



G L A T F E L T E R

Sidoti Virtual Small Cap Investor Conference

September 22, 2021

NYSE: GLT

Dante Parrini, Chairman & CEO

Forward Looking Statements and Use of Non-GAAP Financial Measures

Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Many factors could cause actual future events to differ materially from the forward-looking statements in this presentation, including, but not limited to: (i) the risk that the transaction may not be completed in a timely manner or at all, which may adversely affect the price of Glatfelter's securities; (ii) the failure to satisfy the conditions to the consummation of the transaction; (iii) the effect of the announcement or pendency of the transaction on the business relationships, performance, and businesses generally of Glatfelter and Jacob Holm; (iv) risks that the transaction disrupts current plans of Glatfelter and potential difficulties in retaining Jacob Holm employees as a result of the transaction; (v) the outcome of any legal proceedings that may be instituted against Glatfelter related to the transaction; (vi) the price of Glatfelter's securities, including as a result of volatility resulting from changes in the competitive industries in which Glatfelter and Jacob Holm operate, variations in performance across competitors, changes in laws and regulations affecting Glatfelter's and Jacob Holm's businesses and changes in Glatfelter's capital structure; and (vii) Glatfelter's ability to implement business plans, forecasts, and other expectations after the closing of the transaction, and identify and realize additional opportunities. The foregoing list of factors is not exhaustive. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and Glatfelter assumes no obligation and, except as required by law, does not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. More information about these factors is contained in Glatfelter's filings with the Securities and Exchange Commission, which are available at www.glatfelter.com. Glatfelter gives no assurance that it will achieve its expectation.

During the course of this presentation, certain non-U.S. GAAP financial measures will be presented. A reconciliation of these measures to U.S. GAAP financial measures is included in the appendix of this presentation.



Glatfelter's Ongoing Strategic Transformation

2022 & Beyond

2018 - 2021

Pre-2018

- **Expanded internationally** acquiring Schoeller & Hoesch GmbH creating Composite Fibers business
- **Acquired Lydney, UK facility** to expand tea and coffee business
- **Acquisition of Concert Industries** creates Airlaid Materials business
- **Dresden acquisition** adds Nonwoven Wallcover product line
- **Completed capacity expansions** in Composite Fibers to serve Tea, Coffee, and consumer growth markets
- **Oberschmitt acquisition** expands Electrical product line

- **Sale of Specialty Papers business** creates more growth focused and stable Engineered Materials platform
- **Terminated and settled qualified pension plan** and reverted \$33 million cash back to company
- **Fox River liability settled** and paid \$20.5 million as part of final settlement
- **New airlaid facility** in Fort Smith, AR expanded capacity by 20%

- **Acquired 2 Georgia-Pacific airlaid facilities** to expand capacity and capture and service long term demand for health and hygiene products
- **Issued first "Sustainability" report in 2020** formalizing our ESG priorities
- **Relocated Corporate Headquarters to Charlotte, North Carolina** to enhance access to resources and more diverse talent
- **Recently announced pending acquisition of Jacob Holm** to add scale complementary and best-in-class suite of nonwovens technologies, applications, and products

- **Execute on integration** of recently announced acquisitions with a focus on synergy capture and deleveraging
- **Accelerate innovation** to further expand engineered materials product portfolio
- **Continue to pursue attractive growth investment opportunities** as balance sheet permits



Investment Highlights

Leading Positions in Growing Segments

- Global engineered materials company serving attractive segments growing at GDP / GDP+ levels
- Categories include feminine hygiene, adult incontinence, tabletop, tea bags, single-serve coffee and wallcover

Strong Engineering & Innovation Capabilities

- Deep knowledge of materials, manufacturing technology and product performance
- Delivering customized solutions and innovative products to key strategic customers

Sustainability & Safety

- Building a more sustainable product portfolio focused on eco-friendly materials
- Robust product safety and quality standards
- Top quartile employee safety track record

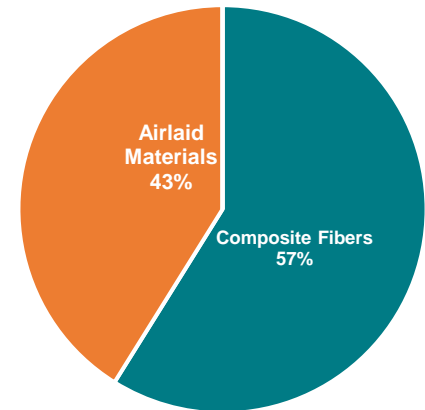
Operational Excellence & Continuous Improvement

- Operational Excellence contributes meaningfully to margin enhancement and improved cash flows
- Continuous Improvement programs focused on minimizing waste, reducing inefficiencies and maximizing uptime

Financial Summary*

(TTM 06/30/21)

Sales: ~\$939 million



Adjusted EBITDA
~\$118 million
~ 13% Margin

(*)- Includes recent Mount Holly acquisition from date of acquisition of May 14th, 2021 but does not reflect recently announced Jacob Holm acquisition



Airlaid Materials

Key Performance Characteristics

Highly absorbent
Very thin profile
Soft, cloth-like feel
Multi-layer capability to create dynamic fluid management systems

Primary Applications

Absorbent Hygiene Products
Personal Care and Home Care Wipes, Industrial Wipes
Disposable Tabletop Products
Absorbent Food Pads

