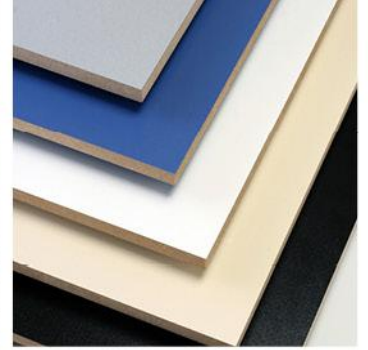


MASISA

Tu mundo, tu estilo

June 2017





MASISA OVERVIEW & HIGHLIGHTS

STRATEGY

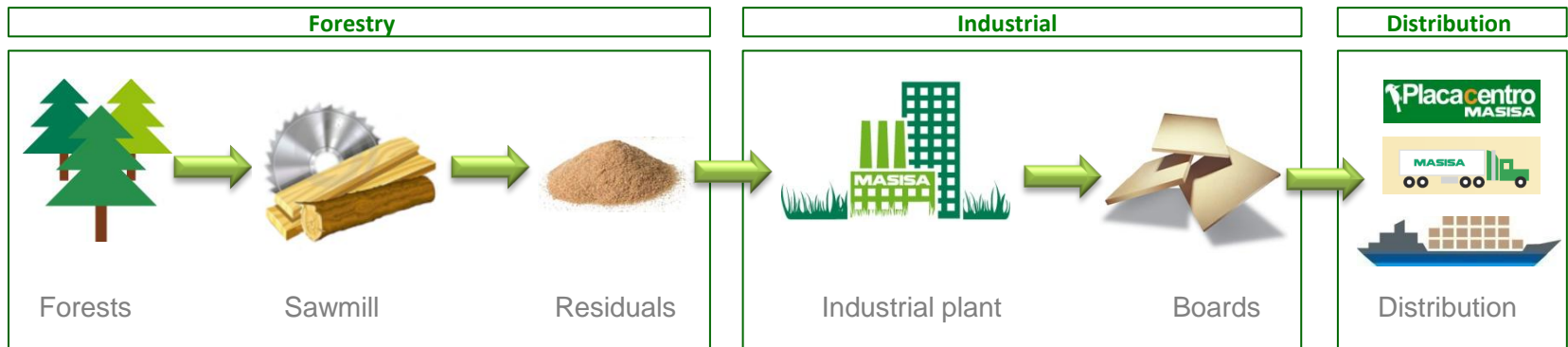
FINANCIAL PROFILE

Overview

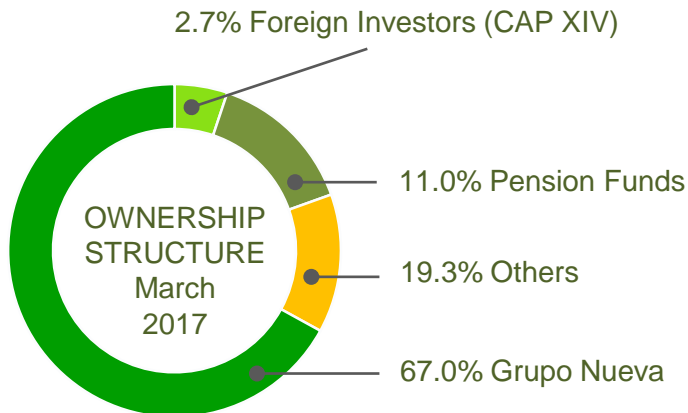
Masisa is a leading integrated company focused on **fiberboard** and **particleboard** production and marketing for furniture and interior design in **Latin America**

- #1 In installed capacity in Latin America excluding Brazil
- #1 In sales in 4 countries in Latin America
- #1 in retail distribution network, with 316 stores in Latin America (Placacentro)
- #1 Top of mind brand in Latin America
- #1 in corporate governance, environmental and social standards in the region

Business model



Ownership Structure



Supported by a Recognized Controlling Group



- ▶ Founded in 2003
- ▶ Supports Grupo Nueva's business activities, providing guidance and control
- ▶ Finances the activities of AVINA, foundation and other philanthropic initiatives



- ▶ Investment company, focused in the forestry and wood products business
- ▶ Controlling shareholder of MASISA since 2002, with 67% of equity participation
- ▶ Grupo Nueva has supported Masisa by subscribing the last two capital increase of the company in 2009 and 2013 in order to strengthen its financial profile and support growth opportunities
- ▶ Grupo Nueva's main asset is its equity stake in Masisa



- ▶ MASISA's core objective is to maximize value creation in the LatAm wood board industry



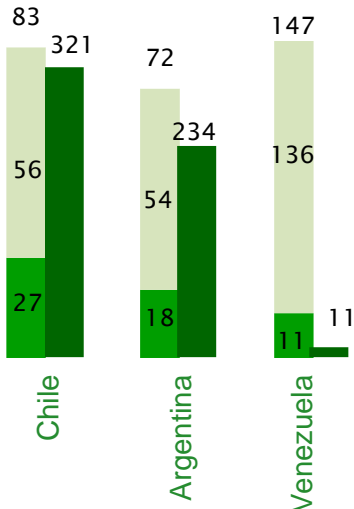
- ▶ Latin American non-governmental organization that contributes to sustainable development by supporting social and environmental focused entrepreneurs

Integrated operations focused on the manufacturing and marketing of wood boards



Forest assets by country

- Forestry useful land (th. ha.)
- Other land (th. ha.)
- IFRS Value (US\$ MM)



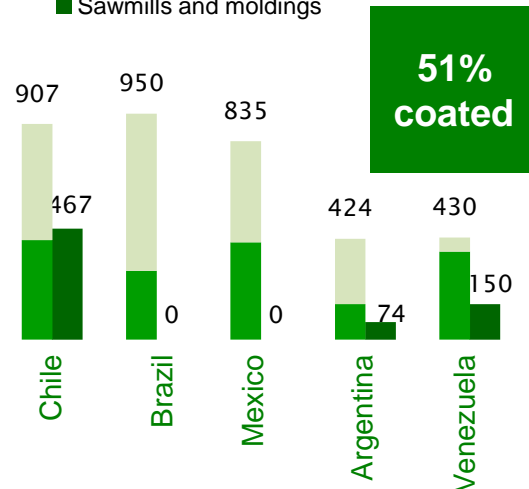
Source: Masisa

- Value of timberlands: US\$ 566 MM
- ✓ Stumpage: 189 th. Ha. → US\$ 323 MM
- ✓ Land: 302 th. Ha. → US\$ 243 MM
- Venezuela's plantations are mainly on leased land

