# CLEARNATER PAPER CORPORATION 

FOURTH QUARTER AND FULL YEAR 2019 SUPPLEMENTAL INFORMATION

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## FORWARD-LOOKING STATEMENTS

This presentation of supplemental information contains, in addition to historical information, certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding the commercialization of the Shelby, NC facility; the continuous digester project at the Lewiston, ID facility; new paperboard products; operational flexibility; debt leverage; liquidity; cash flows; balance sheet; Q1 2020 adjusted EBITDA, operating income (loss), adjusted operating income (loss), net earnings (loss), adjusted net earnings (loss), net earnings (loss) per diluted common share, and adjusted net earnings (loss) per diluted common share; Q1 2020 product pricing and sales mix, product volumes shipped, maintenance and repairs, operational upsets (weather related events), input costs and SG\&A, net sales and adjusted operating margin; full year 2020 net sales, product pricing and sales mix, inflation, major maintenance and repairs, pulp costs, and expected financial impact of the Shelby, NC expansion and the Lewiston, ID continuous digester project, interest expense, capital spend, working capital, depreciation and amortization, and tax rate; major maintenance schedule; and volume and cost sensitivities for major input costs. These forward-looking statements are based on management's current expectations, estimates, assumptions and projections that are subject to change. Our actual results of operations may differ materially from those expressed or implied by the forward-looking statements contained in this presentation. Important factors that could cause or contribute to such differences include the risks and uncertainties described from time to time in the company's public filings with the Securities and Exchange Commission, as well as the following:

- competitive pricing pressures for our products, including as a result of increased capacity as additional manufacturing facilities are operated by our competitors;
- the loss of, changes in prices in regard to, or reduction in, orders from a significant customer;
- changes in the cost and availability of wood fiber and wood pulp;
- changes in transportation costs and disruptions in transportation services;
- changes in customer product preferences and competitors' product offerings;
- customer acceptance and timing and quantity of purchases of our tissue products, including the existence of sufficient demand for and the quality of tissue produced by our expanded Shelby, North Carolina operations;
- consolidation and vertical integration of converting operations in the paperboard industry;
- our ability to successfully implement our operational efficiencies and cost savings strategies, along with related capital projects, and achieve the expected operational or financial results of those projects, including from the continuous digester at our Lewiston, Idaho facility;
- changes in the U.S. and international economies and in general economic conditions in the regions and industries in which we operate;
- manufacturing or operating disruptions, including IT system and IT system implementation failures, equipment malfunctions and damage to our manufacturing facilities;
- changes in costs for and availability of packaging supplies, chemicals, energy and maintenance and repairs;
- larger competitors having operational and other advantages;
- labor disruptions;
- cyclical industry conditions;
- changes in expenses, required contributions and potential withdrawal costs associated with our pension plans;
- environmental liabilities or expenditures;
- cyber-security risks;
- reliance on a limited number of third-party suppliers for raw materials;
- our ability to attract, motivate, train and retain qualified and key personnel;
- material weaknesses in our internal control over financial reporting;
- our substantial indebtedness and ability to service our debt obligations;
- restrictions on our business from debt covenants and terms;
- negative changes in our credit agency ratings; and
- changes in laws, regulations or industry standards affecting our business.

Forward-looking statements contained in this presentation present management's views only as of the date of this presentation. We undertake no obligation to publicly update forward-looking statements, to retract future revisions of management's views based on events or circumstances occurring after the date of this presentation.

## FOURTH QUARTER 2019 BUSINESS HIGHLIGHTS

## FINANCIAL PERFORMANCE

MARKETS \& OPERATIONS

## CAPITAL ALLOCATION

\$436 million net sales, down (2\%) vs. Q3'19 and up 2\% from Q4'18
\$18 million operating income and 4\% margin
Diluted net earnings per share of \$0.12
\$52 million adjusted EBITDA, ${ }^{1}$ above the original outlook

Completed maintenance outage at our Arkansas mill
Final component of pulp optimization project at Idaho mill commissioned in Q4
Continued growth in retail tissue shipments enabled by Shelby expansion, with overall volume up 15\% year over year
\$14 million of capital invested in Q4'19
Reduced net leverage ratio ${ }^{2} 50$ basis points from the end of Q3 to the end of Q4 as cash from operations was used to pay down debt