Primary Inputs

Fluff Pulp
Synthetic Fibers
Super Absorbent Polymers
Binder

Applications



Blue Chip Customers



Procter&Gamble



rockline



Johnson + Johnson



Kimberly-Clark

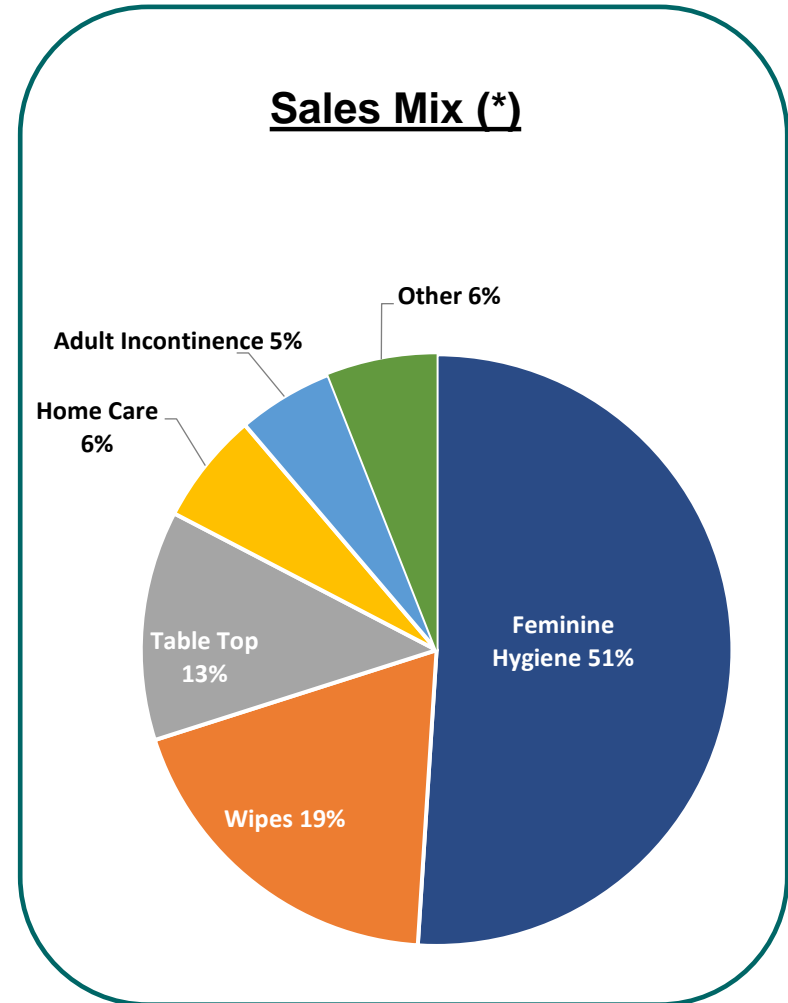


Airlaid Materials

Portfolio Summary

Key Success Factors

- Megatrends driving demand:
 - Sustainability
 - Health, hygiene and wellness
 - Convenience
 - Aging population
- Categories growing at GDP/GDP+ rates:
 - Feminine Hygiene ~1-2%
 - Adult Incontinence ~6%
 - Wipes ~5%
 - Tabletop ~3-4%
- Economies of scale, global manufacturing footprint and diversified product portfolio
- Innovation and product development partner with “Blue Chip” customers



(*) – Mix calculated based on TTM data but reflects recent Mount Holly acquisition from date of acquisition of May 14th, 2021

Airlaid Materials

Financial Trends

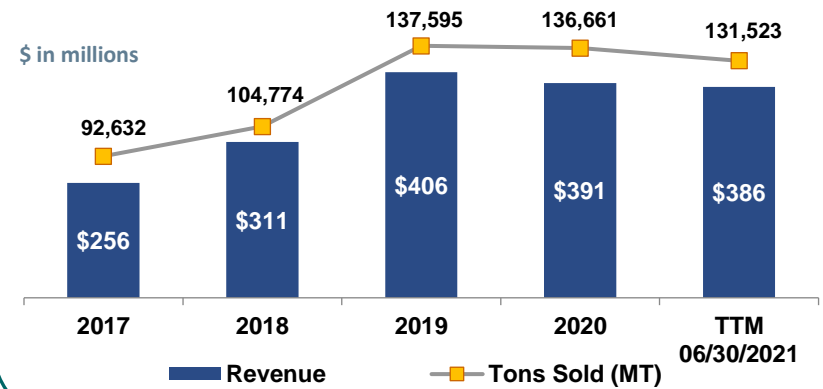
Positioned for Volume Growth

- Lower revenue in 2020 versus 2019 mainly driven by contractual pass-through of declining raw material costs
- Volume grew in all product categories except tabletop in 2020, which was negatively impacted by COVID restrictions
- Q2 2021 reflects strong tabletop recovery; Hygiene experienced softer demand as customers continued destocking but expect recovery to normalized levels in 2nd half of 2021

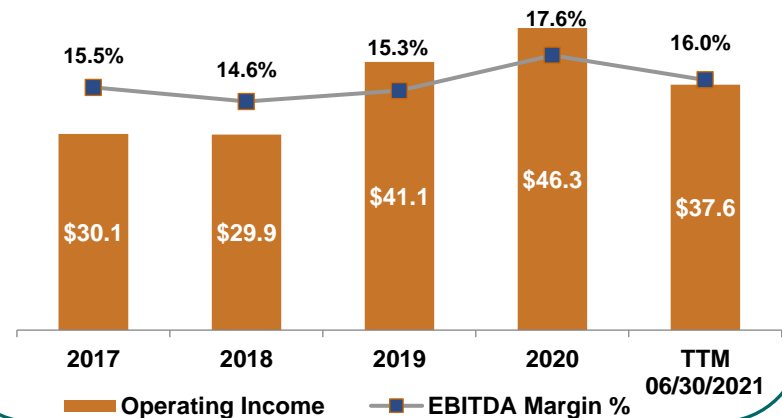
Track Record of Improving Profitability and Margins