Installed production capacity by product and by country

(thousands of m³)

- MDP/MDF coated
- MDP/MDF raw
- Sawmills and moldings



Source: Masisa

- 10 industrial facilities in 5 countries in the region.
- Includes 220 th. m³ new MDF plant in Mexico

- Multichannel strategy
- 36% of sales through the Placacentro retail network
- # 1 top of mind brand in Latin America

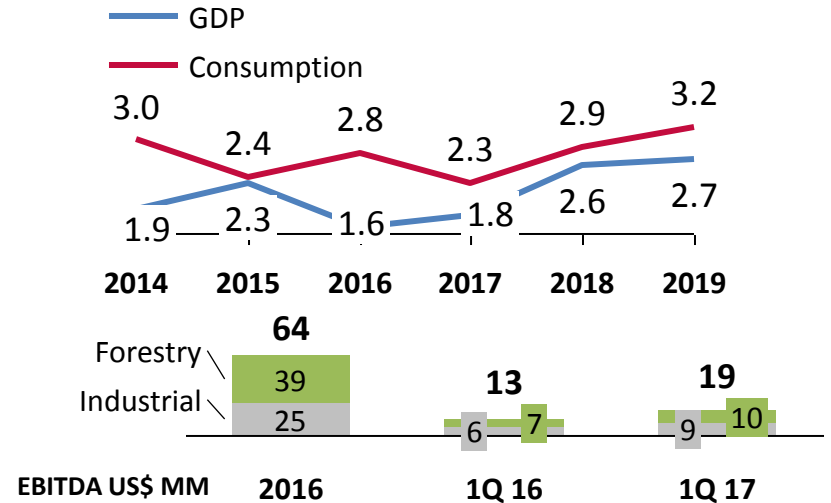


Overview by country

Chile



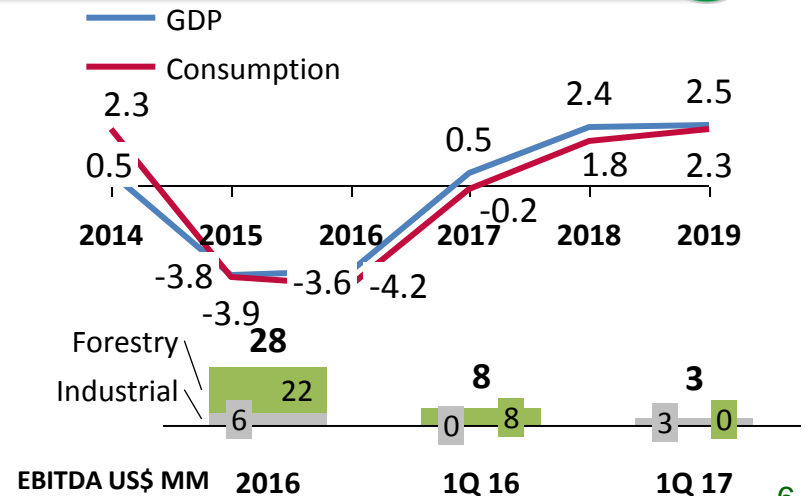
- ✓ Stable sales and margins in the local market. Exports help to offset local currency devaluation effects
- ✓ Moderate increase in GDP to a 2-3% range in 2017
- ✓ Industrial results expected to improve in 2017 from better performance of export volumes, margins and operational efficiencies
- ✓ Forestry results will decrease in 2017 due to standing timber sales implemented in previous years



Brazil



- ✓ Tipping point: second half 2016
- ✓ Economic activity and consumer confidence maintain signs of recovery in 2017
- ✓ Board industry will slowly recover due to existing over capacity
- ✓ Excellent market position will enable Masisa Brazil to increase MDF volumes and margins in 2017

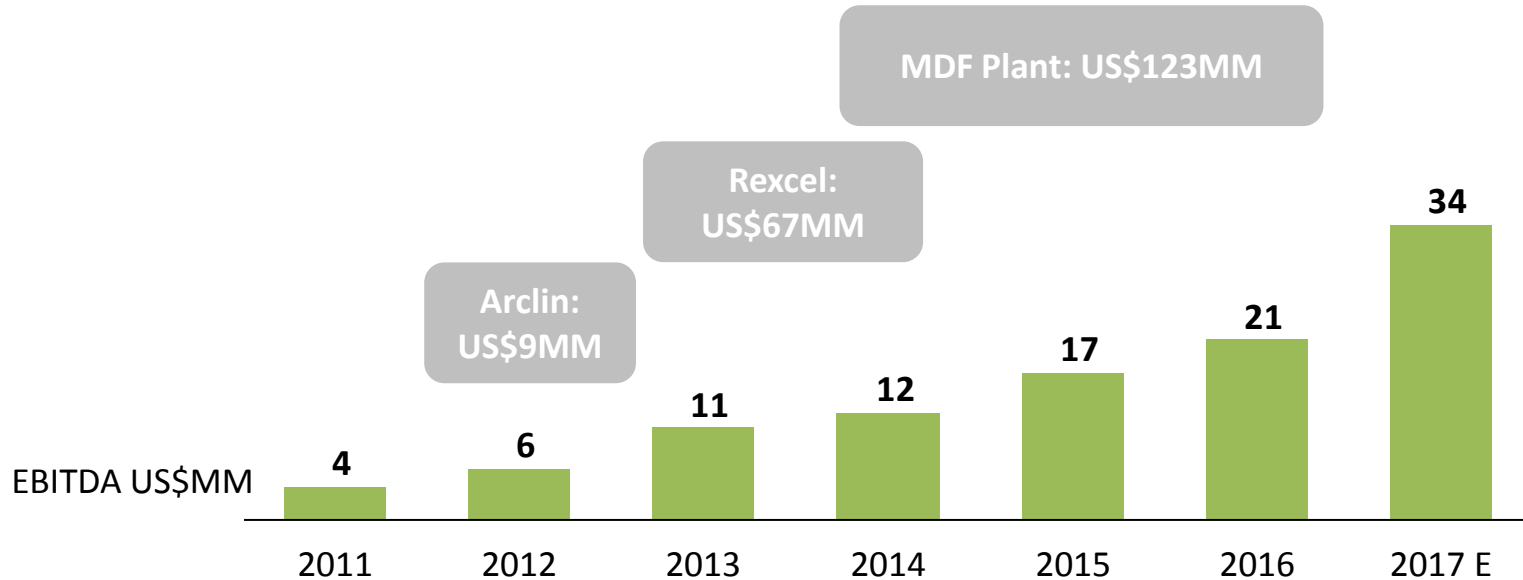


Overview by country

Mexico



- ✓ The company has implemented an intensive growth plan in Mexico



New MDF plant: strengthens Masisa's leadership position in Mexico

- New MDF plant **EBITDA**: 2016 US\$5 MM, 2017(e) US\$18 MM and 2018(e) US\$24 MM
- Is expected to reach **70% of its production capacity** in 2017
- Increase of **65% in MDF sales volume** prior to plant start in order to secure the market for incremental capacity

