







# FIRST QUARTER 2021 RESULTS

### FORWARD LOOKING STATEMENTS

In this presentation, all statements that are not purely historical facts are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements in this presentation include. but are not limited to our expectations for improving industry dynamics and our expectations for pricing and input costs. Forward-looking statements may be identified by the words "believe," "expect," "anticipate," "project," "plan," "estimate," "intend," "potential" and other similar expressions. They include, for example, statements relating to our industry and operating outlook for 2021 and our strategies for 2021. Forward-looking statements are based on currently available business, economic, financial, and other information and reflect management's current beliefs, expectations, and views with respect to future developments and their potential effects on Verso. Actual results could vary materially depending on risks and uncertainties that may affect Verso and its business. Verso's actual actions and results may differ materially from what is expressed or implied by these statements due to a variety of factors, including: the adverse impact of idling production, shutting down machines or facilities, restructuring our operations and selling non-core assets; changes in the costs of raw materials and purchased energy; security breaches and other disruption to our information technology infrastructure; uncertainties regarding the impact, duration and severity of the COVID-19 pandemic and measures intended to reduce its spread; the long-term structural decline and general softening of demand facing the paper industry; adverse developments in general business and economic conditions; developments in alternative media, which are expected to adversely affect the demand for some of Verso's key products, and the effectiveness of Verso's responses to these developments; intense competition in the paper manufacturing industry; Verso's limited ability to control the pricing of its products or pass through increases in its costs to its customers; Verso's business being less diversified because of the Pixelle Sale, closure of the Luke Mill, the Duluth Mill and the No. 14 paper machine and certain other long-lived assets at the Wisconsin Rapid Mill; Verso's dependence on a small number of customers for a significant portion of its business; Verso's ability to compete with respect to certain specialty paper products for a period of two years after the closing of the Pixelle Sale; any failure to comply with environmental or other laws or regulations; legal proceedings or disputes; any labor disputes; and the potential risks and uncertainties described under the caption "Risk Factors" in Verso's Form 10-K for the fiscal year ended December 31, 2020 and from time to time in Verso's other filings with the Securities and Exchange Commission. Verso assumes no obligation to update any forward-looking statement made in this presentation to reflect subsequent events or circumstances or actual outcomes.

#### NON-GAAP FINANCIAL INFORMATION

This presentation contains certain non-GAAP financial information relating to Verso, including EBITDA, Adjusted EBITDA, Adjusted SG&A, Gross profit (excl. D&A), Mill Adjusted Net Sales and Mill Adjusted Gross Profit and related margins. Definitions and reconciliations of these non-GAAP measures are included in this presentation. Because EBITDA, Adjusted EBITDA, Operational cash, Adjusted SG&A and Gross profit (excl. D&A) are not measurements determined in accordance with GAAP and are susceptible to varying calculations, EBITDA, Adjusted EBITDA, Adjusted SG&A and Gross profit (excl. D&A) as presented, may not be comparable to similarly titled measures of other companies. You should consider our EBITDA, Adjusted EBITDA, Adjusted SG&A and Gross profit (excl. D&A) in addition to, and not as a substitute for, or superior to, our operating or net income or cash flows from operating activities, which are determined in accordance with GAAP. See the Appendix in this presentation for additional information on EBITDA, Adjusted EBITDA, Adjusted SG&A and Gross profit (excl. D&A) and reconciliations to the most comparable GAAP measures.



# RANDY J. NEBEL

President + CEO





### Q1 HIGHLIGHTS

#### **FINANCIAL HIGHLIGHTS**

- Improved Adj. EBITDA¹ to \$30M
- Operational<sup>2</sup> cash generation of \$7M

#### STRENGTHENING OPERATIONS FOR LONG-TERM SUCCESS

- Strong safety performance with a 0.25 TIR<sup>3</sup>
- Implementing capital projects to improve reliability, pulp production, product mix and reduce costs
- Organizational enhancements in line with our focus on being customer-centric
- Continued emphasis on cost management

#### **IMPROVING BUSINESS POSITION**

- Coated freesheet operating<sup>4</sup> rates at 101%
- Price increases being realized across product portfolio
- Order rates and backlog are strong