- Strong operational excellence and CI programs improving efficiencies
- Pass through of raw material cost changes (on ~70% of revenue)
- Operating Profit up 13% in 2020 versus 2019 with steadily growing margins
- Expect profitability to improve in 2nd half of 2021 driven by more normalized demand and production efficiencies with Mount Holly acquisition

Revenue & Shipment Trend



Operating Income & EBITDA Margin



Composite Fibers

Key Performance Characteristics

Light weight substrates with wet strength

High quality improves efficiency on customer manufacturing equipment

Dimensional stability, dry stripability, and printability for wallcover

Primary Applications

Tea Bag and Single-Serve Coffee

Wallcover and Decorative Laminate

Pasting Paper for Lead-Acid Batteries

Personal Care and Home Care Wipes

Glassine

Primary Inputs

Softwood Pulps

Abaca Pulp

Specialty Fibers

Applications



Blue Chip Customers



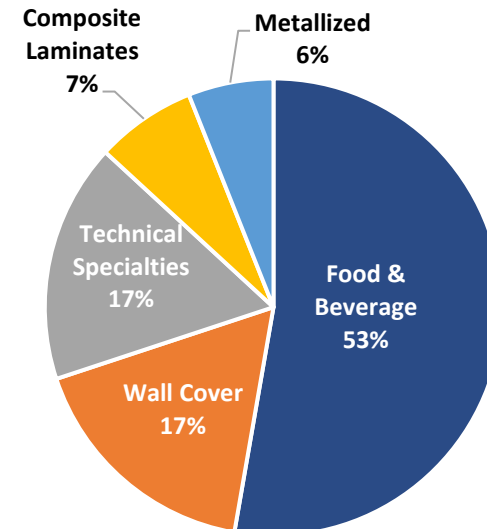
Composite Fibers

Portfolio Summary

Key Success Factors

- Megatrends driving demand:
 - Sustainability
 - Convenience
 - Wellness
 - Mobility
- Categories growing at GDP/GDP+ rates:
 - Tea ~2%
 - Single Serve Coffee ~6%
 - Electrical ~5%
 - Wipes ~5%
- Unrivaled inclined-wire manufacturing assets, critical captive abaca pulp supply and superior product quality
- Innovation driving growth in Technical Specialties
- Restructured Metallized business in 2020 to reduce exposure and improve profitability

Sales Mix



Composite Fibers

Financial Trends

Improving Outlook

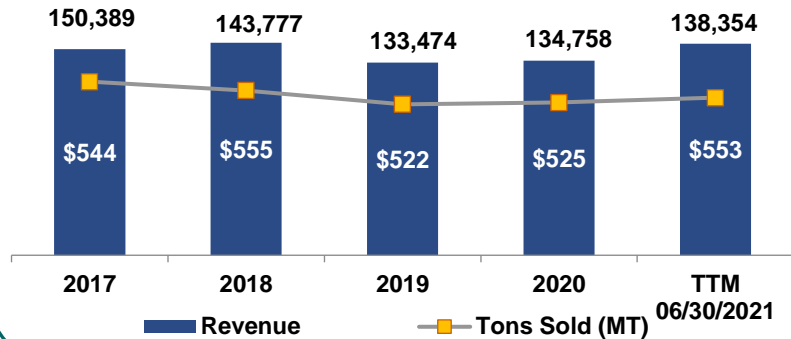
- Strategic partnerships with leading, global customers
- Strong growth in coffee, composite laminates and wallcover
- High demand in composite laminates and technical specialties during pandemic

Turnaround in Profitability

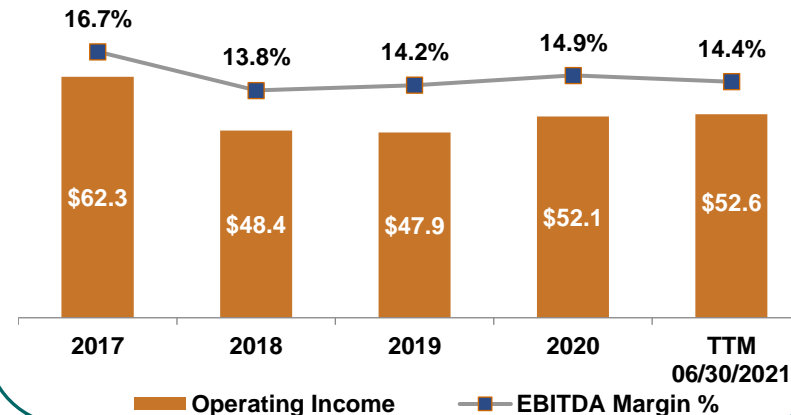
- Operational excellence programs improving efficiencies
- Aggressive cost control initiatives
- Announced price increases in Q1-21 to offset the higher inflationary costs in wood pulp, energy and logistics
- Profitability continually improving from 2018

Revenue & Shipment Trend

\$ in millions



Operating Income & EBITDA Margin



Jacob Holm Nonwovens Acquisition

Will add Scale, New Technologies and Product Categories

- **Signed definitive agreement to purchase Jacob Holm nonwovens business for \$308M and expected to close later this year**
 - Headquartered in Basel, Switzerland with four manufacturing facilities in the US (2), France and Spain
- **A global leader in sustainable materials for personal care, hygiene, industrial and medical applications**
- **Expands Glatfelter's footprint and income generation in the U.S. and Asia Pacific regions**
- **6/30/2021 LTM Revenues and EBITDA of approximately \$400 million and \$45 million, respectively**
 - June LTM results include a benefit from COVID-related demand estimated to be \$10 million to \$15 million of EBITDA
- **Acquisition to be financed with issuance of new \$550 million senior unsecured bond with transaction costs and fees expected to be ~\$25 million**
- **Synergistic acquisition adding new technologies and product categories, while enabling product line optimization, operational improvements, strategic sourcing savings and cost reductions**
 - Expected annual synergies of ~ \$20 million within 24 months
- **Net Leverage expected to increase from 3.1x at June 30, 2021 to ~ 4.0x after acquisition of Jacob Holm based on combined EBITDA, inclusive of \$20 million of transaction synergies ⁽¹⁾**
- **Anti-trust reviews currently underway**
 - The U.S. HSR waiting period has expired