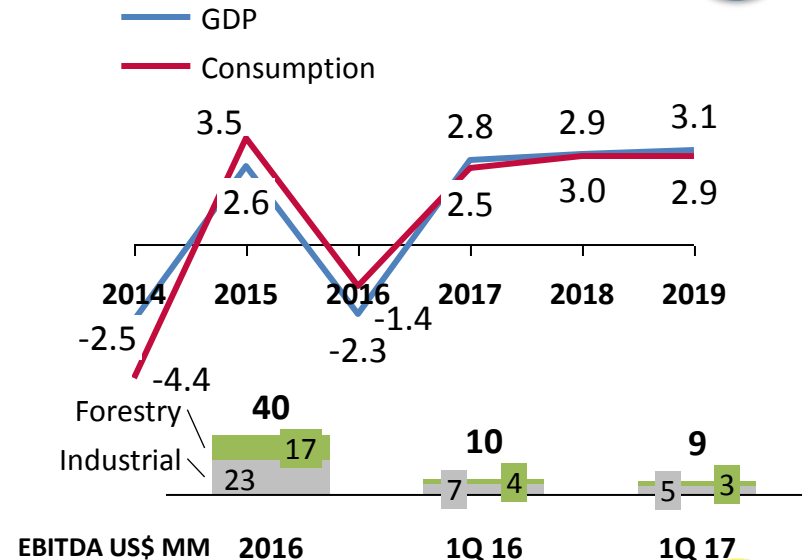
- ✓ Domestic Board demand outlook remains positive based on expected substitution of solid wood and plywood

Overview by country

Argentina



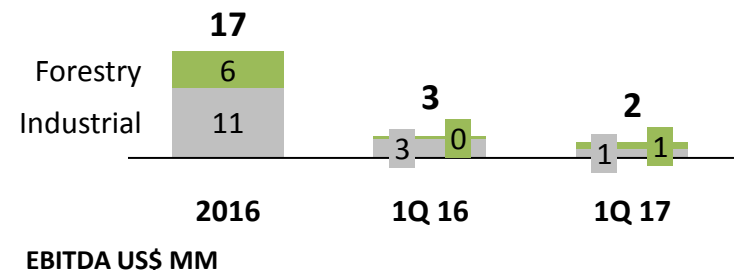
- ✓ Positive macroeconomic changes are triggering economic recovery starting the second semester this year
- ✓ Recent increase in building permits and cement sales
- ✓ Exports (25% of our sales) set an efficient hedge to devaluation



Venezuela



- ✓ Significant reduction of domestic demand caused mainly by economic imbalances and hyperinflation
- ✓ Increase of exports partially offset local market performance and secures access to US\$ to pay foreign suppliers (exports 35% of total volume)
- ✓ Venezuelan operations have limited impact in Masisa: 6% of consolidated EBITDA and 12% of assets
- ✓ Self sufficient operation and long term value asset

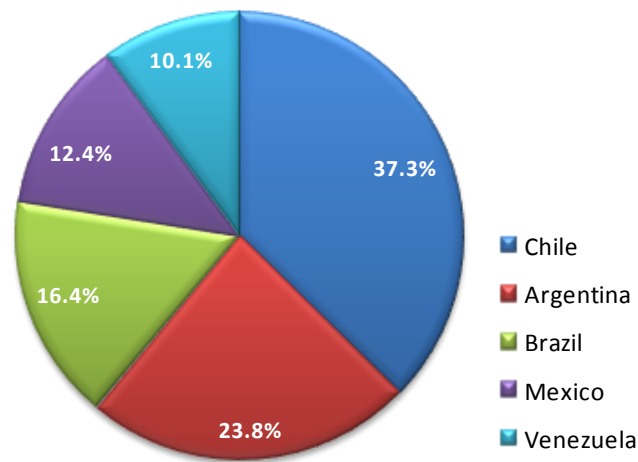
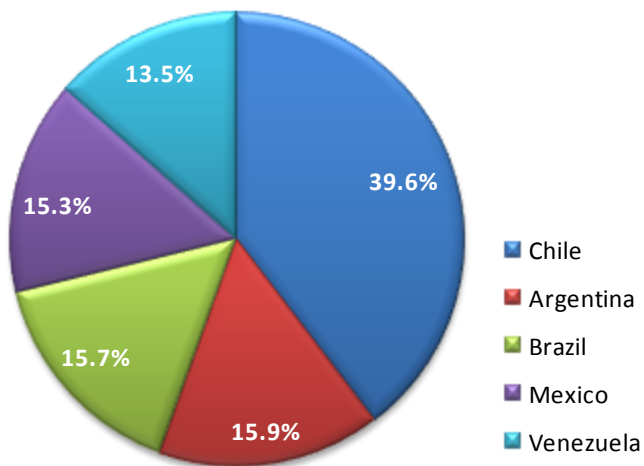