## 2019 FULL YEAR BUSINESS HIGHLIGHTS

## FINANCIAL PERFORMANCE

MARKETS \& OPERATIONS

## CAPITAL ALLOCATION

## \$1.8 billion net sales, up 2\% vs. 2018

## \$45 million operating income and 3\% margin

Diluted net loss per share of (\$0.34)
\$167 million adjusted EBITDA ${ }^{1}$
Start-up, ramp and commercialization of new tissue mill in North Carolina producing both conventional and ultra quality products

Private label continued to gain share against branded labels, up $1.4 \%$ to $31.8 \%$ in 2019 versus 2018

Introduced NuVo®, a new brand of cup stock paperboard that provides foodservice operators choice and differentiation through customized material to fit their specific brand needs
\$140 million of capital invested in 2019
Refinanced existing lines of credit with new term loan and asset based revolving credit. Provides additional operational flexibility and liquidity as we focus on generating free cash flow to reduce our debt.

## CLEARWATER PAPER ANNUAL RESULTS

GAAP Measures (dollars in millions)

| 2019 | $\begin{aligned} & \text { Net } \\ & \text { Sales } \end{aligned}$ | \$1,762 | Operating Income (Loss) | \$45.4 | $\begin{array}{r} \mathrm{Net} \\ \text { (Loss) } \end{array}$ | \$(5.6) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2018 |  | \$1,724 |  | (\$97.9) |  | (\$143.8) |

2019 vs. 2018 Adjusted EBITDA ${ }^{1}$ Bridge

| PRICE/MIX | Favorable pricing in paperboard and tissue |
| :--- | :--- |
| VOLUME/DIVESTITURE | Higher volume with new and existing customers <br> enabled by Shelby expansion partially offset by <br> divestiture of Ladysmith in August 2018 |
| PULP/FIBER | Higher wood fiber prices slightly offset by lower <br> purchased pulp prices |
| MAINTENANCE | Scheduled maintenance outages in 2019 at Idaho <br> and Arkansas mills |
| SHELBY RAMP | Lower distribution costs enabled by our Shelby <br> expansion mill partially y ffset by start-up and <br> production ramp costs at the mill |
| OPERATIONAL | Natural gas pipeline supply disruption in Q1'19 <br> and other operational disruptions in Q2'19 |
| DISRUPTIONS | Higher professional, audit and legal fees related <br> to material weakness and goodwill impairment |
| SG\&A |  |

ADJ. EBITDA
(MILLIONS)


## CLEARWATER PAPER SEQUENTIAL QUARTER RESULTS

GAAP Measures (dollars in millions)

| Q4'19 | Net | \$435.5 | Operating Income (Loss) | \$18.1 | $\begin{array}{r} \text { Net } \\ \text { Earnings } \\ \text { (Loss) } \end{array}$ | \$2.0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3'19 | Sales | \$445.2 |  | (\$2.4) |  | (\$11.0) |

## Q4'19 vs. Q3'19 Adjusted EBITDA ${ }^{1}$ Bridge

| PRICE/MIX | Unfavorable mix in paperboard and tissue <br> Tissue volume at new accounts offset by <br> seasonally lower paperboard volume |
| :--- | :--- |
| POLUME | Lower external pulp and wood fiber prices |
| PULP/FIBER | Absence of Idaho maintenance outage partially <br> offset by Arkansas maintenance outage |
| MAINTENANCE | Lower energy, chemicals, operating supplies and <br> transportation partially offset by higher SG\&A |
| OTHER |  |



## CLEARWATER PAPER YEAR OVER YEAR SAME QUARTER RESULTS

GAAP Measures (dollars in millions)

| Q4'19 |  | \$435.5 |  | \$18.1 | Net | \$2.0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q4'18 | Sales | \$428.7 | Income (Loss) | \$(174.7) | Earnings (Loss) | \$(187.7) |

## Q4'19 vs. Q4'18 Adjusted EBITDA ${ }^{1}$ Bridge

| PRICE/MIX | Unfavorable tissue mix coupled with slightly lower <br> tissue and paperboard pricing |
| :--- | :--- |
| VOLUME | Higher tissue volume at new and existing <br> accounts |
| PULP/FIBER | Lower external pulp and wood fiber prices <br> Scheduled maintenance outage at Arkansas mill <br> partially offset by lower other maintenance spend |
| MAINTENANCE | Lower distribution costs enabled by our Shelby <br> expansion mill partially offset by start-up and <br> production ramp costs at the mill |
| SHELBY RAMP | Absence of operational disruption experienced at <br> the Idaho mill in Q4'18 |
| OPERATIONAL | Lower energy, chemicals, and operating supplies <br> partially offset by slightly higher SG\&A |
| DISRUPTION |  |