(1) - Normalized for Covid related tailwinds experienced in 2020 and LTM June 2021



Jacob Holm: Company Overview

- A global leader in spunlace nonwovens for the personal care, hygiene, industrial and medical end segments
- Operates four manufacturing facilities with eight production lines
- Organized into three operating units: Sontara Professional, Health & Skin Care, and Personal Care
- Headquartered in Basel, Switzerland

Expansive product portfolio focused on attractive, diversified segments



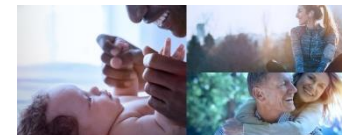
Medical



Beauty



Automotive



Hygiene



Household



Electronics

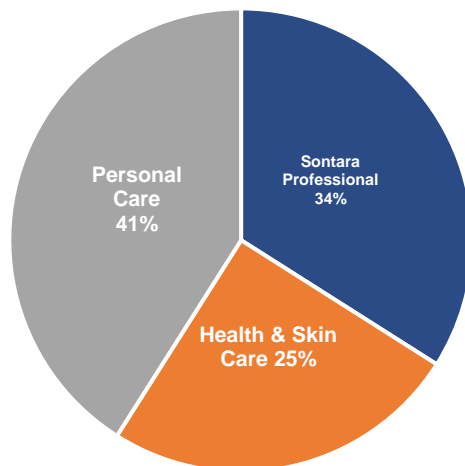


Hospitality / food

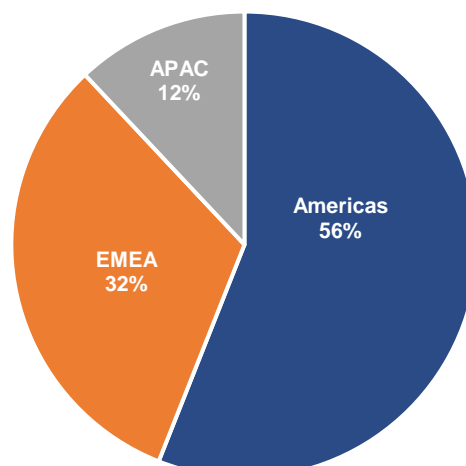


Printing











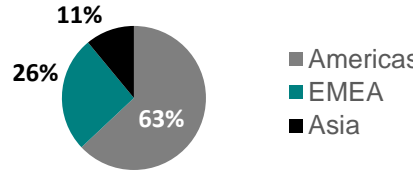
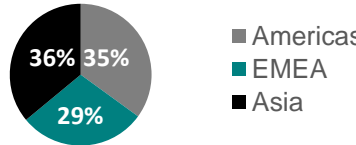
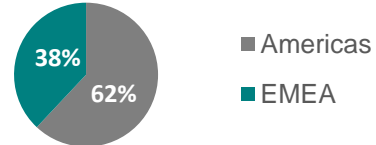
2020 Sales by Segment



2020 Sales by Region



Jacob Holm: Business Line Overview

| | Sontara Professional | Health & Skin Care | Personal Care |
|---------------------------------------|--|--|--|
| % of Revenue (FY2020A) | 34% | 25% | 41% |
| Key Products | <ul style="list-style-type: none"> Critical Cleaning: Aerospace & life science, clean room and printing High Performance Materials: Acoustics and aramid fabrics | <ul style="list-style-type: none"> Health Care: Gowns & drapes, wound care, face mask components Beauty Care: Facial masks, face wipes, and body wipes | <ul style="list-style-type: none"> Consumer wipes: baby wipes, household wipes, and dispersible wipes Hygiene: Baby care, feminine care, adult care |
| Product Examples | <p>Cleanroom and Aerospace Wipes</p>  | <p>Gowns and drapes</p>  <p>Wound dressings</p>  <p>Facial mask</p>  | <p>Premium baby wipes</p>  <p>Dispersible wipes (MTT)</p>  <p>Feminine care</p>  |
| Customer Examples |  |  |  |
| Revenue by Geography (FY2020A) |  |  |  |



Appendix



Product Portfolio - Enhancing Everyday Life[®]



FOOD & BEVERAGE

Tea Bag; Single-serve Coffee; Food Pad

ESSENTIAL – as you brew your favorite beverage and prepare nutritious meals for your family:



High-performance tea bag filters for superior infusion



Coffee solutions suitable for all common brewing devices



Safe, absorbent packaging for meat, poultry & fish



PERSONAL CARE

Feminine Hygiene; Adult Incontinence; Baby Wipes

ESSENTIAL - for maintaining a healthy and active lifestyle even as we practice social distancing:



Absorbent cores trusted by hygiene industry leaders



Comfortable and discreet adult consumer products



Soft and strong cleaning solutions for our little ones



CONSUMER SOLUTIONS

Floor & Home Care; Tabletop; Dispersible Wipes



Disinfect hard surfaces, keyboards, cell phones



Dust, absorb spills and scrub hard to clean surfaces



Replace linens with disposable napkins and table cloth



Protect laundry loads with color-catching sheets

Over 85% of Glatfelter Revenue is tied to Essential Consumer Staples

Note – Includes recent Mount Holly acquisition



Highlights – Q2 2021

- **Adjusted EBITDA of \$28 million in-line with expectations**
 - Adjusted EPS of \$0.18, ahead of expectations driven primarily by a lower tax rate
 - Airlaid segment finished the quarter strong with improving demand conditions
- **Airlaid Materials outperformed expectations for the quarter driven by rebound in tabletop category and performance of Mount Holly**
- **Composite Fibers' profitability below expectations driven by unfavorable sales mix and higher energy prices**
- **All production locations remained operational**
- **Net Leverage 3.1x at June 2021 following Mount Holly acquisition**
- **Recent announcement to acquire Jacob Holm will add scale and provide a best-in-class suite of nonwovens technologies, applications, and products to serve customers' growing global demand**



Cash Flow

- **YTD cash flow from continuing operations \$2.3 million higher versus last year**
- **Adjusted Free Cash Flow lower by ~\$6 million**
 - Cash flow used for working capital is unfavorable after adjusting for special items
- **2021 Outlook:**
 - Expect capital expenditures to be approximately \$30 to \$35 million
 - Includes capital spending at Mount Holly for initial development to stand up an integrated IT system as well as on-going capital for the remainder of 2021
 - Expect depreciation and amortization expense to be approximately \$60 million (includes Mount Holly)

| (in millions) | Q2 2020 | Q2 2021 | H1'20 | H1'21 |
|---|----------------|--------------|-----------------|----------------|
| Adjusted EBITDA | \$29.0 | \$28.5 | \$61.2 | \$59.2 |
| Change in working capital (*) | (16.6) | (10.2) | (39.1) | (37.9) |
| Taxes paid | (1.2) | (3.6) | (4.7) | (7.1) |
| Interest paid | (1.7) | (1.5) | (3.2) | (2.9) |
| Other | (4.7) | (5.7) | (15.2) | (9.9) |
| Cash Flow from continuing Operations | \$4.7 | \$7.4 | (\$0.9) | \$1.4 |
| Less: Capital expenditures | (5.0) | (5.8) | (12.0) | (11.2) |
| Free Cash Flow | (\$0.3) | \$1.6 | (\$12.9) | (\$9.8) |
| Less: Adjustments to Free Cash Flow | 12.4 | 2.6 | 14.5 | 5.0 |
| Adjusted Free Cash Flow | \$12.1 | \$4.1 | \$1.6 | (\$4.8) |

Notes:

(*) - Working capital is defined as accounts receivable plus inventories less accounts payable.

The sum of individual amounts set forth above may not agree to the column totals due to rounding.

(1) – Slide 26 in appendix includes the details for the Adjustments to Free Cash Flow and recasts prior quarters to align with full year presentation



Balance Sheet and Liquidity

- Higher leverage of 3.1x as of June 30, 2021 versus 1.8x as of December 31, 2020 driven by Mount Holly acquisition in Q2 2021 for \$175 million
- December 2019 cash includes ~\$53.4 million related to pension settlement
- Continue to maintain adequate liquidity of ~\$200 million

| (in millions) | 31-Dec-19 | 31-Dec-20 | 30-Jun-21 |
|--|--------------|--------------|--------------|
| Cash | \$126.2 | \$99.6 | \$84.2 |
| Debt | | | |
| Current portion of long term debt | 22.9 | 25.1 | 24.3 |
| Short term debt | - | - | 11.9 |
| Term Loans 1.3% - 2.4% due 2022 - 2025 | 255.1 | 253.5 | 233.4 |
| Revolving credit agreement | 84.3 | 36.8 | 213.5 |
| Unamortized deferred financing costs | (2.4) | (1.9) | (1.6) |
| Total Debt | 359.9 | 313.5 | 481.4 |
| Net Debt | \$233.7 | \$213.9 | \$397.2 |
| Shareholders' Equity | \$556.0 | \$577.9 | \$571.2 |
| TTM Adj. EBITDA (*) | 106.7 | 119.6 | 128.0 |
| Net Leverage | 2.2x | 1.8x | 3.1x |
| Available Liquidity | \$200.4 | \$274.8 | \$197.1 |

Notes:

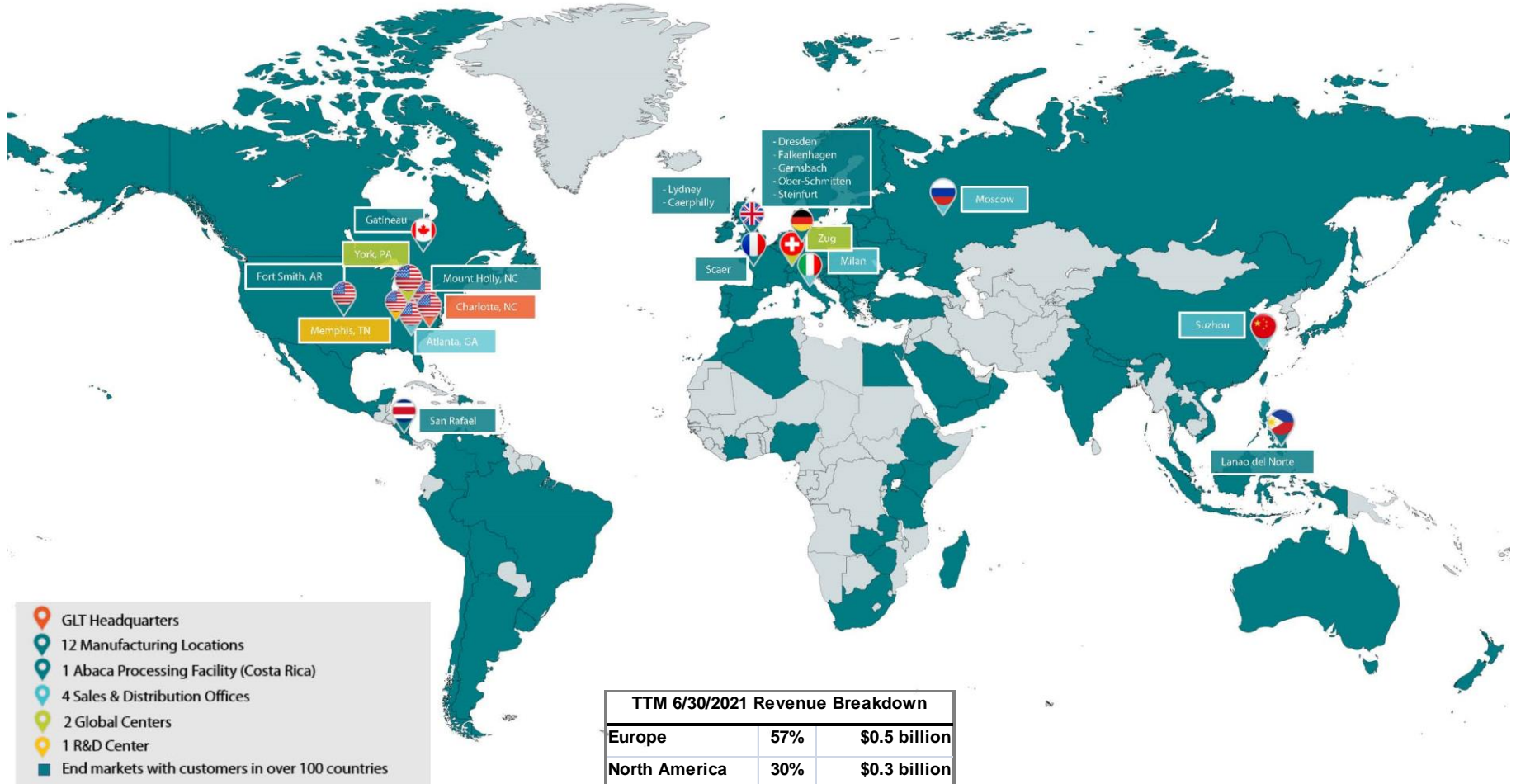
(*) TTM Adjusted EBITDA as of June 30, 2021 includes \$10.4 million of Mount Holly EBITDA for 10.5 months not under Glatfelter. The above calculation is not intended to be used for purposes of calculating debt covenant compliance. The sum of individual amounts set forth above may not agree to the column totals due to rounding.



Georgia-Pacific US Nonwovens Acquisition

- **Recently purchased Georgia-Pacific's US nonwovens business for \$175M**
 - Airlaid facility located in Mount Holly, NC and R&D center located in Memphis, TN (~150 non-union employees total)
 - 2 production lines with ~37K MT total capacity and a pilot line to accelerate ongoing innovation efforts
- **Annual Revenues and Adjusted EBITDA of approximately \$100M and \$20M, respectively**
- **Synergistic acquisition that enables capacity optimization, increased output, operational improvements and cost reduction**
 - Expected annual cost synergies of \$4M to \$6M within 3 years
 - Business and customer base complementary to existing Glatfelter Airlaid segment
- **Acquisition financed with combination of cash and borrowings under revolving credit facility**
- **Expands Glatfelter's footprint and income generation in the US and balances sales mix between Airlaid and Composite Fibers segments**

Glatfelter Global Locations



| TTM 6/30/2021 Revenue Breakdown | | |
|---------------------------------|-------------|----------------------|
| Europe | 57% | \$0.5 billion |
| North America | 30% | \$0.3 billion |
| ROW | 13% | \$0.1 billion |
| Total | 100% | \$0.9 billion |

Revenue reflects recent Mount Holly acquisition from date of acquisition of May 14th, 2021



Innovation Focus Areas

Sustainability

- Plant-based materials
- Biodegradability
- Compostability
- Recyclability



Technologies

- Airlaid & Wetlaid
- Bonding, Calendering & Coating

Functionality

- Porosity & Absorbency
- Surface structure & Barrier
- Dimensional stability

Commitment to Sustainability

- Published first sustainability report in 2020 focusing on the following ESG priorities:

Environmental



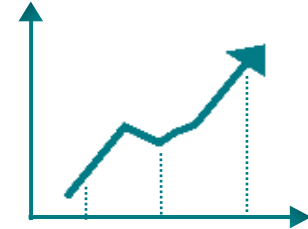
- Environmental Management
- Innovation and Environmental Responsible Products

Social



- Occupational Health and Safety
- Product Safety and Quality
- Community and Employee Engagement

Governance



- Corporate Governance
- Ethics and Integrity

Effective Tax Rate

- **Q2 2021 tax rate on adjusted earnings is 33.2%**
 - Lower tax rate primarily due to changes in jurisdictional mix of pretax earnings
 - Partially offset by UK tax rate increase
- **Guiding to 2021 tax rate of ~ 38% - 40% on adjusted earnings**
 - 2021 Rate Drivers:
 - Tax rate changes: Q1 local German rate change and Q2 UK rate change negatively impacting full year rate by ~ 3%
 - Currently generating losses in U.S. with no tax benefit due to U.S. valuation allowance
 - U.S. tax on foreign earnings (Global Intangible Low Taxed Income – GILTI)
 - Due to utilization of U.S. tax loss carry forwards, the 50% GILTI deduction and use of foreign tax credits is not available