Revenues & EBITDA by country*

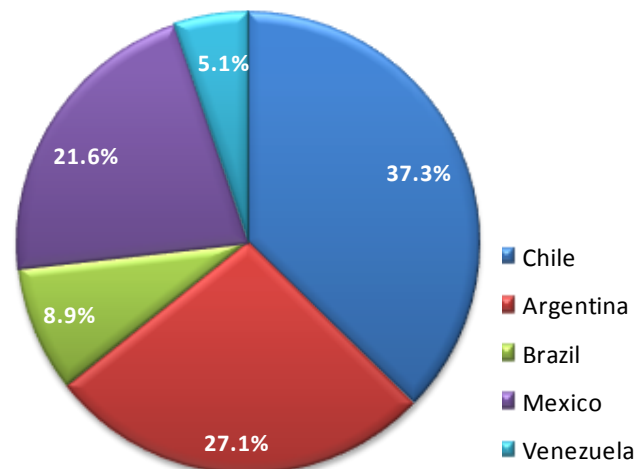
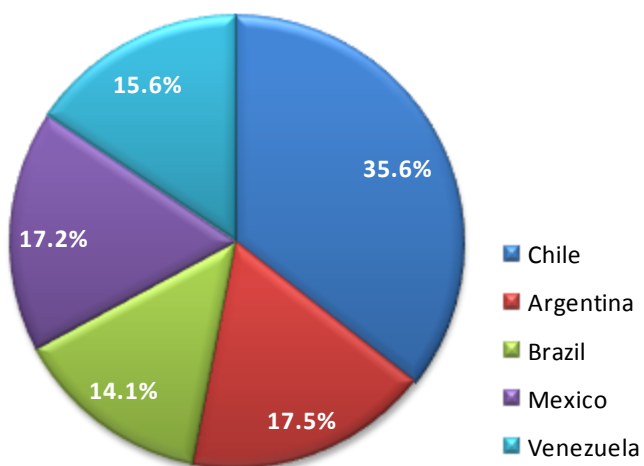
REVENUE

