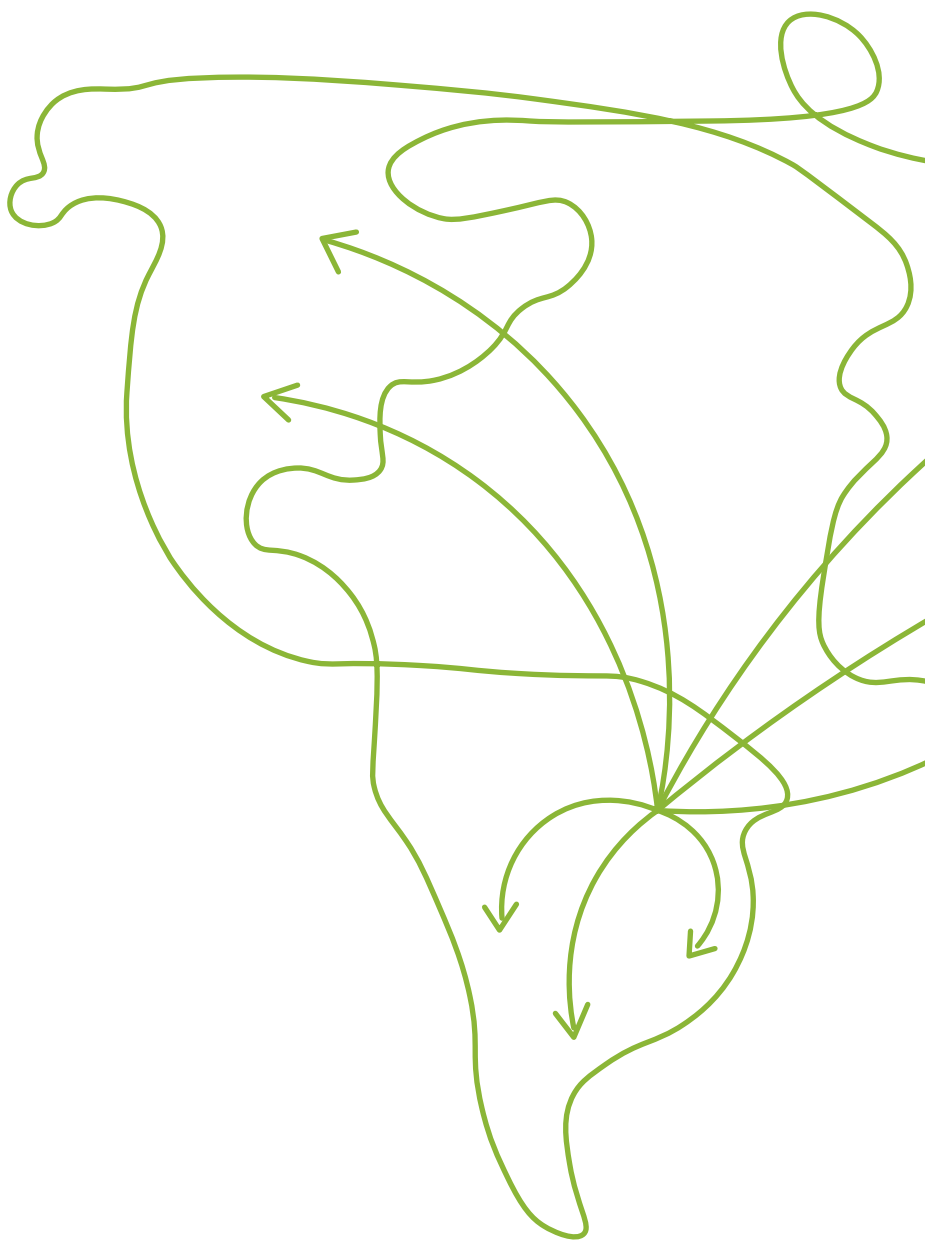


# TIMBERFLOW ANNUAL PUBLICATION

DIAGNOSIS OF NATIVE  
TIMBER IN THE LEGAL  
AMAZON REGION IN 2024





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AMAZON REGION IN 2024



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# INTRODUCTION

Prepared by the Forest Legal Initiative of Instituto de Manejo e Certificação Agrícola e Florestal (Imaflora), the Timberflow Annual Publication compiles and organizes public and official information on native timber supply chain - such as Forest Origin Documents (DOF) and Forest Guides (GF) - while prioritizing records, such as "received and equivalent" (transactions effectively completed). Result: a systematized diagnosis with data by state and municipality, focusing on the previous year's trends, dynamics and volumes.

Bases come directly from Instituto Brasileiro do Meio Ambiente e Recursos Naturais Renováveis (IBAMA), Secretaria de Meio Ambiente e Sustentabilidade do Pará (SEMAS/PA) and Secretaria de Meio Ambiente do Mato Grosso (SEMA/MT), with traceability trails and explicit criteria of deduplication, harmonization and validation. This methodological robustness supports strategic findings, such as the role of Federal Forest Concessions, which traded 379,626.55 m<sup>3</sup> of logs in 2024, with Pará accounting for 79% of that total, and the advance of species and destinations that shape the market.

Data transparency and comparability are the turning point. Without them, authorizations, volumes, sourcing and destinations are lost in dispersed bases; with those elements, governments, companies and civil society gain a reliable map to a better supervision, responsible procurement and

calibrated public policies. That is what moves the analyses conducted by Timberflow Annual Publication. Here, public information is systematized and qualified. It ceases to be "loose data" and becomes actionable evidence.

This material is the translation effort of the research that gave rise to the results we show here in a format that is accessible and useful to non-technical audiences: managers, investors, policymakers, communication professionals and journalists. We "clear away" jargons and turn numbers into practical indicators: where volume either grows or shrinks, what municipalities concentrate trades, what species lead the way, what routes deserve attention, and how concessions can legally achieve scale.

You begin with a regional overview of volumes and trends for 2023/2024; then, you move on to breakdowns by state and municipality, with rankings and maps; next, you explore products and species, trade flows (domestic destinations and exports), and a chapter on Forest Concessions as a vector for predictability and traceability. Finally, you find a practical guide to using data in supervision, responsible procurement, and policy design, in addition to a summarized methodological note. By the end of the reading, you have an actionable picture of the native timber chain - from public data to decision-making.

# FOREWORD

Better decisions start with better questions. Before knowing “how much” timber has been traded, decision-makers need to understand where pressure is concentrated, how flow is reorganized within the territory, and why that changes supervision, procurement and policy priorities. The Timberflow Annual Publication answers those questions with organized public data – and this e-book exists to translate this information assets into insights that can also be used by audiences who do not experience the day-to-day technical aspects of forest management.

In recent years, the conversation about native timber has shifted from being solely a matter of supervision to becoming a strategic issue of market and governance. More demanding supply chains, climate commitments, procurement criteria, and due diligence have placed transparency and traceability at the center of the game. This opens two avenues: opportunity for those who operate with clear rules, and risk for those who ignore the facts.

This publication is not a summarized technical report – it is an **applied reading guide**. Based on the same research groundwork and methods, we organized information so that managers, investors, communicators and topic-curious are able to:

- **Read the territory through a magnifying glass:** to understand concentration per state and municipality, identify dynamic hubs and trends that redefine the map.
- **Connect forest and market:** to see how products and species travel to their domestic and foreign destinations.
- **Turn data into action:** to use checklists, good questions, and warning signs that support intelligent oversight and responsible procurement.