### INDUSTRY DYNAMICS CREATING OPPORTUNITY

PPPC North American Coated Freesheet Data (000) short tons

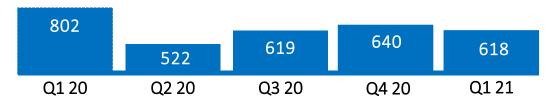
### Capacity<sup>1</sup> Reduced



#### **Imports Declined**



### Demand<sup>2</sup> Recovering



Q1 2021 capacity reflects impact of all 2020 capacity changes. PPPC forecasts operating rates at 95% for 2021

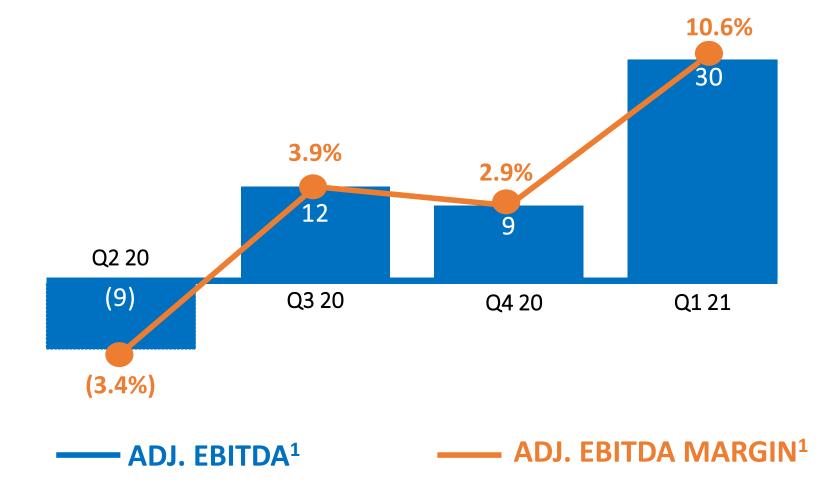
Logistic challenges for imports continued in the quarter

Strong shipments and order rates continue recovery from trough in Q2



### **BUILDING MOMENTUM**

(\$ in Millions)





# ALLEN CAMPBELL Senior Vice President + CFO





### KEY METRICS

(\$ in Millions Except Per Share Data)

	Q1 20			Q1 21
Net Sales	\$	471	\$	282
Gross Margin (excl. D&A) <sup>1</sup>	\$	44	\$	18
Operating Income / (Loss)	\$	76	\$	(109)
Net Income / (Loss)	\$	54	\$	(90)
Adjusted EBITDA <sup>2</sup>	\$	35	\$	30
Adjusted EBITDA Margin <sup>2</sup> %		7.4%	10.6%	
EPS – Diluted \$ / share	\$ 1.52 \$ (2		(2.71)	

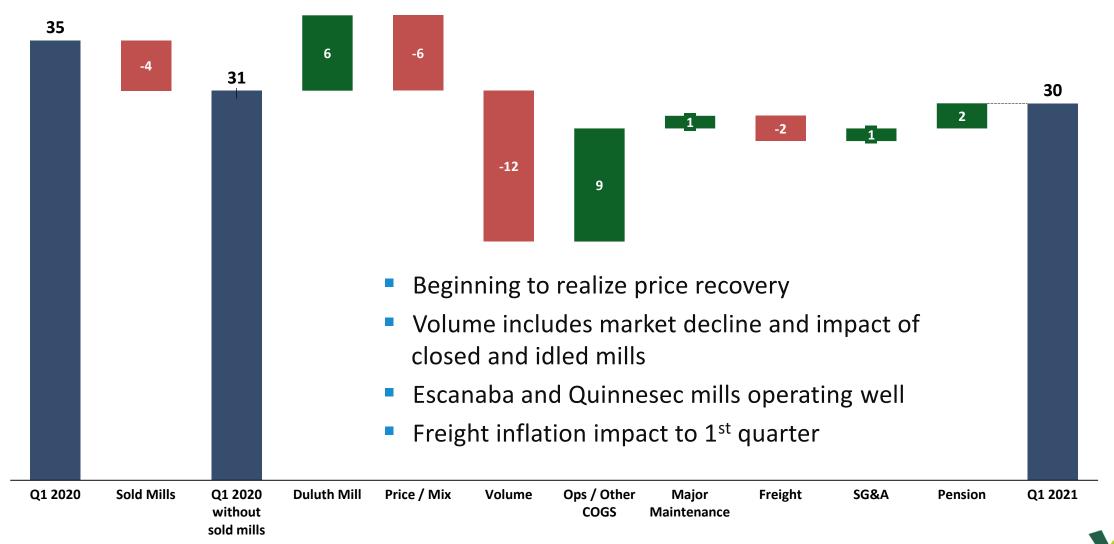
	Q1 20	Q1 21
Shipments - Paper	497	288
- Pulp	57	51
Total tons (000)	554	339
<b>Price</b> - Paper	895	893
- Pulp	458	485
Average Price \$ / ton	850	831