EBITDA

2016



2017 E



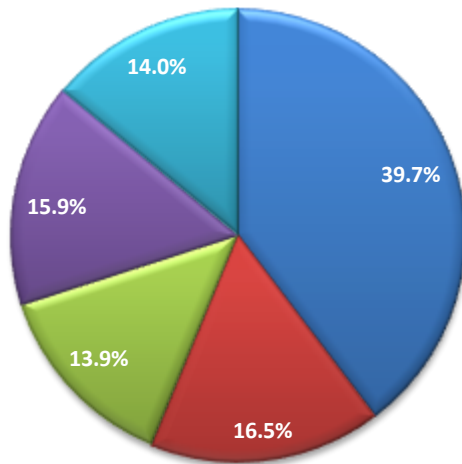
*Revenue & EBITDA by country of origin

Recurring Revenues & EBITDA by country*

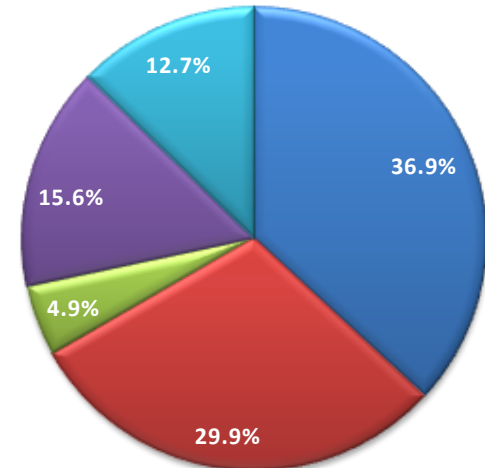
REVENUE

EBITDA

2016

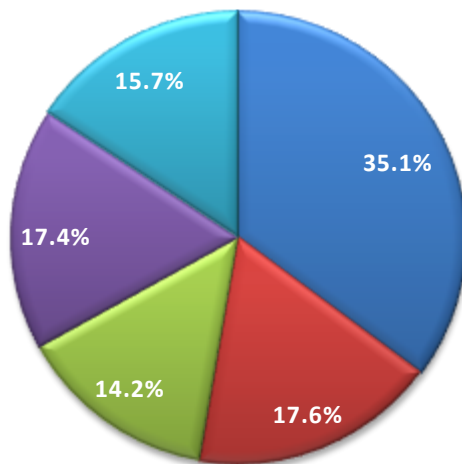


- Chile
- Argentina
- Brazil
- Mexico
- Venezuela

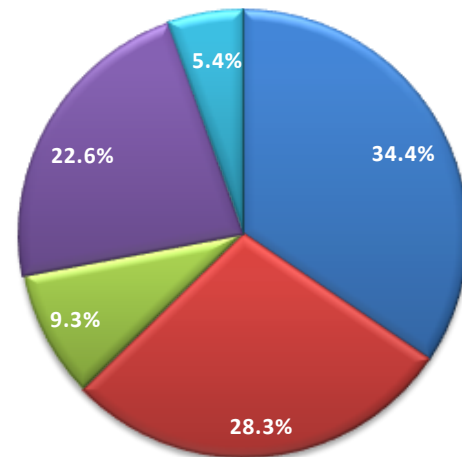


- Chile
- Argentina
- Brazil
- Mexico
- Venezuela

2017 E



- Chile
- Argentina
- Brazil
- Mexico
- Venezuela

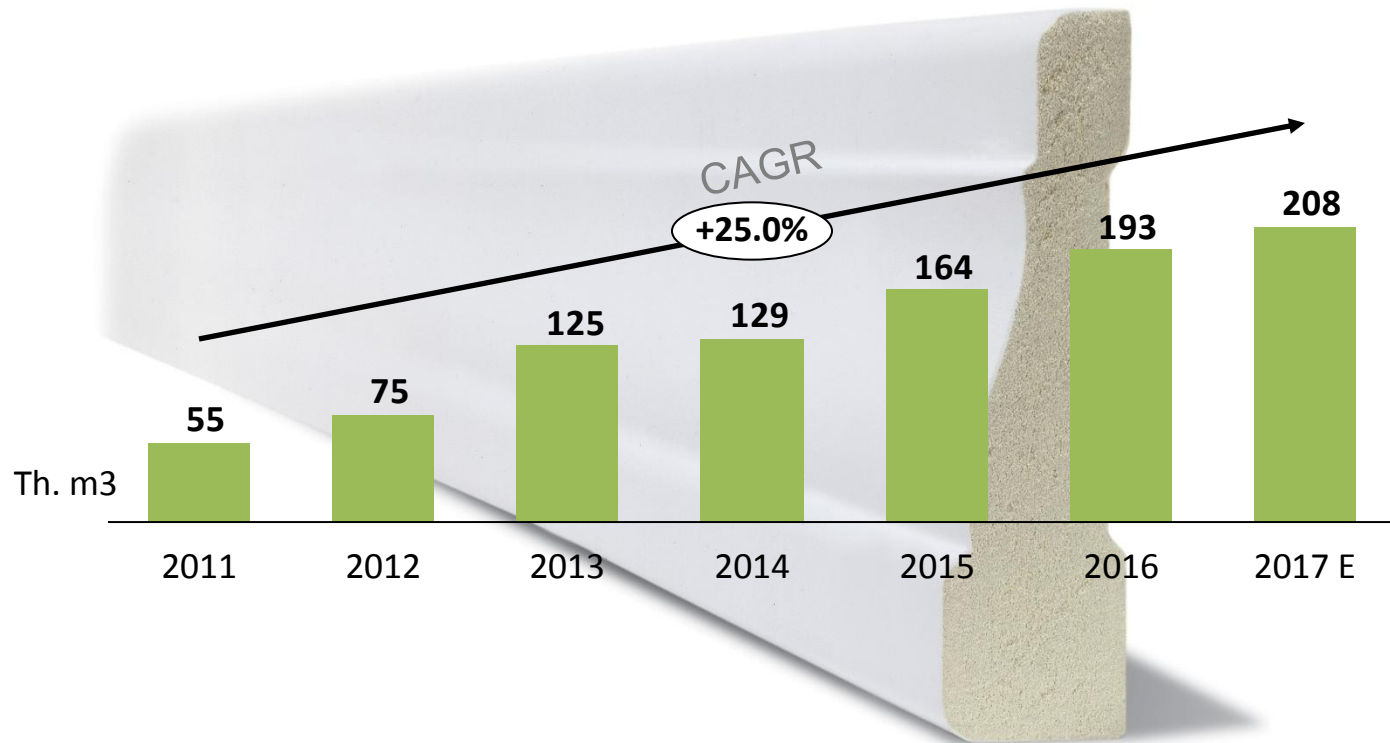


- Chile
- Argentina
- Brazil
- Mexico
- Venezuela

* Recurring revenue & EBITDA by country of origin

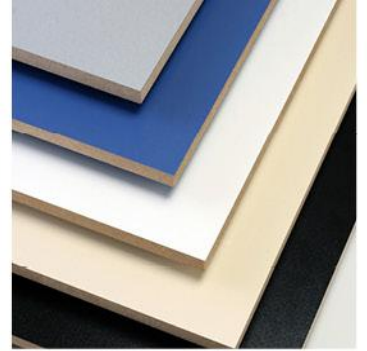
MDF Moldings Revenues

- ✓ The company has increased MDF moldings revenues: exports from Chile & Argentina



MDF Moldings exports:

- Hedge local currency fluctuation
- Masisa has **25%** of market share in US



MASISA OVERVIEW & HIGHLIGHTS

STRATEGY

FINANCIAL PROFILE

2017 Strategy

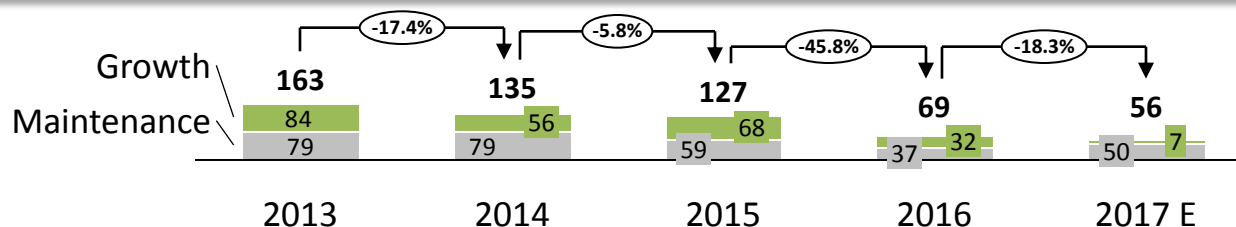
1

Non-strategic assets divestment plan to **strengthen** the company's financial profile

- As of March 2017: US\$ 120.8 MM
- Funds used to reduce financial debt
- Non-strategic assets generated a small EBITDA contribution

2

Strict **Capex** control (US\$ MM)



- Capex flexibility: adapting investments to cash generation and market conditions

3

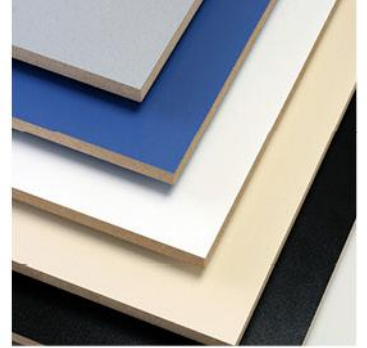
Working capital & costs reductions

- Working capital decreased by US\$ 15 MM in 2016
- Continuing cost and expense reduction plan initiated in mid-2014

4

New partner in Masisa

- Grupo Nueva, Masisa's controlling shareholder, is into a formal and open search for an strategic partner to financially strengthen the company and take advantage of growth opportunities, while remaining in control of Masisa



MASISA OVERVIEW & HIGHLIGHTS

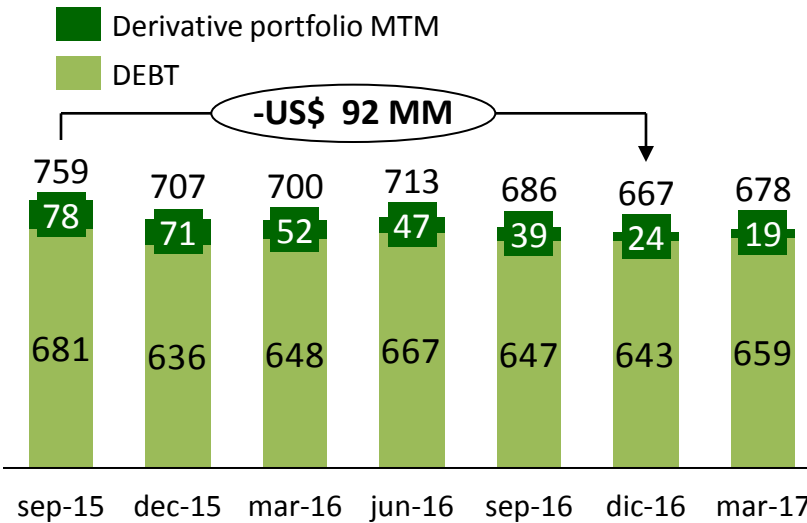
STRATEGY



FINANCIAL PROFILE

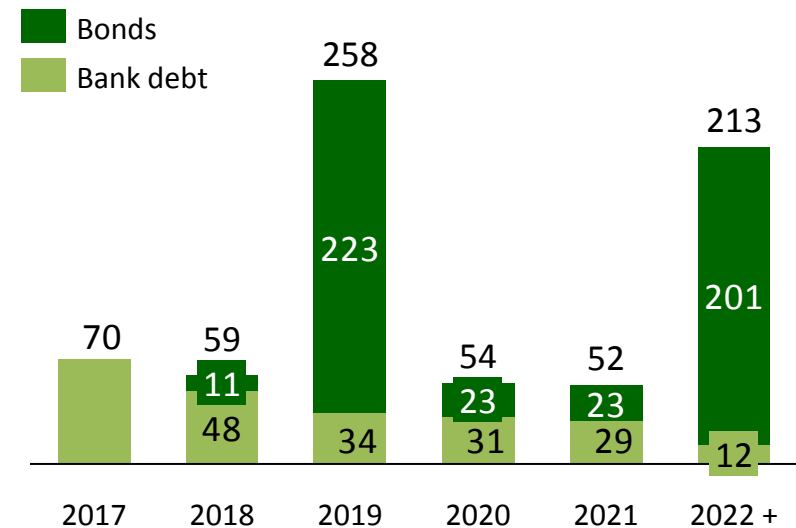
Debt profile

NET FINANCIAL DEBT (US\$ MM)