## How to read this e-book

The work is organized in such a way that you are able to follow the complete sequence or skip directly to sections that are the most useful for your role:

- **For public managers:** start with Regional Overview (volumes and yearly variations) and move on to portraits by state and municipality; the “What to watch for” boxes suggest operational priorities.
- **For companies and investors:** focus on Products, Species and Destinations and the Forest Concessions chapter; the “How to use it in your processes” boxes translate findings from due diligence, supplier requirements and procurement planning.
- **For journalists and communicators:** use visual highlights, year-on-year comparisons, and territory history data (municipalities and routes) to structure agendas and verify narratives.
- **For academia and NGOs:** take advantage of the comparable data types (state, municipality, species, product) and methodological notes to replicate series, cross-reference with other databases, and generate research questions.

# STRUCTURE

**1. Regional Overview** – overview on volumes and movements that “change the map.”

**2. States and Municipalities** – Territory concentration, variations and implications.

**3. From log to market** – Products and species in focus (from management to transformation).

**4. Flows and Destinations** – domestic routes and exports that shape risk and opportunity.

**5. Forest Concessions** – lessons on scale with legality, predictability and traceability.

**6. How we did it** – method in accessible language and where to dive deeper into technical reading.

Each chapter brings visual summaries, guiding questions and instructions on good practices. At the end, you will have an actionable view on native timber supply chain: not only what has changed but what to do with that information as well - in the government, in companies or in the society.



1

**Regional Overview  
– Timber in the  
Legal Amazon  
Region in 2024**



## Regional Overview – Timber in the Legal Amazon Region in 2024



### 1.1 Overview

In 2024, the Legal Amazon region traded 6,571,030.88 m<sup>3</sup> of timber logs from native forests, 0.32% less against 2023. **The following data refer to the commercialization of timber logs.** The ranking by volume shows Pará, Mato Grosso, and Rondônia

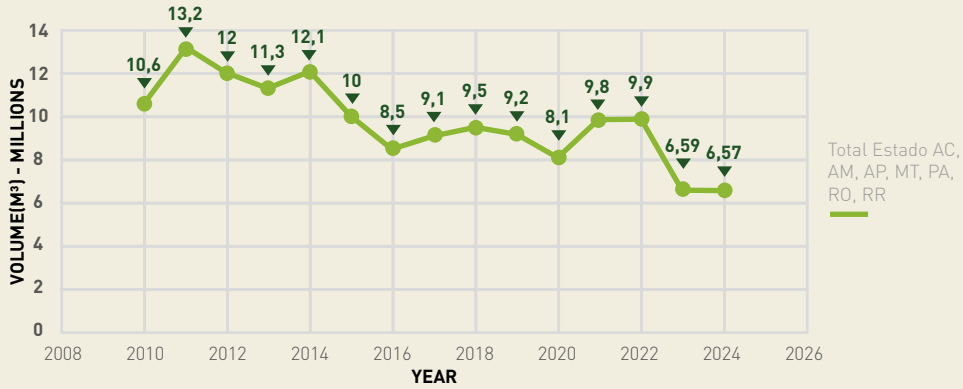
remaining at the top, with Pará leading nationally in 2024. At the same time, the largest proportional increases came from Acre (+63.81%) and Amapá (+62.82%), movements that reorder monitoring priorities and responsible procurement.

Tabela 1: Volume of Amazonian timber log traded.

States	Volume (m <sup>3</sup> ) 2023	Volume (m <sup>3</sup> ) 2024	Variation (%) 2023-2024	% of regional production in 2024
Acre	188.855,86	309.367,65	63,81%	4,71%
Amazonas	486.765,29	500.218,17	2,76%	7,61%
Amapá	226.202,16	368.315,99	62,82%	5,61%
Mato Grosso	2.354.914,98	1.624.147,02	-31,03%	24,72%
Pará	2.131.382,92	2.629.560,51	23,37%	40,02%
Rondônia	929.113,50	857.390,71	-7,72%	13,05%
Roraima	237.719,56	282.030,83	18,60%	4,29%
<b>Amazônia</b>	<b>6.591.954,27</b>	<b>6.571.030,88</b>	<b>-0,32%</b>	<b>100%</b>

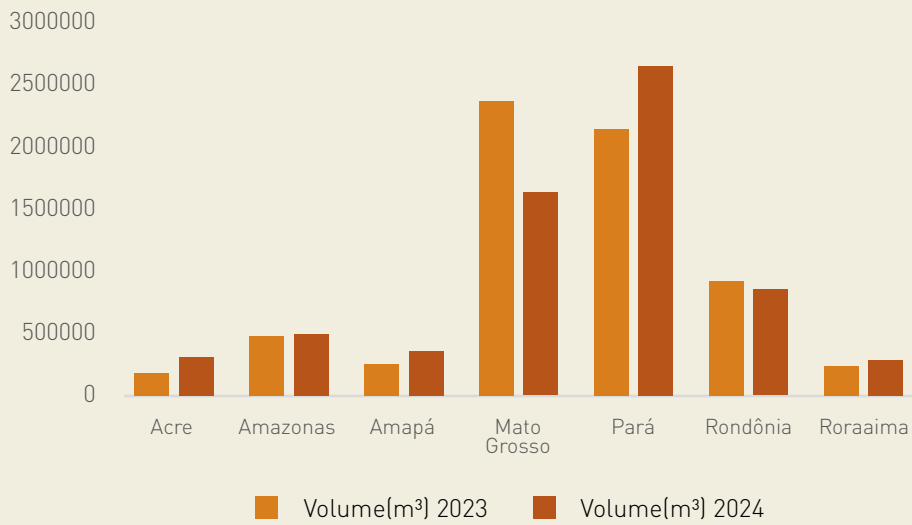
Source: DOF and SISFLORA.

**Chart 1:** Historical data on volume of Amazonian timber traded



**Source:** DOF and SISFLORA.

**Chart 2:** Comparative data on volume of timber traded in 2023 and 2024



**Source:** DOF and SISFLORA.

## 1.2 Who pulls (and who loses) traction

- **Pará** extends its lead: 2,629,560.51 m<sup>3</sup> (40.02% share of the regional total).
- **Amapá** shows acceleration: 368,315.99 m<sup>3</sup> (+62.82%), with strong municipal concentration.
- **Mato Grosso** falls back: 1,624,147.02 m<sup>3</sup> (-31.03% vs. 2023), a sign of readjustment in the supply base
- **Acre** shows recovery: 309,367.65 m<sup>3</sup> (+63.81%).

### 1.3 Federal Forest Concessions: scale with rule

Federal Forest Concessions traded 379,626.55 m<sup>3</sup> of timber logs in 2024, without major fluctuations against 2023. Pará accounted for 300,442.01 m<sup>3</sup>, reflecting operational maturity on forests, such as Saracá-Taquera (-10.38%), Altamira (+3.59%), Caxiuanã (+9.29%) and Crepori (-39.18%); in Rondônia, Jamari (+15.04%) and Jacundá (+20.98%).

