



Global reach
Local knowledge



Klabin

Local knowledge was the key challenge for leading paper producer and exporter

Brazilian manufacturer tells how TMF Group’s local knowledge helped the company set up in the United States

About the client

Klabin, Brazil’s largest paper producer and exporter, is the leading manufacturer of paper and board for packaging, corrugated board packaging and industrial sacks, and also markets timber in logs. With 15 industrial plants – 14 in Brazil and one in Argentina – the company was founded in 1899 and its capital is 100% Brazilian.

Klabin is composed of three main business units: Forestry, Paper and Converting. The company exports its products to over 70 countries and is the only supplier of liquid packaging board in Latin America in addition to being a leader in all markets it operates. The main focus of Klabin’s US office is the Paper business unit (cartonboard).

In our own words

In 2009 Klabin decided to open an office in the United States (Miami). “The whole idea was a challenge because even though we have warehouses in the States it was the first time the company was going to manage operations from outside Brazil. The US market was totally new to us so we needed advice and help on local issues - specifically payroll and tax compliance. We found TMF Group had that knowledge.”

How TMF Group helped us

“While ultimately we chose to focus our relationship with TMF Group on payroll and sales tax administration, we have found the relationship to be a fruitful one. As with any relationship there have been ups and downs, but TMF Group has proved to be flexible and capable of growing as our needs grow. We have really progressed in our relationship and we know that we have the back-up we need.”

In the future

“We are constantly thinking about growth. In the beginning we were not that focused on growing the US operations, particularly because of the market downturn and uncertainty in comparison with the strength that the Brazil market used to enjoy. But now that we are seeing the US market recovering we can start considering growing our production and exports level in the region.”

“Hopefully in a near future we will start evaluating new opportunities in the United States and if good ones arrive we can grow our operation size and extend our relationship with TMF Group.”

“The US market was totally new to us so we needed help on local issues - specifically payroll and tax compliance - TMF Group has that knowledge.”

Luzardo F.C. Silveira
Financial Manager, Klabin

TMF Group provides the following services to Klabin in the United States:

- Payroll
- Sales tax
- Market Entry
- Office space