DEBT MATURITY PROFILE (US\$ MM)

Post refinancing



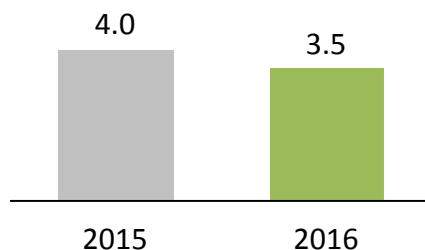
To March Masisa has completed **US\$ 120.8 MM** of its non-strategic sales plan, cash was used for debt reduction

- ✓ Portion of the proceeds were used to fund the final phases of the construction of the **MDF plant in Mexico**
- ✓ Total net debt reduction was **US\$ 92 MM** as of December 2016
- ✓ Net debt of **US\$ 678 MM** by March 2017

Financial ratios

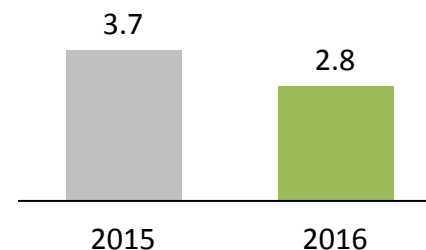
Interest coverage ratio¹ (maintenance) Long term bank loans

Covenant Limit \geq 3.0x



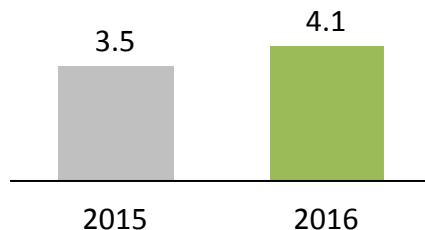
Interest coverage ratio² (incurrence) US\$ bond

Covenant Limit \geq 2.5x



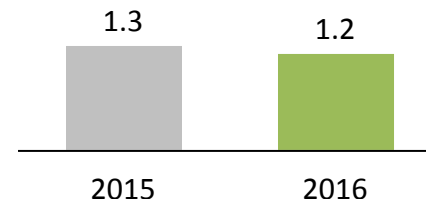
Net Debt / EBITDA³ (maintenance) Long term bank loans and UF bonds

Covenant Limit \leq 4.5x



Total net liabilities to tangible net worth⁴ (incurrence) UF bonds

Covenant Limit \leq 1.4x



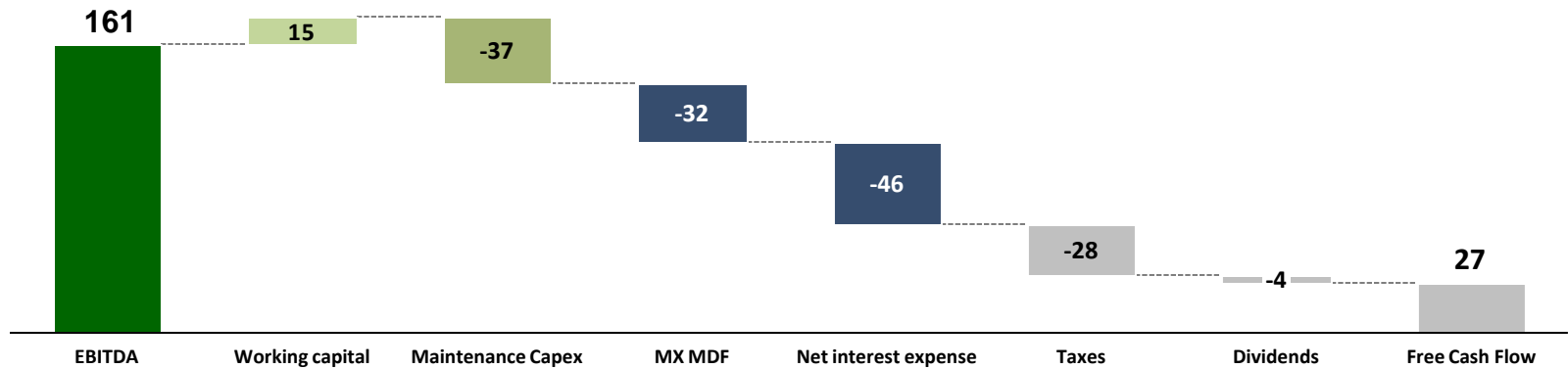
(1) Interest coverage ratio: LTM EBITDA/ LTM Net Financial Expenses (bank loans)
(2) Interest coverage ratio: LTM EBITDA/ LTM Financial Expenses (US\$ bond)