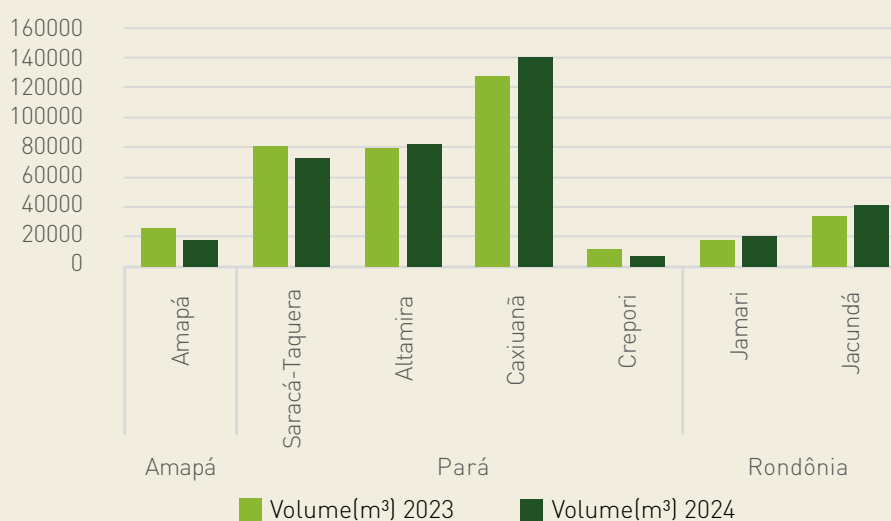
The concession distinctiveness is the combination of supply predictability and document traceability, which reduces compliance risks and works as benchmark for forest management policies.

**Table 2:** Volume of timber logs from Federal Forest Concessions traded

States	FLONA (National Forests)	Volume (m <sup>3</sup> ) 2023	Variation (%) 2024	Variation 2023-2024
Amapá	Amapá	25.598,53	17.659,42	-31,01%
Pará	Saracá-Taquera	80.458,90	72.102,14	-10,38%
	Altamira	79.039,06	81.882,43	3,59%
	Caxiuanã	127.830,44	139.712,95	9,29%
	Crepori	11.090,00	6.744,49	-39,18%
Rondônia	Jamari	18.100,33	20.823,45	15,04%
	Jacundá	33.643,06	40.701,67	20,98%

Source: SFB, RGFP 2024.

**Chart 3:** Comparative data on timber volume in 2023 against 2024



Source: SFB, RGFP 2024.

## 1.4 Municipal map of Amazonian timber (log) trade

Four municipalities concentrate a significant share of traded turnover:

1. Portel (PA): 483.776,01 m<sup>3</sup> (+64,62%; 7,36%)
2. Prainha (PA): 309.107,15 m<sup>3</sup> (+70,37%; 4,70%)
3. Colniza (MT): 244.300,35 m<sup>3</sup> (-37,13%; 3,72%)
4. Mazagão (AP): 227.221.,57 m<sup>3</sup> (+40,01%; 3,46%)

These hubs are logistical and regulatory nodes, and can guide the allocation of monitoring, infrastructure and due diligence.

**Table 3:** Main municipalities trading Amazonian timber logs.

Municipality	Volume (m <sup>3</sup> ) 2023	Volume (m <sup>3</sup> ) 2024	Variation (%) 2023-2024	% do total in 2024
Portel-PA	293.882,74	483.776,01	64,62%	7,36%
Prainha-PA	181.432,71	309.107,15	70,37%	4,70%
Colniza-MT	388.571,84	244.300,35	-37,13%	3,72%
Mazagão-AP	162.286,76	227.221,57	40,01%	3,46%
Juruti-PA	80.007,05	212.783,69	165,96%	3,24%
Porto Velho-RO	198.084,80	195.273,85	-1,42%	2,97%
Aripuanã-MT	273.848,26	179.128,15	-34,59%	2,73%
Santarém-PA	196.676,76	177.041,43	-9,98%	2,69%
Aveiro-PA	146.268,39	148.182,61	1,31%	2,26%
Paragominas-PA	116.449,72	144.267,68	23,89%	2,20%

**Source:** DOF and SISFLORA.

## 1.5 Species that shape risk and supply

In 2024, four species stand out for their weight in log total volume: *Manilkara huberi* (maçaranduba)- 537.493,65 m<sup>3</sup>, *Dinizia excelsa* (angelim)- 389.687,23 m<sup>3</sup>, *Goupia glabra* (cupiúba) - 317.318,15 m<sup>3</sup> and

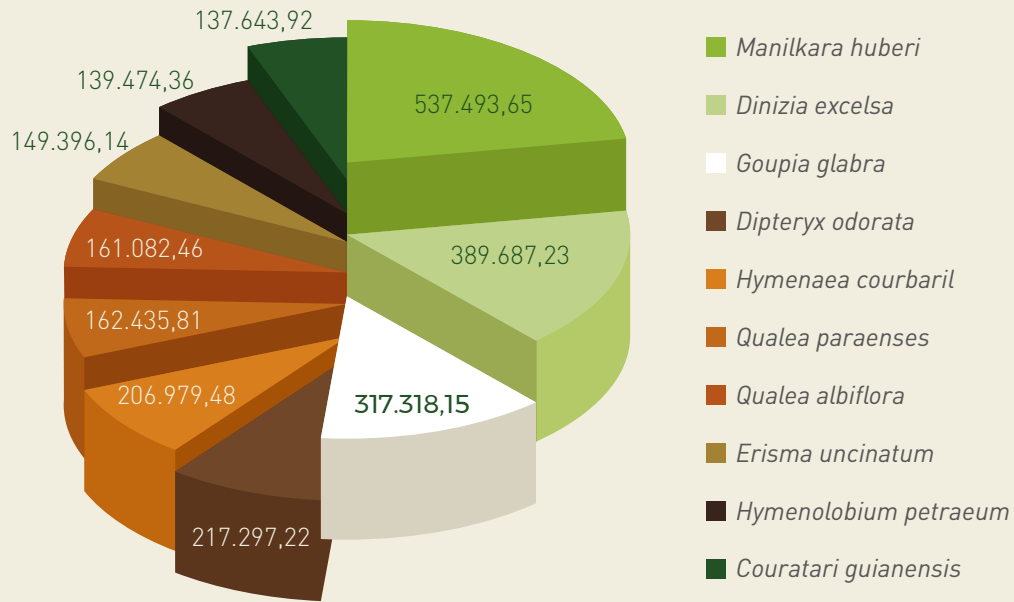
*Dipteryx odorata* (cumaru) -217.297,22m<sup>3</sup>, which, together, add up to 1,461,796.25 m<sup>3</sup>, about 1/4 of the total traded. For responsible procurement, this shines a light on the need for species diversification.