Jacob Holm Financing and Tax Summary

- **Glatfelter intends to finance the acquisition of Jacob Holm with the proceeds of a new \$550 million senior unsecured notes issuance**
 - HSBC has underwritten 100% of a Senior Unsecured Bridge Facility backing the proposed notes issuance
 - Glatfelter intends to apply excess proceeds from the notes offering to repay outstandings under the Revolving Credit Facility (used to finance Mount Holly acquisition)
- **Pro forma for the acquisition, Glatfelter's net leverage is expected to increase to 4.0x, inclusive of \$20 million of synergies and \$25 million of transaction costs**
 - GLT net leverage as of June 30, 2021 of 3.1x
- **In connection with the transaction, Glatfelter amended its existing credit facilities to, among other items,**
 - Provide additional cushion under the financial maintenance covenant
 - Extend the maturity of the Revolving Credit Facility to five years to ensure adequate long-term liquidity
- **Effective tax rate guidance will remain unchanged for 2021**
 - GAAP Tax rate will initially increase by ~ 3% until U.S. tax losses are fully utilized within next two years
 - Beginning in 2024 a tax rate benefit of ~3% is expected
 - U.S. will remain in overall loss position with a full valuation allowance
- **Decrease to global cash tax rate**
 - Cash tax rate will decrease by ~2% beginning in 2024



Reconciliation of Non-GAAP measures

Adjusted EBITDA from continuing operations

| <i>In millions</i> | 2017 | 2018 | 2019 | 2020 | TTM 6/30/2021 |
|---|----------------|----------------|-----------------|-----------------|------------------|
| Net Income (loss) | \$ 7.9 | \$ (177.6) | \$ (21.5) | \$ 21.3 | \$ 26.1 |
| Adjust: Discontinued ops | (13.5) | 177.2 | (3.7) | (0.5) | (0.6) |
| Add: Taxes from continuing operations | 25.1 | 7.7 | (9.2) | 11.6 | 17.6 |
| Add: Depreciation and Amortization | 42.1 | 47.5 | 50.8 | 56.6 | 55.5 |
| Add: Net Interest Expense | 13.1 | 15.0 | 9.3 | 6.6 | 6.7 |
| EBITDA from continuing operations | \$ 74.6 | \$ 69.8 | \$ 25.7 | \$ 95.6 | \$ 105.3 |
| <u>Adjustments / Exclusions:</u> | | | | | |
| Pension settlement expenses, net | - | - | 75.3 | 6.2 | (0.2) |
| Gains on Timberland Sales and Transaction Related Costs | (0.2) | (3.2) | (1.6) | (1.4) | (3.2) |
| Asset impairment charge | - | - | - | 0.9 | - |
| Airlaid Capacity Expansion | 10.9 | 7.1 | 1.0 | - | - |
| Restructuring charge - Metallized operations (net of asset write off) | - | - | - | 7.2 | 0.1 |
| Cost optimization actions | 1.3 | 0.4 | 8.6 | 6.0 | 2.9 |
| COVID-19 incremental costs | - | - | - | 2.7 | 1.5 |
| Corporate headquarters relocation (net of asset write off) | - | - | - | 0.9 | 1.2 |
| Costs related to strategic initiatives ⁽¹⁾ | - | 5.9 | 0.2 | 1.6 | 10.0 |
| Fox River environmental matter | - | - | (2.5) | - | - |
| Adjusted EBITDA from continuing operations | \$ 86.6 | \$ 80.0 | \$ 106.7 | \$ 119.6 | \$ 117.6 |

(1) The amount for 2018 includes approximately \$2.9 million of foreign currency gains associated with the financing for the Steinfurt acquisition.

Note: The sum of individual amounts set forth above may not agree to the column totals due to rounding.



Reconciliation of Non-GAAP measures

Adjusted Free Cash Flow from Continuing Operations

| In millions | Q2'20 | Q2'21 | H1'20 | H1'21 |
|---|----------------|--------------|-----------------|----------------|
| Adjusted EBITDA ⁽¹⁾ | \$29.0 | \$28.5 | \$61.2 | \$59.2 |
| Change in working capital | (16.6) | (10.2) | (39.1) | (37.9) |
| Taxes paid | (1.2) | (3.6) | (4.7) | (7.1) |
| Interest paid | (1.7) | (1.5) | (3.2) | (2.9) |
| Other | (4.7) | (5.7) | (15.2) | (9.9) |
| Cash Flow from continuing Operations | \$4.7 | \$7.4 | (\$0.9) | \$1.4 |
| Less: Capital expenditures | (5.0) | (5.8) | (12.0) | (11.2) |
| Free Cash Flow | (\$0.3) | \$1.6 | (\$12.9) | (\$9.8) |
| Fox River Payments | 2.1 | 0.5 | 2.2 | 0.8 |
| Pension Settlement | 6.3 | - | 6.3 | - |
| Strategic Initiatives | - | 0.8 | - | 1.6 |
| Cost Optimization | 0.4 | 0.5 | 2.3 | 1.6 |
| Metallized Restructuring | 4.3 | 0.1 | 4.3 | 1.3 |
| HQ Relocation | 0.1 | 0.5 | 0.1 | 0.8 |
| COVID19 related costs | 1.2 | - | 1.2 | - |
| Taxes (Refunds) on adjusting items | (1.9) | 0.1 | (1.8) | (1.0) |
| Less: Adjustments to Free Cash Flow | 12.4 | 2.6 | 14.5 | 5.0 |
| Adjusted Free Cash Flow | \$12.1 | \$4.1 | \$1.6 | (\$4.8) |

(1) – Reconciliations for adjusted EBITDA to net income not included in this presentation, are included in prior quarter earnings presentations
 Note: The sum of individual amounts set forth above may not agree to the column totals due to rounding