- Operating income / loss significantly impacted by \$84M of accelerated depreciation on Wisconsin Rapids Paper Machine No. 14 and other long-lived assets
- Closed and idled mill costs of \$29M
- Adjusted SG&A<sup>2</sup> at 4.6% of sales



<sup>&</sup>lt;sup>1</sup> Depreciation and Amortization (D&A) for Q1 2021 of \$102M and Q1 2020 of \$23M. <sup>2</sup> See Appendix for definitions of Adjusted EBITDA, Adjusted EBITDA Margin and Adjusted SG&A and reconciliation to most comparable GAAP measure. Adjusted EBITDA, Adjusted EBITDA Margin and Adjusted SG&A are non-GAAP Measures.

### Q1 2020 TO Q1 2021 ADJ. EBITDA<sup>1</sup> BRIDGE





### STRONG LIQUIDITY

(\$ in Millions)

**CASH** 

LIQUIDITY<sup>1</sup>



Changes to Cash	Q1 2021		
Adjusted EBITDA <sup>2</sup>	\$	30	
Working Capital		(4)	
CapEx		(4)	
Net Pension		(13)	
Net Interest / Taxes		(2)	
Cash from Operations <sup>3</sup>	\$	7	
Buyback / Dividend		(13)	
Mill / Equipment sale		1	
Closed / idled Mills		<u>(14)</u>	
Total	\$	(19)	

**DEBT** 

5 Quarters of No Debt							
Q1 20	Q2 20	Q3 20	Q4 20	Q1 21			

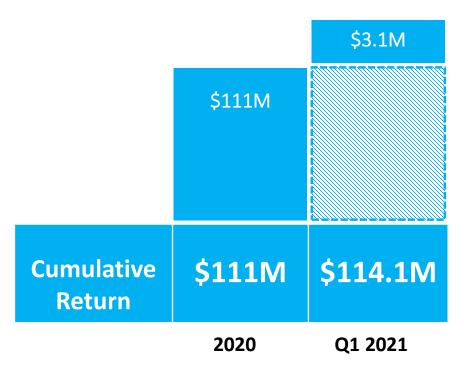


### STATUS OF IDLED MILLS + ASSET SALES

- Settled with states regarding Luke
   Mill's environmental matters
- Reduced costs from Q4 2020 of \$34M to Q1 2021 of \$29M which included \$8M of asset write-off and \$7M of accruals for estimated future costs
- Continued progress on excess asset sales

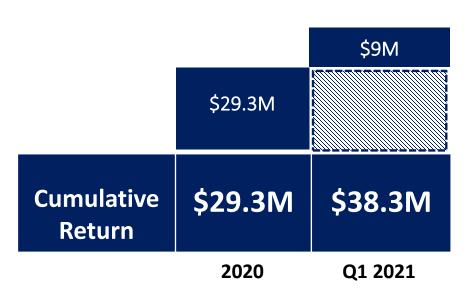


# RETURNED \$152M IN CAPITAL TO SHAREHOLDERS SINCE BEGINNING OF 2020



#### **Dividends**

- Returned \$3.1M via dividends in Q1 2021
- Declared quarterly dividend of \$0.10 per share
  - Payable on June 29, 2021



### **Share Repurchase**

- Repurchase of \$9M in Q1 2021
- Total of 2.8M shares repurchased since inception through Q1 2021