**Table 4:** Most commonly traded species in the Amazon region.

Espécie	Volume (m <sup>3</sup> ) 2023	Volume (m <sup>3</sup> ) 2024	Variation (%) 2023-2024	% do total in 2024
<b>Manilkara huberi</b> Maçaranduba	499.347,06	537.493,65	7,64%	8,18%
<b>Dinizia excelsa</b> Angelim	330.465,27	389.687,23	17,92%	5,93%
<b>Goupia glabra</b> Cupiúba	290.981,74	317.318,15	9,05%	4,83%
<b>Dipteryx odorata</b> Cumarú	199.417,76	217.297,22	8,97%	3,31%
<b>Hymenaea courbaril</b> Jatobá	185.300,55	206.979,48	11,70%	3,15%
<b>Qualea paraenses</b> Mandioqueiro	205.438,27	162.435,81	-20,93%	2,47%
<b>Qualea albiflora</b> Mandioqueiro	224.116,01	161.082,46	-28,13%	2,45%
<b>Erismia uncinatum</b> Cedrinho	205.451,04	149.396,14	-27,28%	2,27%
<b>Hymenolobium petraeum</b> Angelim	157.950,97	139.474,36	-11,70%	2,12%
<b>Couratari guianensis</b> Tauari	161.794,55	137.643,92	-14,93%	2,09%

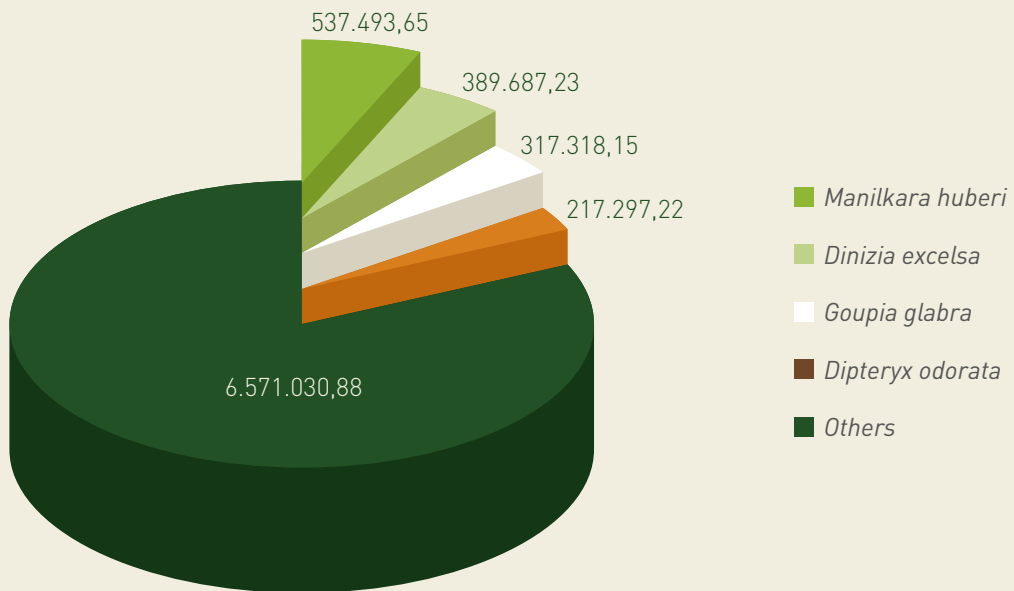
**Source:** DOF and SISFLORA.

**Chart 4:** Volume of species traded as logs in the Amazon region (2024)



**Source:** DOF and SISFLORA.

**Char 5:** Only 4 species encompass nearly 1/4 of timber log exploitation.



**Source:** DOF and SISFLORA.



## 1.6 Where the timber goes to

- **Domestic market:** the region strongly supplies the Southeast and South-central regions, with São Paulo as destination anchor in several supply chains.
- **Exports (Legal Amazon Region, 2024):** 203,274.55 m<sup>3</sup>, with the United States as main destination. The composition varies by country and state, requiring distinct compliance.

## 1.7 What can influence in practice

### Public management

To prioritize operations in municipal hubs, with annual jumps, and on routes with higher concentration, use Federal Forest Concessions as tracking and regularity reference.

### Procurement and Investments

To reinforce *due diligence* by state/municipality /species/product; to follow export trends and exporter requirements (traceability).

### Journalism and communication

To turn series and rankings into territorial agendas: who is growing, who is shrinking, what explains the movement, which species and destinations are guiding the market.

This material consolidates official and public data (IBAMA, SEMAS/PA, SEMA/MT) and prioritizes Forest Origin Document/Forest Guide in "received and equivalent" status (completed transactions). The pipeline includes deduplication, harmonization (species), validations and origin-destination-product tracking.

- 6,57 mi m<sup>3</sup> (log, 2024) • -0,32% YoY Legal Amazon Region
- Federal Forest Concessions: 379.6k m<sup>3</sup>; Pará 79%.
- Top municipalities: Portel (PA), Prainha (PA); Colniza (MT) and Mazagão (AP)
- Key species (log, 2024): *Manilkara huberi* (maçaranduba), *Dinizia excelsa* (angelim-pedra), *Goupia glabra* (cupiúba) and *Dipteryx odorata* (cumarú) (~25% of total).
- Exports: 220.3k m<sup>3</sup>; the US as main destination.

### Methodological note: How we turn public data into actionable evidence

This e-book focuses on the native timber supply chain in the Legal Amazon region, by considering only products whose movement is controlled by DOF/GF. Products without the requirement of official control are not included in the statistics, which avoids mixing distinct regulatory universes.

All information was collected from public portals of environmental control agencies. The primary sources are: IBAMA, SEMAS/PA (Pará) and SEMA/MT (Mato Grosso). Direct access to official systems ensures traceability and accuracy of the data's source.

The analysis is organized into comparable segments by state and municipality, as well as by species and product types (e.g., logs, sawn timber, processed timber, and others). These segments allow the comparison of annual series, the identification of territorial trends, and the interpretation of dynamics by product/species.

We only count DOF/GF with "received" (or equivalent) status – that is, transactions that have been effectively completed and recognized by the system. This methodological choice increases the strength of statistics by excluding pending or unconfirmed records.

To turn “loose data” into quality information, we follow four complementary steps:

■ **Ingestion and consolidation**

Periodic collection and unification of official databases (IBAMA and state systems) with reference to documentation keys (DOF/GF).

■ **Deduplication**

Removal of duplicate records and adjustment of inconsistencies to avoid duplicate counts (e.g., multiple entries for the same transaction).

■ **Harmonization**

Standardization of species (common/scientific names) and units of measurement (m<sup>3</sup> and similar), thus creating a common vocabulary among sources.

■ **Validations and conciliations**

Volumetric consistency checks, origin-destination checks, and temporal competence checks (yearly comparability 2023→2024), in addition to marking exceptions/absences when necessary.

Each consolidated result maintains a link with official documents and systems. The origin-destination-product chain allows for the reconstruction of flows (e.g., log → sawn timber) and the auditing of trajectories by state/municipality/species. The emphasis on a documented method enables independent reproduction of queries by governments, companies, NGOs, and academia.

By methodological choice, we do not estimate volumes beyond the reach of official databases; we do not infer movements without documentary support; and we indicate gaps when there are missing fields in a given period/state. This commitment to precision and transparency prevents misinterpretations and improves comparability.

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The published figures reflect the most recent snapshot available from official sources for 2024. Subsequent changes to public databases may generate errata or update notes, preserving version history. (See “How to read the data” and “Methodological note” at the end.)