Reconciliation of Non-GAAP measures

Adjusted EBITDA used for leverage calculation

| <i>In millions</i> | 2019 | 2020 | TTM 6/30/2021 |
|---|-----------------|-----------------|---------------------|
| Net Income (loss) | \$ (21.5) | \$ 21.3 | \$ 26.1 |
| Adjust: Discontinued ops | (3.7) | (0.5) | (0.6) |
| Add: Taxes from continuing operations | (9.2) | 11.6 | 17.6 |
| Add: Depreciation and Amortization | 50.8 | 56.6 | 55.5 |
| Add: Net Interest Expense | 9.3 | 6.6 | 6.7 |
| EBITDA | \$ 25.7 | \$ 95.6 | \$ 105.3 |
| EBITDA from Mount Holly Operations | - | - | 10.4 |
| <u>Adjustments / Exclusions:</u> | | | |
| Gains on Timberland Sales and Transaction Related Costs | (1.6) | (1.4) | (3.2) |
| Asset impairment charge | - | 0.9 | - |
| Pension settlement expenses, net | 75.3 | 6.2 | (0.2) |
| Airlaid Capacity Expansion | 1.0 | - | - |
| Restructuring charge - Metallized operations (net of asset write off) | - | 7.2 | 0.1 |
| Cost optimization actions | 8.6 | 6.0 | 2.9 |
| COVID-19 incremental costs | - | 2.7 | 1.5 |
| Corporate headquarters relocation (net of asset write off) | - | 0.9 | 1.2 |
| Costs related to strategic initiatives | 0.2 | 1.6 | 10.0 |
| Fox River environmental matter | (2.5) | - | - |
| Adjusted EBITDA | \$ 106.7 | \$ 119.6 | \$ 128.0 (*) |

(*) For leverage calculation the June 30,2021 column includes a full year of Mt. Holly financials for TTM EBITDA calculation



Reconciliation of Non-GAAP measures

Adjusted EPS from continuing operations

| <i>In millions</i> | 2017 | 2018 | 2019 | 2020 | TTM 6/30/2021 |
|---|----------------|----------------|----------------|----------------|------------------|
| Net Income (loss) | \$ 7.9 | \$ (177.6) | \$ (21.5) | \$ 21.3 | \$ 26.1 |
| Adjust: Discontinued ops, net of tax | (13.5) | 177.2 | (3.7) | (0.5) | (0.6) |
| Income (loss) from continuing operations | (5.6) | (0.4) | (25.2) | 20.8 | 25.5 |
| Adjustments / Exclusions: | | | | | |
| Pension settlement expenses, net | - | - | 75.3 | 6.2 | (0.2) |
| Gains on Timberland Sales and Transaction Related Costs | (0.2) | (3.2) | (1.6) | (1.4) | (3.2) |
| Asset impairment charge | - | - | - | 0.9 | - |
| Airlaid Capacity Expansion | 10.9 | 7.1 | 1.0 | - | - |
| COVID-19 incremental costs | - | - | - | 2.7 | 1.5 |
| Debt refinancing fees | - | - | 1.0 | - | - |
| Cost optimization actions | 2.6 | 0.4 | 8.6 | 6.0 | 2.9 |
| Restructuring charge - Metallized operations | - | - | - | 11.1 | - |
| Costs related to strategic initiatives ⁽¹⁾ | - | 5.9 | 0.2 | 1.6 | 10.0 |
| Fox River environmental matter | - | - | (2.5) | - | - |
| Corporate headquarters relocation | - | - | - | 1.1 | 1.5 |
| Income Tax impact on adjustments | 18.8 | (0.5) | (23.7) | (11.5) | (4.8) |
| Total adjustments | 32.0 | 9.6 | 58.4 | 16.6 | 7.6 |
| Adjusted income from continuing operations | 26.4 | 9.2 | 33.2 | 37.431 | 33.2 |
| Normalizing tax rate to 40% provision (2017) | 6.8 | - | - | - | - |
| Adjusted earnings for continuing operations | \$ 19.6 | \$ 9.2 | \$ 33.2 | \$ 37.4 | \$ 33.2 |
| Adjusted EPS for continuing operations | \$ 0.44 | \$ 0.21 | \$ 0.75 | \$ 0.84 | \$ 0.74 |
| <i>Weighted average shares</i> | <i>44,439</i> | <i>43,768</i> | <i>44,132</i> | <i>44,614</i> | <i>44,640</i> |

(1) The amount for 2018 includes approximately \$2.9 million of foreign currency gains associated with the financing for the Steinfurt acquisition.

Note: The sum of individual amounts set forth above may not agree to the column totals due to rounding.



Reconciliation of Non-GAAP measures

Net Debt and Leverage

| Net debt & Leverage | December 31 | December 31 | June 30 |
|-----------------------------------|--------------------|--------------------|----------------|
| <i>In millions</i> | 2019 | 2020 | 2021 |
| Current Portion of Long-Term Debt | \$22.9 | \$25.1 | \$24.3 |
| Short-Term Debt | - | - | 11.7 |
| Long-Term Debt | 336.9 | 288.5 | 445.4 |
| Total Debt | 359.9 | 313.5 | 481.4 |
| Less: Cash | (126.2) | (99.6) | (84.2) |
| Net Debt | <u>\$233.7</u> | <u>\$213.9</u> | <u>\$397.2</u> |
| Net Debt | \$233.7 | \$213.9 | \$397.2 |
| Divided by: TTM Adjusted EBITDA | 106.7 | 119.6 | 128.0 |
| Net Leverage (*) | <u>2.2x</u> | <u>1.8x</u> | <u>3.1x</u> |

Notes:

(*) For leverage calculation the June 30, 2021 column includes a full year of Mt. Holly financials for TTM EBITDA calculation

The above calculation is not intended to be used for purposes of calculating debt covenant compliance.

The sum of individual amounts set forth above may not agree to the column totals due to rounding.