ADJ. EBITDA ${ }^{1}$
(MILLIONS)


## CONSUMER PRODUCTS SEQUENTIAL QUARTER RESULTS

GAAP Measures (dollars in millions)

| Q4'19 |  | \$230.6 | SegmentOperating Income(Loss) | \$1.6 | Segment Operating Income (Loss) Percentage | 0.7\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q3'19 | Net Sales | \$228.5 |  | (\$4.4) |  | (1.9)\% |

Q4'19 vs. Q3'19 Segment Adjusted EBITDA ${ }^{1}$ Bridge

## PRICE/MIX

VOLUME
PULP

MAINTENANCE

## OTHER

Unfavorable mix

Volume at new customer accounts

Lower external pulp prices

Lower planned maintenance

Lower energy and transportation

SEGMENT ADJ. EBITDA ${ }^{1}$ (MILLIONS)


## PULP AND PAPERBOARD SEQUENTIAL QUARTER RESULTS

GAAP Measures (dollars in millions)

| Q4'19 | Segment | $\$ 204.9$ |  | Segment | $\$ 35.3$ | Segment Operating | $17.2 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3'19 | Net Sales | $\$ 216.7$ | Operating Income | $\$ 17.1$ | Income Percentage | $7.9 \%$ |

Q4'19 vs. Q3'19 Segment Adjusted EBITDA ${ }^{1}$ Bridge

| PRICE/MIX | Lower paperboard pricing |
| :--- | :--- |
| VOLUME | Seasonally lower shipments |
| PULP/FIBER | Lower wood fiber and external pulp prices |
| MAINTENANCE | Absence of Idaho maintenance outage partially <br> offset by Arkansas maintenance outage |
| OTHER | Lower chemicals, operating supplies and other <br> costs |

SEGMENT ADJ. EBITDA ${ }^{1}$
(MILLIONS)


# Q1'20 ADJUSTED EBITDA OUTLOOK¹, ADJUSTED EARNINGS OUTLOOK ${ }^{1}$ AND RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (UNAUDITED) 

## Adjusted EBITDA Outlook

| (Dollars in millions) | THREE MONTHS ENDING <br> MARCH 31, 2020 |  |
| :---: | :---: | :---: |
|  | RANGE OF ESTIMATE |  |
|  | FROM | TO |
| GAAP net loss | (\$8.1) | (\$3.7) |
| Interest expense, net | 12.8 | 12.9 |
| Income tax benefit | (2.7) | (1.2) |
| Depreciation and amortization expense | 27.9 | 27.9 |
| Non-operating pension and OPEB costs | 1.9 | 1.9 |
| Other | 9.2 | 9.2 |
| Adjusted EBITDA ${ }^{2,3}$ | \$41.0 | \$47.0 |

## Adjusted Net Earnings Outlook

|  | THREE MONTHS ENDING <br> MARCH 31, 2020 |  |
| :--- | ---: | ---: |
| (Dollars in millions) | RANGE OF ESTIMATE |  |
|  | FROM |  |
| GAAP operating income | $\$ 3.5$ | TO |
| Other | 9.2 | 9.5 |
| Adjusted operating income ${ }^{4}$ | $\$ 12.7$ | $\$ 18.7$ |


| (Dollars in millions) | FROM | TO |
| :--- | ---: | ---: |
| GAAP net loss | $(\$ 8.1)$ | $(\$ 3.7)$ |
| Adjustments, after tax ${ }^{5}$ : |  | 1.4 |
| Non-operating pension and OPEB costs | 6.9 | 1.4 |
| Other | $\$ 0.2$ | 6.9 |
| Adjusted net earnings ${ }^{4}$ | $\$ 4.6$ |  |


|  | FROM | TO |
| :--- | ---: | ---: |
| GAAP net loss per diluted common share $^{6}$ | $(\$ 0.49)$ | $(\$ 0.22)$ |
| Adjusted net earnings per diluted common share ${ }^{4,6}$ | $\$ 0.01$ | $\$ 0.28$ |