(3) LTM EBITDA
(4) Includes adjustment for first IFRS adoption

Consolidated Cash Flow

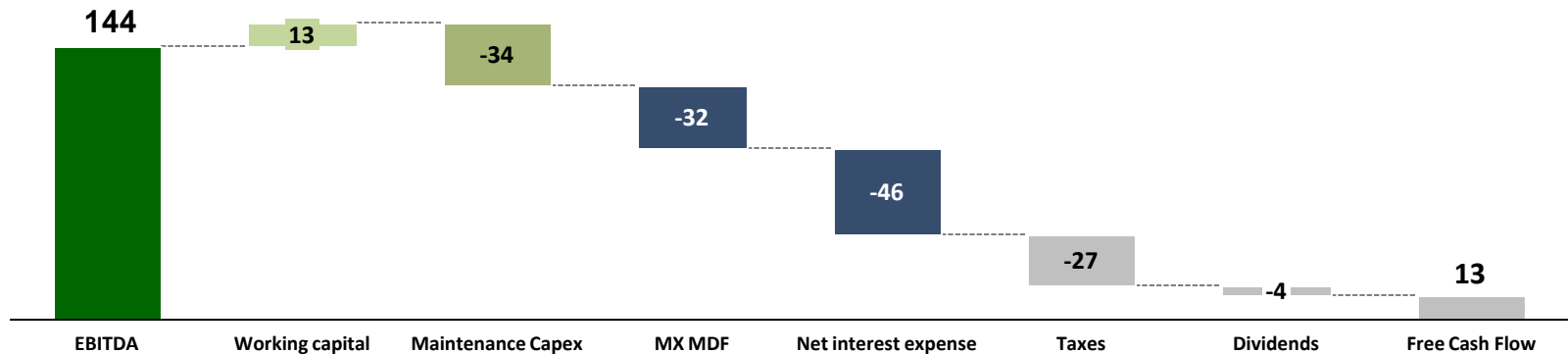
Consolidated cash flow 2016

US\$MM



Consolidated cash flow 2016 – ex Venezuela

US\$MM

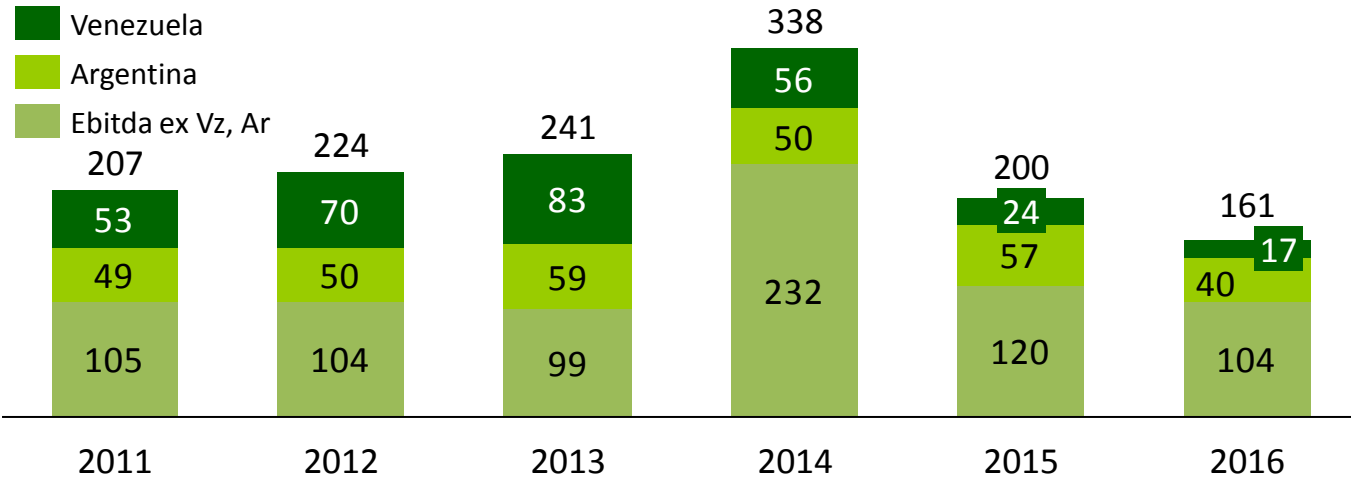


- **Working capital** and **Capex** reduction initiatives
- Lower **interest expense** due to **debt reduction**
- **Dividends** kept at minimum required by law (30%)