## 1.8 How to read indicators and charts

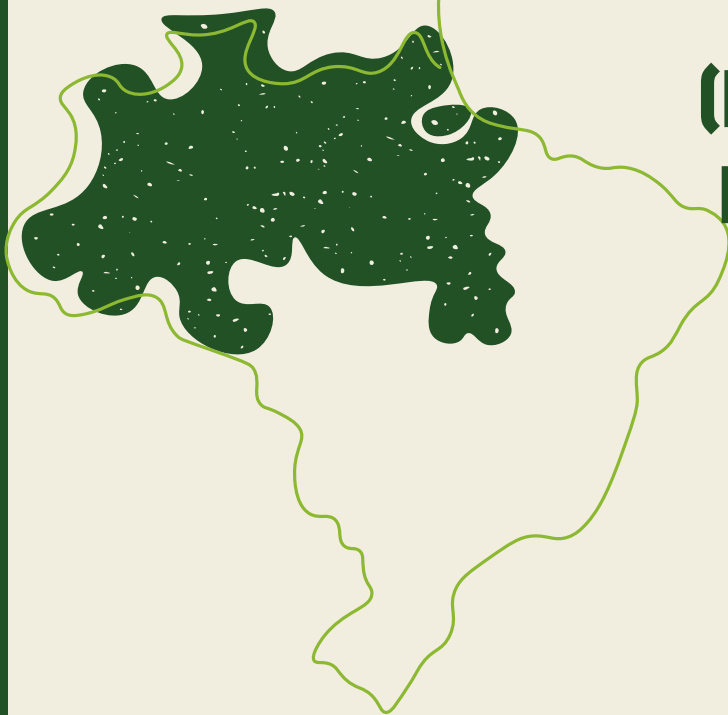
Throughout the e-book, indicators are accompanied by annual variation (%), share of the total and, when relevant, methodological observations (e.g., changes in coverage by state). We suggest always reading them together: volume + variation + territorial context.

## 1.9 Federal Forest Concessions - why we highlight them

Federal Forest Concessions are best practices labs: clear rules, traceability, and predictability of supply. Therefore, we present a specific section with volumes per National Forest and variations from 2023 to 2024, since it is useful as a benchmark for responsible procurement and policy design.

# 2

## **States and Municipalities (Legal Amazon Region - 2024)**





## States and Municipalities (Legal Amazon Region - 2024)

### Pará (PA) - Leadership with expansion and strong municipal concentration

**Volume (log, 2024):** 2.629.560,51 m<sup>3</sup> (+23,37% em against 2023).

**Municipal concentration:** The top 10 include roughly 70% of the total state; Portel, Prainha and Juruti account for 1,005,666 m<sup>3</sup> (more than 1/3 of PA).

**Hub municipalities (examples):**

- **Portel:** 483.776,01 m<sup>3</sup> (+64,62%; 18,4% of PA).
- **Prainha:** 309.107,15 m<sup>3</sup> (+70,37%; 11,76%).
- **Juruti:** 212.783,69 m<sup>3</sup> (+165,96%; 8,09%).

### Mato Grosso (MT) - Base setback and hub redistribution

**Regional signal:** MT loses its previous peak and falls back in 2024/2023, adjusting the supply base (see Chapter 1).

**Municipalities standing out (dynamics):**

- **Colniza:** 244.300,35 m<sup>3</sup> (-37,13%; 15,4%).
- **Aripuanã:** 179.128,15 m<sup>3</sup> (-34,59%); 11,03%.

(growth in 23 > 24; represented in 24 hubs across the state)

## Amapá (AP) - Accelerated growth and very high concentration

**Volume (log, 2024):** 368.315,99 m<sup>3</sup> [+62,82% against 2023].

**Hub municipality: Mazagão** - 227,221,57 m<sup>3</sup> (+40.01% against 2023); corresponding to 61.69% of the state's total volume.

## Rondônia (RO) - Stable base and domestic destination role

**Benchmark municipalities: Porto Velho** - 195,273.85 m<sup>3</sup> (-1.42%), maintaining the high level of 2023.

**Domestic destinations:** RO is among the largest domestic destinations for Amazonian timber (326,093.33 m<sup>3</sup> in 2024).

## Acre (AC) - Recovery with a significant leap

**Volume (log, 2024): 309.367,65 m<sup>3</sup> (+63,81% against 2023).**

**Flow note:** a significant portion of the processed/-sawn timber from Acre goes to São Paulo and Rondônia (see flows by state).

## Amazonas (AM) - Exports on the rise

**Exports (2024):** 11,837.68 m<sup>3</sup> (+236.92% against 2023); the United States gain prominence in the agenda, accounting for 52.43% of the state's exports in 2024.



### To be remembered

Leading species (Legal Amazon region in log, 2024): *Manilkara huberi* (maçaranduba), *Dinizia excelsa* (angelim), *Goupia glabra* (cupiúba), *Dipteryx odorata* (cumaru) - 1.461.796,25 m<sup>3</sup> (≈ 1/4 of total volume).

Products and production: logs are the base; sawn timber is the main manufactured product, with significant volumes in PA/MT/RO.

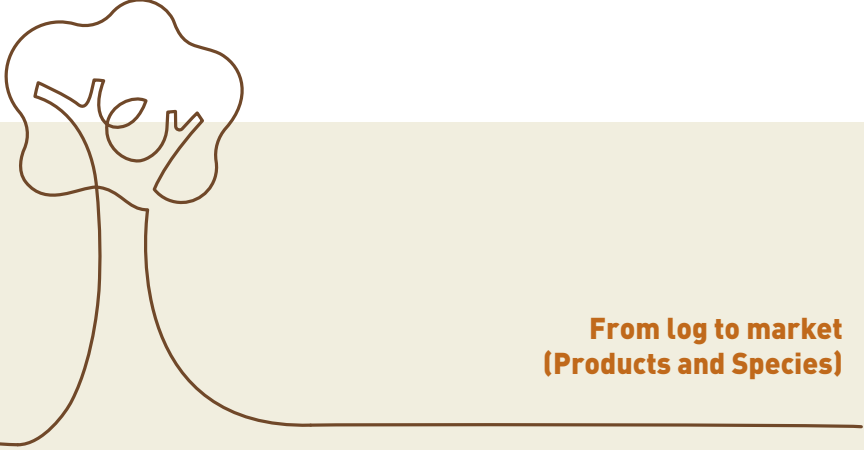
Domestic destinations: São Paulo is the main domestic destination (352,801.78 m<sup>3</sup>, 2024), followed by Rondônia and Minas Gerais.

Exports (Legal Amazon region, 2024): 203,274.55 m<sup>3</sup>; the USA are the main destination (55,715.12 m<sup>3</sup>; 27.41%). Pará leads as exporting state (125,191 m<sup>3</sup>), followed by MT (19.58%) and RO (10.71%).

# 3

## From log to market (Products and Species)





## From log to market (Products and Species)

### 3.1. The common thread: from log to processed timber

The supply chain begins with the log and develops into manufactured items, with sawn timber being the highlight – the “bread and butter” of domestic supply and exports. In 2024, sawn timber remained the main product traded in the Legal Amazon region, reaching 2,474,970 m<sup>3</sup> in the regional aggregate. Mato Grosso led these trades (884,832.31 m<sup>3</sup>), followed by Pará (714,494.83 m<sup>3</sup>) and Rondônia (562,300.83 m<sup>3</sup>).