### 2021 OUTLOOK

- Expect capital expenditures to be \$50M to \$60M
- Anticipate pension minimum required<sup>1</sup> contribution of \$26M
- Cash taxes of \$0M to \$5M
- Improving operating cash flow in excess of cash required to fund capital, pension and dividends
- Anticipate idled and closed mill costs to decline while advancing realization of potential asset sales



### **IN SUMMARY**

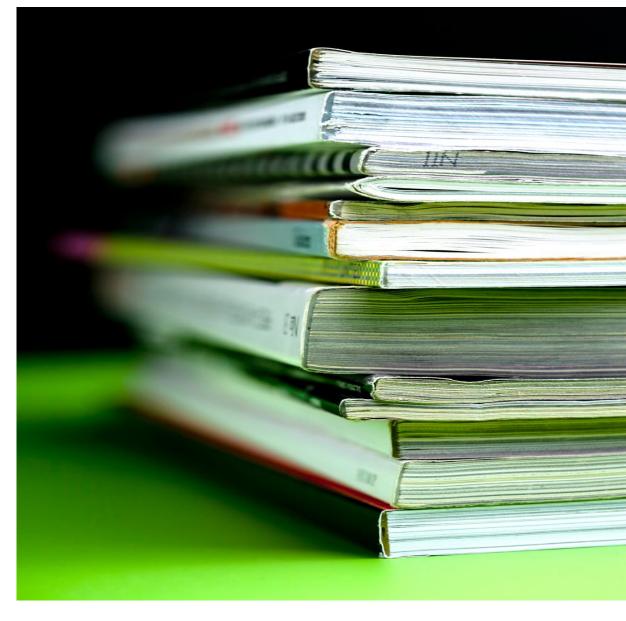


#### STRATEGICALLY POSITIONED FOR 2021

- ✓ Continuing strong safety performance
- ✓ Improving industry dynamics creating stronger order rates and backlogs
- ✓ Beginning to realize price increases
- ✓ Focusing on the right products and services for our customers
- ✓ Implementing capital project initiatives
- ✓ Maintaining strong balance sheet and returning capital to shareholders
- ✓ Re-enforcing our position as a leader in Graphic papers



# Q&A





# **APPENDIX**





# EBITDA, Adjusted EBITDA, Adjusted SG&A, Mill Adjusted Net Sales and Mill Adjusted EBITDA Definitions

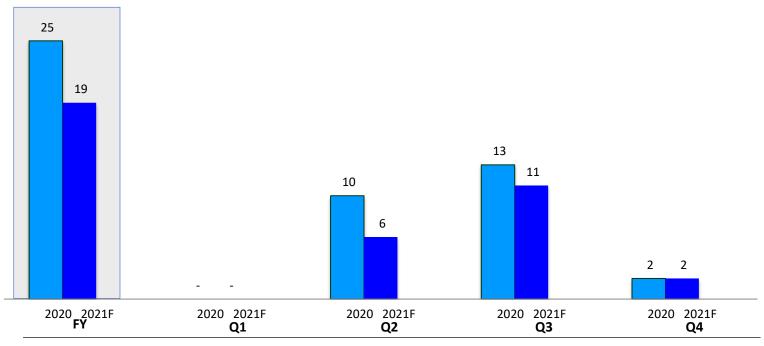
EBITDA consists of earnings before interest, taxes, depreciation and amortization. Adjusted EBITDA reflects adjustments to EBITDA to eliminate the impact of certain items that we do not consider to be indicative of our ongoing performance. Mill Adjusted Net Sales excludes sales from the Androscoggin and Stevens Point mills. Mill Adjusted EBITDA excludes adjustments from the Androscoggin and Stevens Point mills. We use EBITDA, Adjusted EBITDA Margin, Mill Adjusted Net Sales, Mill Adjusted EBITDA, Adjusted SG&A and Gross Profit (excl. D&A) as a way of evaluating our performance relative to that of our peers and to assess compliance with our credit facilities. We believe that EBITDA, Adjusted EBITDA and Adjusted EBITDA Margin, Adjusted SG&A and Gross Profit (excl. D&A) are non-GAAP operating performance measures commonly used in our industry that provide investors and analysts with measures of ongoing operating results, unaffected by differences in capital structures, capital investment cycles and ages of related assets among otherwise comparable companies.

