit risk coverage by the reassuring company Magallanes.
- ■There is a provision policy that covers 100% of a risky portfolio.



# Stock Management

## » General Policies :

- Keep an adequate stock of the kind of products we offer. Inventory objective: 2,5 months of sales.
- Permanent revision of stock and removal of products with low sales return.

# Company Presentation 2011