### 3.2. Species that shape supply, risk and price

Four species **accounted for approximately 1/4 of the total volume of timber traded in the Legal Amazon region in 2024:**

*Manilkara huberi* (maçaranduba), *Dinizia excelsa* (angelim), *Goupia glabra* (cupiúba) and *Dipteryx*

*odorata* (cumaru) amounted to 1.461.796,25 m<sup>3</sup> - a direct indicator of market pressure and a benchmark for species-specific risk criteria in responsible procurement.

In the breakdown by species (Legal Amazon region, log, 2024):

- **Manilkara huberi:** 537.493,65 m<sup>3</sup> **(+7,64%** against 2023) – 8,18% of total.
- **Dinizia excelsa:** 389.687,23 m<sup>3</sup> **(+17,92%)** – 5,93%.
- **Goupia glabra:** 317.318,15 m<sup>3</sup> **(+9,05%)** – 4,83%.
- **Dipteryx odorata:** 217.297,22 m<sup>3</sup> **(+8,97%)** – 3,31%.

**Table 5:** Main timber log species traded in the Amazon region.

Species	Volume (m <sup>3</sup> ) 2023	Volume (m <sup>3</sup> ) 2024	Variation (%) 2023-2024	% of total in 2024
<b>Manilkara huberi</b>	499.347,06	537.493,65	7,64%	8,18%
<b>Dinizia excelsa</b>	330.465,27	389.687,23	17,92%	5,93%
<b>Goupia glabra</b>	290.981,74	317.318,15	9,05%	4,83%
<b>Dipteryx odorata</b>	199.417,76	217.297,22	8,97%	3,31%
<b>Hymenaea courbaril</b>	185.300,55	206.979,48	11,70%	3,15%
<b>Qualea paraenses</b>	205.438,27	162.435,81	-20,93%	2,47%
<b>Qualea albiflora</b>	224.116,01	161.082,46	-28,13%	2,45%
<b>Erisma uncinatum</b>	205.451,04	149.396,14	-27,28%	2,27%
<b>Hymenolobium petraeum</b>	157.950,97	139.474,36	-11,70%	2,12%
<b>Couratari guianensis</b>	161.794,55	137.643,92	-14,93%	2,09%

**Source:** DOF and SISFLORA.

Species profiles vary by state. In Pará, 2024 showed *Manilkara huberi* as the leading species (352,116.20 m<sup>3</sup>; 13.39% of the state's total), followed by *Goupia glabra* (6,02%) and *Hymenaea courbaril* (5,91%), with *Dinizia excelsa* close at 4.69% – a profile that is important for supply planning and procurement patterns.

#### Mini visual summary of the chapter

- **Sawn timber leads at 2.47k m<sup>3</sup>** (Amazon region, 2024) - MT, PA and RO at the top.
- **4 espécies (log) = ~¼ do total:** *Manilkara huberi*, *Dinizia excelsa*, *Goupia glabra* and *Dipteryx odorata* (1,46k m<sup>3</sup>).

# 4

## Flows and Destinations (domestic market and exports)



## Flows and Destinations (domestic market and exports)

### 4.1. Why look at routes

Volume without route is only half of the information. To understand where the native timber comes from and where it goes reveals consumer hubs, logistic bottlenecks, triangulation risks and opportunities for responsible procurement. This chapter reads the chain in movement: origin → destination in Brazil and abroad.

### 4.2. Domestic market: who buys from whom

In 2024, the domestic market remained anchored to the Southeast/South Central regions, with emphasis on São Paulo as the largest domestic destination. In the Legal Amazon region, São Paulo received 352,801.78 m<sup>3</sup> (13.76% total UF), followed by Rondônia (326,093.33 m<sup>3</sup>; 12.72%) and Minas Gerais (179,914.98 m<sup>3</sup>; 7.02%).

**Table 6:** Main domestic destinations of Amazonian timber, excluding the state per se.

Destination	Volume (m <sup>3</sup> ) 2023	Volume (m <sup>3</sup> ) 2024	Variation (%) 2023-2024	% of total in 2024
São Paulo	550.423,02	352.801,78	-35,90%	13,76%
Rondônia	352.277,02	326.093,33	-7,43%	12,72%
Minas Gerais	210.626,99	179.914,98	-14,58%	7,02%
Pará	63.608,97	176.176,06	176,97%	6,87%
Paraná	200.854,15	137.340,78	-31,62%	5,36%
Other states	800.579,38	707.218,06	-11,66%	27,59%
<b>Total</b>	<b>2.931.931,94</b>	<b>2.563.325,39</b>	<b>-12,57%</b>	<b>100%</b>

Source: DOF and SISFLORA.

### 4.3. Exports: who sells and where to

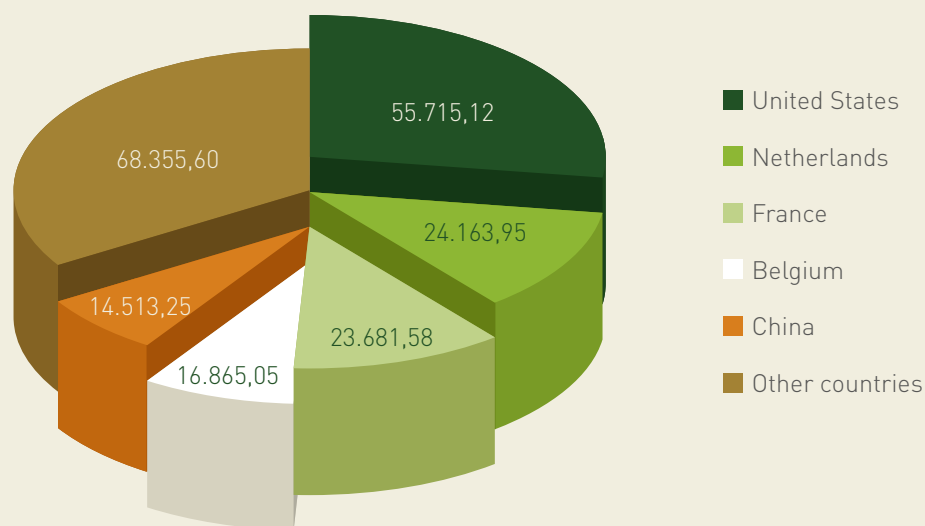
The domestic market anchors the demand (with São Paulo as main direct destination in 2024), and the export agenda demands compliance and even stricter documentation process. In the regional aggregate, the Legal Amazon region exported 203,274.55 m<sup>3</sup> in 2024; the United States were the main destination (55,715.12 m<sup>3</sup>; 27.41%), followed by the Netherlands (24,163.95 m<sup>3</sup>; 11.89%) and France (23,681.58m<sup>3</sup>; 11.65%). Pará was the leader among exporters with 125,191.10 m<sup>3</sup> - with Mato Grosso and Rondônia next.