We believe that the supplemental adjustments applied in calculating Adjusted EBITDA, Adjusted EBITDA Margin, Mill Adjusted Net Sales, Mill Adjusted EBITDA, Adjusted SG&A and Gross Profit (excl D&A) are reasonable and appropriate to provide additional information to investors.



# Major Maintenance – Excluding Sold Mills

(\$ in Millions)



**Major Outage Timing** 

	Q1	Q2	Q3	Q4
2020	No Major Outage	Quinnesec	Escanaba	No Major Outage
2021	No Major Outage	Quinnesec	Escanaba	No Major Outage



# Q1, Q2, Q3 and Q4 2020 & Q1 2021 Adjusted EBITDA Reconciliation

(Dollars in millions)	Q1 2020	Q2 2020	Q3 2020	1	Q4 2020	Q1 2021	Q	οQ Δ
Net income (loss)	\$ 54	\$ (34)	\$ (31)	\$	(90)	\$ (90)	\$	(144)
Income tax expense (benefit)	26	(3)	(9)		(23)	(14)		(40)
Interest expense	-	-	1			1		1
Depreciation and amortization	23	22	21		87	102		79
EBITDA	\$ 103	\$ (15)	\$ (18)	\$	(26)	\$ (1)	\$	(104)
Restructuring charges	6	_	(2)		8	11		5
Luke Mill post-closure costs	3	3	3		6	8		5
Noncash equity award compensation	2	2	1		-	1		(1)
Gain on Sale of the Androscoggin/Stevens Point mills	(88)	-	-		(6)	-		88
Duluth and Wisconsin Rapids mills idle / post closure costs	-	-	17		20	10		10
(Gain) loss on sale or disposal of assets	-	-	3		1	-		-
Other severance costs	4	1	8		5	1		(3)
Shareholders proxy solicitation costs	4	-	-		-	-		(4)
Other items, net	1	-	-		1	-		(1)
Adjusted EBITDA	\$ 35	\$ (9)	\$ 12	\$	9	\$ 30	\$	(5)
Adjusted EBITDA Margin %	7.4%	-3.4%	3.9%		2.9%	10.6%		



## Q1 2021 Cash from Operations Reconciliation

(Dollars in millions)	Q1 2021
Net income (loss)	\$ (90)
Income tax expense (benefit)	(14)
Interest expense	1
Depreciation and amortization	102
EBITDA	\$ (1)
Restructuring charges	11
Luke Mill post-closure costs	8
Noncash equity award compensation	1
Gain on Sale of the Androscoggin/Stevens Point mills	-
Duluth and Wisconsin Rapids mills idle / post closure costs	10
(Gain) loss on sale or disposal of assets	-
Other severance costs	1
Shareholders proxy solicitation costs	-
Other items, net	 -
Adjusted EBITDA	\$ 30
Working Capital	(4)
CapEx	(4)
Net Pension	(13)
Net Interest / Taxes	 (2)
Cash from Operations	\$ 7



# Q1 2021 P&L Adjusted EBITDA Add Back Items

The table below shows the Company's consolidated income statement as presented under U.S. GAAP in the first column, then adjusted to reflect the adjustments the Company uses to get from EBITDA to Adjusted EBITDA.

	Reported		After
(Dollars in millions, except per share amounts)	Q1-21	Adjustments	Adjustments
Net sales	\$ 282		\$ 282
Costs and expenses:			
Cost of products sold (exclusive of depreciation and amortization)	264	18 <sup>(1)</sup>	246
Depreciation and amortization	102	84 (2)	18
Selling, general and administrative expenses	15	2 (3)	13
Restructuring charges	11	11 (4)	-
Other operating (income) expense	(1)	-	(1)
Operating income (loss)	(109)	(115)	6
Interest expense	1	-	1
Other (income) expense	(6)	-	(6)
Income (loss) before income taxes	(104)	(115)	11
Income tax expense (benefit)	(14)	-	(14)
Net income (loss)	\$ (90)	\$ (115)	\$ 25
Weighted average common shares outstanding (basic and diluted):			
Basic	33,044		33,044
Diluted	33,044		33,195
Income (loss) per share:			
Basic	\$ (2.71)		\$ 0.78
Diluted	\$ (2.71)		\$ 0.78

<sup>(1)</sup> Idle/post-closure costs associated with our Luke, Duluth and Wisconsin Rapids mills that are not associated with product sales or restructuring activities.