EBITDA evolution

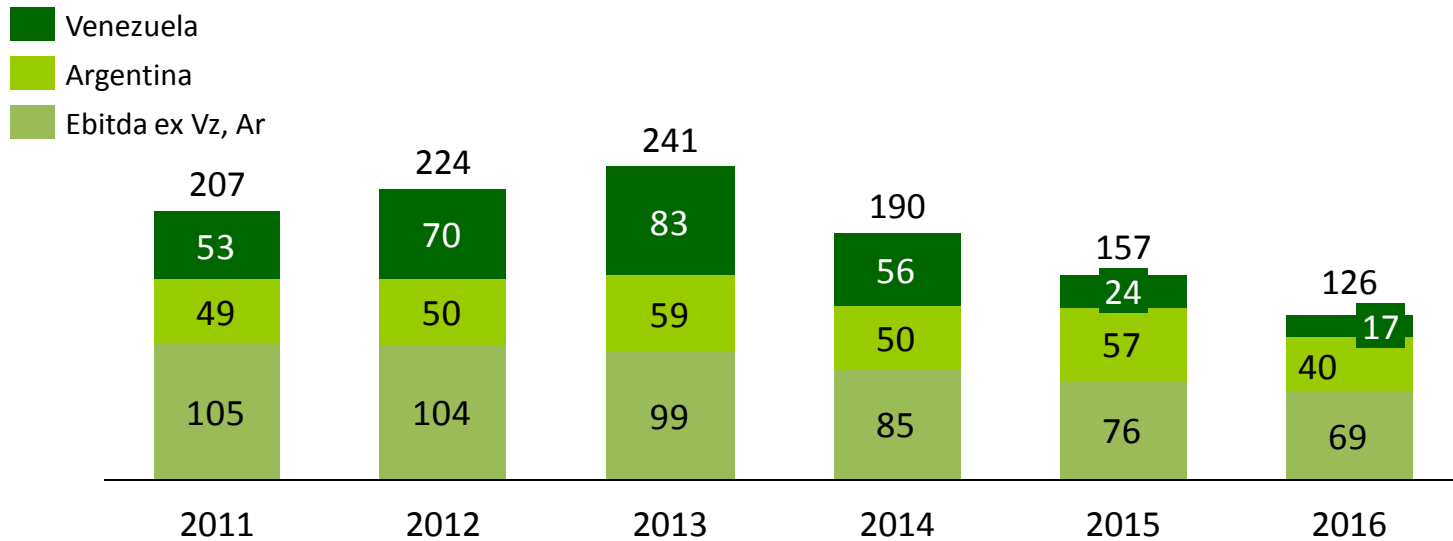
EBITDA

US\$MM



Recurring EBITDA

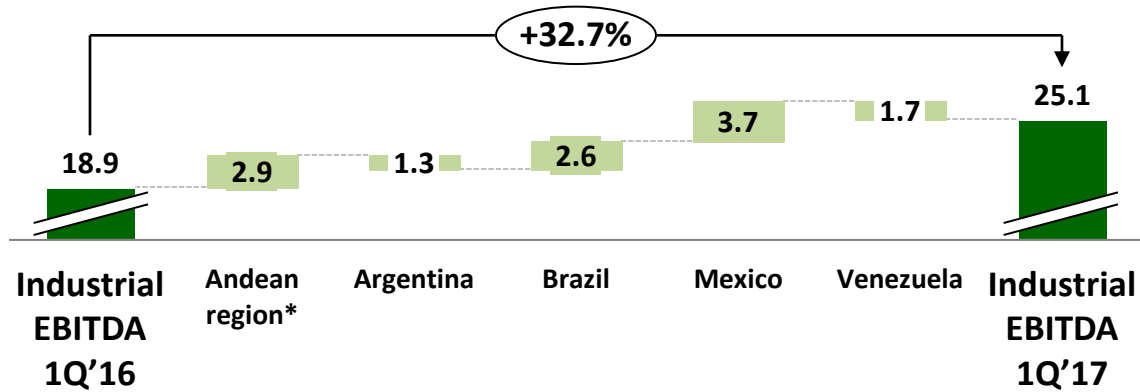
US\$MM



1Q17 EBITDA

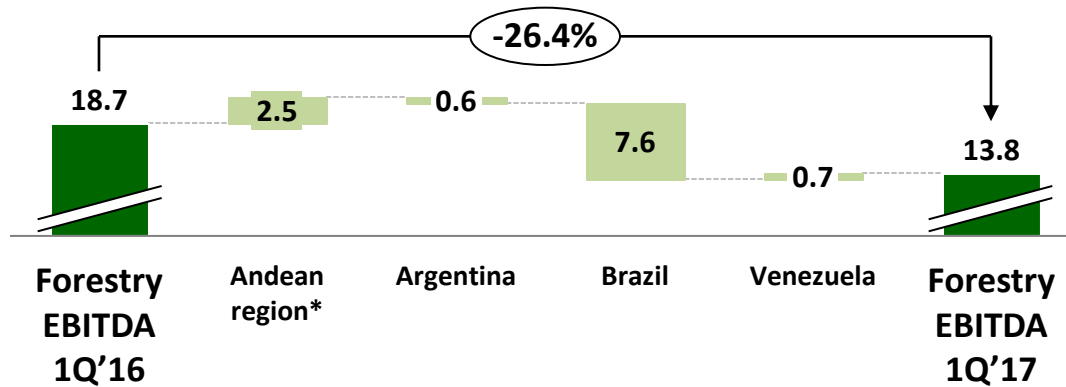
Industrial EBITDA

US\$MM



Forestry EBITDA

US\$MM

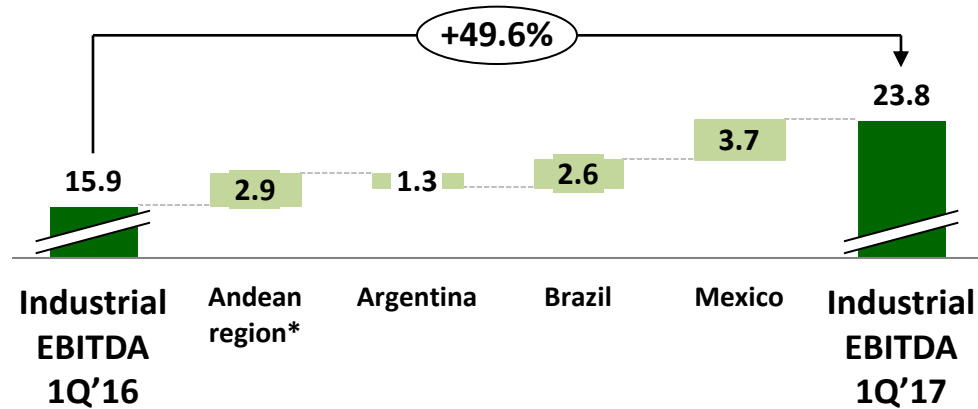


(*) Andean region = Chile + Peru + Ecuador + Colombia

1Q17 EBITDA ex Venezuela

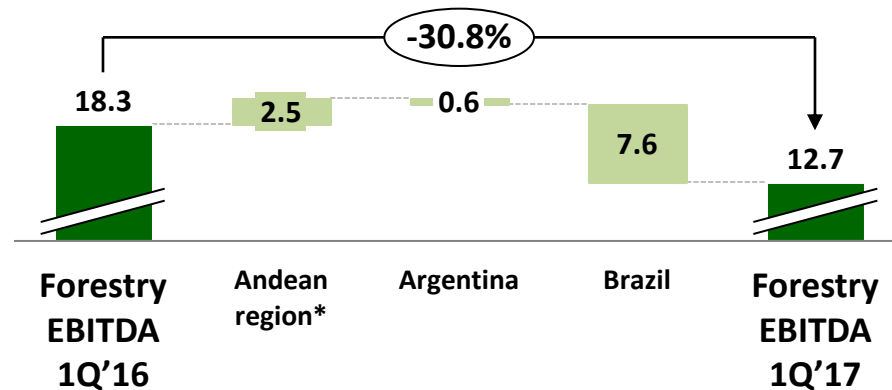
Industrial EBITDA

US\$MM



Forestry EBITDA

US\$MM



(*) Andean region = Chile + Peru + Ecuador + Colombia

Take-aways

- Masisa is the leading company in the wood board industry in Latin America and its strategy has set strong foundations to improve profitability from growth recovery in the wood boards demand and a better outlook of key markets in Latin America:
 - Main Player in Mexico with a successful track record and strong growth potential based on the new MDF plant
 - Market leader in Chile and Argentina with robust sustainable EBITDA generation and growth potential due to the expected economic recovery in Argentina and more efficient operations in Chile
 - Better Brazilian outlook based on improvement of confidence and market indicators
 - Cost and expense reduction program
- Proactive management of levers to strengthen financial position
 - Conservative debt maturity profile
 - Divestment plan to reduce debt
 - Controlled capex



This presentation may contain projections or other forward-looking statements related to MASISA that involve risks and uncertainties. Readers are cautioned that these statements are only projections and may differ materially from actual future results or events. There is no assurance that the expected events, trends or results will effectively occur. These declarations are made on the basis of numerous assumptions and factors, including general economic and market conditions, industry conditions and operating factors. Any change to these assumptions or factors could cause the present results of MASISA and MASISA's planned actions to differ substantially from the present expectations.

All forward-looking statements are based on information available to MASISA on the date of its posting and MASISA assumes no obligation to update such statements unless otherwise required by applicable law.

MASISA

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