**Table 7:** Timber volume exported abroad per state.

Destination	Volume (m <sup>3</sup> ) 2023	Volume (m <sup>3</sup> ) 2024	Variation (%) 2023-2024	% of total in 2024
United States	19.414,95	55.715,12	186,97%	27,41%
Netherlands	5.465,69	24.163,95	342,10%	11,89%
France	6.599,55	23.681,58	258,84%	11,65%
Belgium	4.829,95	16.865,05	249,18%	8,30%
China	7.203,58	14.513,25	101,47%	7,14%
Other countries	24.953,86	68.355,60	173,93%	33,63%
<b>Total</b>	<b>68.467,58</b>	<b>203.274,55</b>	<b>196,89%</b>	<b>100%</b>

**Source:** DOF and SISFLORA.

**Chart 6:** Timber volume exported per country



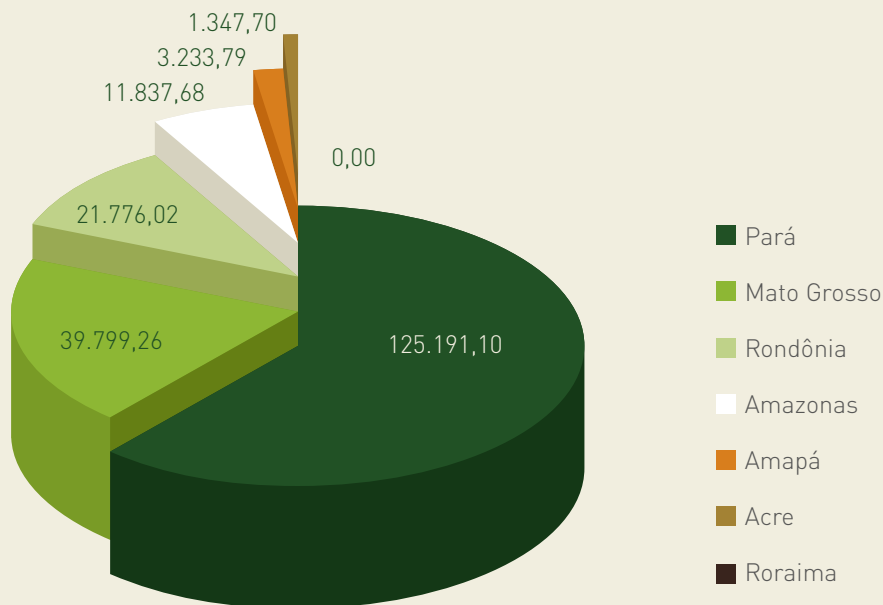
Source: DOF.

**Table 8:** Volume of Amazonian timber exported by state and yearly comparison.

States	Volume (m³) 2023	Volume (m³) 2024	Variation (%) 2023-2024	% of total in 2024
Acre	253,19	1.347,70	432,29%	0,66%
Amazonas	3.513,55	11.837,68	236,92%	5,82%
Amapá	744,32	3.322,79	346,42%	1,63%
Mato Grosso	21.951,44	39.799,26	81,31%	19,58%
Pará	37.258,12	125.191,10	236,01%	<b>61,59%</b>
Rondônia	4.746,95	21.776,02	358,74%	10,71%
Roraima	0,00	0,00	--	--
<b>Total</b>	<b>68.467,58</b>	<b>203.274,55</b>	<b>196,89%</b>	<b>100%</b>

Source: DOF.

**Chart 7:** Volume of timber exported abroad by state.



#### 4.4. Three route highlights

**(1) Pará → Abroad (export leadership)**

Pará sustains the largest share of exports (125,191.10 m³), with mix directed to markets that demand compliance and transparent traceability.

**(2) Acre → Southeast/North in 2024**

A good share of sawn/processed timber from Acre goes to São Paulo (~1/4) and Rondônia (16.48%), with SC and RJ maintaining constant quotas.

**(3) Amazonas → Expansion of foreign agenda**

Amazonas strongly expanded exports in 2024 (+236.92% vs 2023), with the United States gaining weight as destination.

**Mini visual summary of the chapter**

- **SP** is the largest domestic destination (**352,8k m³**), followed by **RO** and **MG**.
- **Exports** from the Legal Amazon region: **203.27k m³; USA = 27,41%** (leading destination).
- **PA** is the leader in exports (**125,19k m³**); **AM** shows acceleration (**+236,92%**).

# 5

## **Forest Concessions: rule, scale and predictability**





## Forest Concessions: rule, scale and predictability

Federal forest concessions have been an important counterpoint to the uncertainties of the native timber market in the Amazon region. In a scenario in which volumes rise and fall according to economic cycles, logistical bottlenecks, and regulatory fluctuations, the granted areas offer something simple and valuable: predictability. This predictability stems from three combined ingredients — contracts with clear rules, documentary traceability required by the public authorities, and governance that provides visibility to forest production all the way to shipment. The result is not just legal timber: it is a reliable signal for those who monitor, for those who buy, and for those who prepare the public policy instrument.

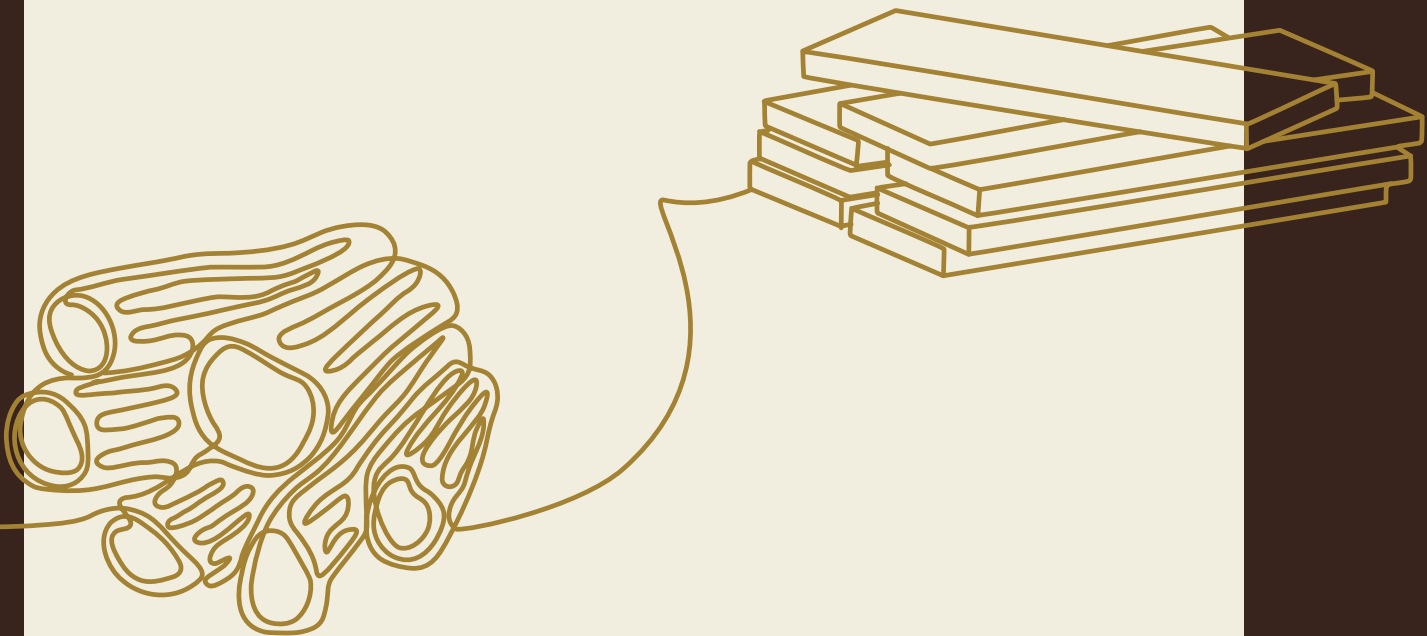
In 2024, concessions confirmed this role. The volume traded across all the granted National Forests was in the hundreds of thousands of cubic meters, with Pará predominating in the annual aggregate. In the territories of Saracá-Taquera, Altamira, Caxiuanã and Crepori (PA) and Jamari and Jacundá (RO), the 2023/2024 snapshot reveals fluctuations expected from active management - some forests slowed down, others grew, and the final balance maintained supply regularity.