<sup>(2)</sup> Accelerated depreciation associated with the permanent shutdown of No. 14 paper machine and certain other long-lived assets at Wisconsin Rapids Mill in February 2021.

<sup>(3)</sup> Severance and related benefit costs not associated with restructuring activities, amortization of non-cash incentive compensation and other miscellaneous adjustments.

<sup>(4)</sup> Restructuring charges associated with the permanent shutdown of our Duluth Mill in December 2020 and of the No. 14 paper machine and certain other long-lived assets at our Wisconsin Rapids Mill in February 2021.

# Q1 2020 P&L Adjusted EBITDA Add Back Items

The table below shows the Company's consolidated income statement as presented under U.S. GAAP in the first column, then adjusted to reflect the adjustments the Company uses to get from EBITDA to Adjusted EBITDA.

	.م.	norted.		After
(Dollars in millions, except per share amounts)		ported Q1-20	Adjustments	After Adjustments
Net sales	\$	471	\$ -	\$ 471
Costs and expenses:	•		•	•
Cost of products sold (exclusive of depreciation and amortization)		427	4 (1)	423
Depreciation and amortization		23	-	23
Selling, general and administrative expenses		27	10 (2)	17
Restructuring charges		6	6 <sup>(3)</sup>	-
Other operating (income) expense		(88)	(88) <sup>(4)</sup>	-
Operating income (loss)		76	68	8
Interest expense		-	-	-
Other (income) expense		(4)	-	(4)
Income (loss) before income taxes		80	68	12
Income tax expense (benefit)		26	-	26
Net income (loss)	\$	54	\$ 68	\$ (14)
Weighted average common shares outstanding (basic and diluted):				
Basic		35,107		35,107
Diluted		35,381		35,107
		30,001		33,107
Income (loss) per share:				
Basic	\$	1.53		\$ (0.43)
Diluted	\$	1.52		\$ (0.43)

<sup>(1)</sup> Costs recorded after the permanent shutdown of our Luke Mill in June 2019 that are not associated with product sales or restructuring activities and severance and related benefit costs not associated with restructuring activities.



<sup>(2)</sup> Stockholders Proxy solicitation costs, severance and related benefit costs not associated with restructuring activities, amortization of non-cash incentive compensation and other miscellaneous adjustments.

<sup>(3)</sup> Restructuring charges associated with the closure of our Luke Mill in June 2019.

<sup>(4)</sup> Gain on the sale of outstanding membership interests in Verso Androscoggin, LLC in February 2020, which included our Androscoggin Mill and Stevens Point Mill.

# Verso Q1 2020 Mill Adjusted Net Sales and Mill Adjusted EBITDA Reconciliation

	Ve		oscoggin & vens Point	Remain Co.
(Dollars in millions, except per share amounts)	Q1	2020	Q1 2020	Q1 2020
Net sales	\$	471 \$	59 \$	412
Costs and expenses				
Cost of products sold (Exclusive of depreciation and amortization)		427	53	374
Depreciation and amortization		23	2	21
Selling, general and administrative expenses		27	2	25
Restructuring charges		6	-	6
Other operation (income) expense		(88)	-	(88)
Operating income (loss)		76	2	74
Interest expense		-	-	-
Other (income) expense		(4)	-	(4)
Income (loss) before income taxes		80	2	78
Income tax benefit		26	-	26
Net income (loss)		54	2	52
Income tax expense		26	-	26
Interest expense		-	-	-
Depreciation and amortization		23	2	21
EBITDA		103	4	99
Restructuring charges		6	-	6
Luke Mill post-closure costs		3	-	3
Non-cash equity award expense		2	-	2
Gain on Pixelle Sale		(88)	-	(88)
Shareholders proxy solicitation costs		4	-	4
Other severance costs		4	-	4
Other One-time transaction items		1	-	1
Adj. EBITDA		35	4	31