[^0]
## Q1'20 OUTLOOK ${ }^{1}$



## 2020 OUTLOOK ${ }^{1}$

| () Negative ADJ EBITDA impact YoY Positive ADJ EBITDA impact YoY | Year over Year change from 2019 ADJ EBITDA (dollars in millions) |  |
| :---: | :---: | :---: |
| Price/Mix/Volume | (\$30) to (\$25) | - Capacity additions expected to continue driving a competitive tissue market <br> - Index price decrease in paperboard |
| Inflation | (\$20) to (\$15) | - Wage/benefit increases and other general inflation on input costs |
| Maintenance | \$20 to \$25 | - No scheduled maintenance outages |
| Pulp | \$15 to \$20 | - Based on market index projections |
| Capital Projects Benefits | \$20 to \$25 | - Primarily Shelby expansion |
|  | \$5 to \$30 | Net change of above components |
| 2020 Outlook |  |  |
| Net Sales | 2\% to 3\% Higher | - Higher tissue sales driven by increased capacity at Shelby mill <br> - Higher paperboard sales with higher uptime on paper machines due to absence of scheduled maintenance outages at Idaho and Arkansas mills |
|  |  | - \$49 to \$51M Interest expense |
| Other Assumptions |  | - $\$ 20$ to $\$ 25 \mathrm{M}$ Working capital increase <br> - $\$ 45$ to $\$ 50 \mathrm{M}$ Capital expense <br> - $\$ 109$ to $\$ 111 \mathrm{M}$ Depreciation and amortization expense <br> - 25\% Tax rate |

## FIVE QUARTER SEGMENT TRENDS

Consumer Products
Total Net Sales


Adj. EBITDA \& Margin ${ }^{1,2}$

## Pulp \& Paperboard




## KEY SEGMENT RESULTS (UNAUDITED)

 PAPER.|  | Q4'18 | Q1'19 | Q2'19 | Q3'19 | Q4'19 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Products |  |  |  |  |  |
| Shipments |  |  |  |  |  |
| Retail (short tons) | 69,480 | 73,356 | 76,175 | 79,526 | 79,748 |
| Non-Retail (short tons) ${ }^{1}$ | 11,500 | 10,266 | 6,623 | 6,882 | 8,393 |
| Total Tissue Tons | 80,980 | 83,622 | 82,798 | 86,408 | 88,141 |
| Converted Products (cases in thousands) ${ }^{2}$ | 11,621 | 12,320 | 12,488 | 13,162 | 13,290 |
| Sales Price |  |  |  |  |  |
| Retail (\$/short ton) ${ }^{1}$ | \$2,776 | \$2,789 | \$2,764 | \$2,707 | \$2,698 |
| Non-Retail (\$/short ton) ${ }^{1}$ | \$1,727 | \$1,799 | \$1,851 | \$1,805 | \$1,590 |
| Total Tissue (\$/short ton) | \$2,627 | \$2,667 | \$2,691 | \$2,635 | \$2,593 |
| Segment net sales (\$ in millions) | \$212.7 | \$223.4 | \$224.3 | \$228.5 | \$230.6 |
| Pulp and Paperboard |  |  |  |  |  |
| Shipments |  |  |  |  |  |
| Paperboard (short tons) ${ }^{3}$ | 218,322 | 202,834 | 225,188 | 214,537 | 202,102 |
| Sales Price |  |  |  |  |  |
| Paperboard (\$/short ton) ${ }^{3}$ | \$982 | \$1,001 | \$1,004 | \$1,004 | \$1,009 |
| Segment net sales (\$ in millions) | \$216.0 | \$205.4 | \$227.7 | \$216.7 | \$204.9 |

## CAPITALALLOCATION

Cash Capital Expenditures


Cumulative Shares Repurchased and Shares Outstanding ${ }^{1}$


- Cumulative Shares Repurchased
- Total Shares Outstanding


## DEBT, INTEREST AND CASH FLOW

(Dollars in millions)


Net Interest Expense


## MAJOR MAINTENANCE SCHEDULE

(Dollars in millions)