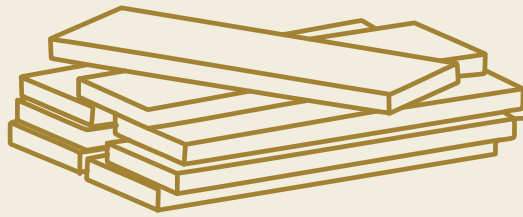
In numbers, the annual publication records a total of 379,626.55 m<sup>3</sup> of logs in concessions in 2024, with Pará accounting for 79% of that volume; broken down by National Forest, Saracá-Taquera showed a decrease, while Altamira and Caxiuanã advanced, and Jamari/Jacundá maintained an increase in Rondônia. These movements, far from suggesting instability, reflect the management cycle itself - multi-year planning, distinct plots, harvest schedules distributed over time and monitored with transparent metrics.

Throughout this e-book, National Forest tables and the 2023/2024 variation charts serve as a “reading map” of what we have described so far. They are not just an inventory: they are an invitation for legality to cease being the exception to become the rule - not only through the strength of supervision, but because it reduces risk and improves business when public data is reliable and the trail can be audited by any interested party. It is at this point that forest concessions and the Annual Publication meet. Both believe that organizing information is the shortest path between standing forests and an economy that values them.

6

**Sawn timber and processed  
timber: the portrait of the  
industrial transformation in  
the Amazon region**





## Sawn timber and processed timber: the portrait of the industrial transformation in the Amazon region

### 6.1 What is at stake: brief concepts

#### Sawn timber

Product obtained by primary processing (log → sawn timber). It is the “currency” of the construction and furniture markets, since it combines minimum standardization and logistical scale. Sawn timber is by far the main processed product traded in the Amazon region, totaling 2,474,970.37 m<sup>3</sup> in 2024.




#### Processed timber:

This refers to the industrialization of sawn timber, which has undergone a surface finishing process. It is an indicator of greater added value and markets with technical requirements. In 2024, the Amazon region traded 239,160.26 m<sup>3</sup> of this category.

### 6.2 Amazon region overview (2023/2024)

The table below summarizes the volumes per processed product:

**Table 9:** Legal Amazon region: volumes traded of sawn timber, processed timber and others

	States	2023	2024
	<b>Sawn timber</b>	2.843.096,45	2.474.970,37
	<b>Processed timber</b>	350.836,58	239.160,26
	<b>Others*</b>	11.181.934,51	14.821.318,3

#### source

\*) “Other” groups together various specific products (e.g., rolls, wafers, chips, stakes, posts, plywood, veneer, round posts, fiberboard, finished product, OSB board, live plant, slat mats, essential oils, waste for energy purposes, waste for industrial recovery

industrial and floor baseboard, etc.), with different units (m<sup>3</sup>, st, etc.), representing transaction and not production, and may include multiple transports of the same volume.

### Brief reflections




**Setback in industrial trade:** sawn timber dropped **~12,95%** and processed timber dropped **~31,85%** (2023/2024).

### Who pulls the volumes (2024)

#### Sawn timber (leading states)

The research indicated that sawn timber continues to be the main product, reaching 2,474,970 m<sup>3</sup> in 2024. Mato Grosso led with 884,832.31 m<sup>3</sup>, followed by Pará (714,494.83 m<sup>3</sup>) and Rondônia (562,300.83 m<sup>3</sup>).

Table 10: 2024 per state: sawn and processed timber



States	Sawn (2024)	Processed (2024)
MT	884.832,31	87.546,50
PA	714.494,83	125.451,59
RO	562.300,83	92.591,36
AM	116.235,33	9.474,94
AC	52.841,96	8.430,15
AP	55.177,90	1.510,81
RR	47.325,90	1.701,41
<b>Amazônia (Total)</b>	<b>2.474.970,37</b>	<b>239.160,26</b>

Source: DOF and SISFLORA (Table 3.1.5 of the Publication).

#### Applied Readings:

- **MT** remains the leader in sawn timber.
- **PA** is strong in sawn timber and processed timber alike (highest value added).
- **RO** emerges solid in both fronts.
- **AM** presented growth in sawn timber (116.2k m<sup>3</sup>; 21.8% YoY)
- **AC** and **AP** expand base, but in a smaller scale
- **RR** maintains a lean portfolio.

### 6.3 where sawn and processed timber "become market"

- **Domestic market:** São Paulo, Rondônia and Minas Gerais stand out as major domestic destinations for Amazonian timber (all processed products combined), with significant rearrangements between 2023 and 2024; noteworthy is the strong participation of São Paulo and the increased participation of Pará as a destination.
- **Foreign market:** Exports of native wood products totaled 203,274.55 m<sup>3</sup> in 2024, with the United States as leader and Pará as the main exporting state (125,191.10 m<sup>3</sup>; 61.59% of the total). These flows require robust compliance and traceability — an area in which processed timber tends to concentrate technical requirements.

## FINAL CONSIDERATIONS AND ACKNOWLEDGEMENTS

Numbers tell a story, but what matters is how we interpret them - and what we do with them afterward - that changes the reality in the territory. Throughout this e-book, we have seen that the Legal Amazon region traded a significant volume of native timber in 2024, led by Pará, with acceleration in Amapá, recovery in Acre, and adjustments in Mato Grosso. More than just recording advances and setbacks, we have organized the data so that they shed light on where pressure is concentrated, how routes are reconfigured, and which species and products require increased attention. The final message is simple: transparency and comparability lead to better decisions - from planning a supervision operation to defining a public policy, from signing a contract to responsible press coverage.

If there is a common thread running through all the chapters, it is the idea of predictability with rules. Forest concessions have shown that it is possible to reconcile scale, traceability, and auditable documentation, while functioning as benchmark for the rest

of the chain. At the same time, municipal rankings and origin-destination flows reveal logistical bottlenecks that, if well managed, reduce the margin for deviations and fraud. None of this replaces fieldwork; but without the map provided by organized public data, action tends to be reactive, expensive, and less effective.

This e-book was written to take data out of the filing cabinet and put them on the table of decision-makers. For public managers, it offers a roadmap for prioritizing actions and justifying resource allocation. For companies and investors, it provides a step-by-step due diligence process that combines origin, species, product, and route. For communicators and journalists, it proposes narratives anchored in series, maps, and comparisons - without losing sight of the complexity of the territory. For academia and civil society organizations, it opens paths to replicate analyses, cross-reference databases, and formulate new questions. In common, a commitment: open evidence, clear method, responsible use.