## KEY COMMODITY CONSUMPTION VOLUMES

| COGS Input | Unit of Measure | Approximated Annual Volume (in Millions) | \$ Change Per Unit ${ }^{\text {+ }}$ /- | Approximated Annual expected Adjusted EBITDA ${ }^{2}$ Impact +/(in Millions) |
| :---: | :---: | :---: | :---: | :---: |
| Purchased Pulp | Ton | 0.3 | \$20.00 | \$6.0 |
| Fiber | Bone Dry Ton | 1.5 | \$4.00 | \$6.0 |
| Diesel | Gallon | 10.0 | \$0.50 | \$5.0 |
| Electric | MWh | 1.2 | \$5.00 | \$6.0 |
| Natural Gas | MMBTU | 10.7 | \$0.50 | \$5.4 |
| Polyethylene | Pound | 30.0 | \$0.20 | \$6.0 |
| Caustic | Pound | 90.0 | \$0.06 | \$5.4 |
| Chlorate | Pound | 30.0 | \$0.20 | \$6.0 |



## RECONCILIATIONS

## ADJUSTED NET EARNINGS AND ADJUSTED EBITDA RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (UNAUDITED)

CLEARWATER PAPER.

Twelve Months Ended


## SEGMENT ADJUSTED EBITDA RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (UNAUDITED)

| (Dollars in millions) | Q4'18 |  | Q1'19 |  | Q2'19 |  | Q3'19 |  | Q4'19 |  | Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2018 | 2019 |  |  |  |  |  |
| Consumer Products segment income (loss) | \$ | 0.8 |  |  | \$ | 1.3 | \$ | (5.1) | \$ | (4.4) | \$ | 1.6 | \$ | 0.3 | \$ | (6.6) |
| Depreciation and amortization |  | 14.9 |  | 14.7 |  |  |  | 17.4 |  | 19.0 |  | 18.6 |  | 57.8 |  | 69.7 |
| Adjusted EBITDA Consumer Products | \$ | 15.7 | \$ | 16.0 | \$ | 12.3 | \$ | 14.6 | \$ | 20.2 | \$ | 58.1 | \$ | 63.1 |
| Pulp and Paperboard segment income | \$ | 31.8 | \$ | 29.4 | \$ | 33.5 | \$ | 17.1 | \$ | 35.3 | \$ | 130.9 | \$ | 115.3 |
| Depreciation and amortization |  | 9.7 |  | 9.5 |  | 9.5 |  | 11.2 |  | 9.2 |  | 37.8 |  | 39.4 |
| Adjusted EBITDA Pulp and Paperboard | \$ | 41.5 | \$ | 38.9 | \$ | 43.0 | \$ | 28.3 | \$ | 44.5 | \$ | 168.7 | \$ | 154.7 |
| Corporate segment loss | \$ | (12.2) | \$ | (16.6) | \$ | (12.7) | \$ | (13.2) | \$ | (14.5) | \$ | (51.5) | \$ | (57.0) |
| Depreciation and amortization |  | 1.7 |  | 1.6 |  | 1.6 |  | 1.8 |  | 1.5 |  | 6.3 |  | 6.5 |
| Adjusted EBITDA Corporate | \$ | (10.5) | \$ | (15.0) | \$ | (11.1) | \$ | (11.4) | \$ | (13.0) | \$ | (45.2) | \$ | (50.5) |
| Adjusted EBITDA ${ }^{1}$ | \$ | 46.7 | \$ | 39.9 | \$ | 44.2 | \$ | 31.5 | \$ | 51.7 | \$ | 181.6 | \$ | 167.3 |

FOR MORE INFORMATION:



[^0]:     prices for output products, and actual results may differ materially from the information set forth above. See "Forward-Looking Statements" on page 2.
     expense, income taxes, depreciation and amortization, and adjustments. It should not be considered as an alternative to net earnings (loss) computed under GAAP
    ${ }^{3}$ Excluding the impact of the items listed that we do not believe are indicative of our core operating performance.
    ${ }^{4}$ Adjusted operating income, Adjusted net earnings (loss) and Adjusted net earnings (loss) per diluted common share exclude the impact of the items listed that we do not believe are indicative of our core operating performance. ${ }^{5}$ Tax effect was calculated using a quarterly tax rate ranging of $25 \%$.
    ${ }^{6}$ GAAP net earnings (loss) per diluted common share and Adjusted net earnings (loss) per diluted common share are calculated utilizing fourth quarter 2019 diluted average common shares outstanding of 16,556 (in thousands).

