

**Third Quarter 2018 Financial Presentation Materials** 

### **Safe Harbor**

Certain statements in this document regarding anticipated financial, business, legal or other outcomes including business and market conditions, outlook and other similar statements relating to Rayonier Advanced Materials' future events, developments, or financial or operational performance or results, are "forward-looking statements" made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and other federal securities laws. These forward-looking statements are identified by the use of words such as "may," "will," "should," "expect," "estimate," "believe," "intend," "forecast," "anticipate," "guidance," and other similar language. However, the absence of these or similar words or expressions does not mean a statement is not forward-looking. While we believe these forward-looking statements are reasonable when made, forward-looking statements are not guarantees of future performance or events and undue reliance should not be placed on these statements. Although we believe the expectations reflected in any forward-looking statements are based on reasonable assumptions, we can give no assurance these expectations will be attained and it is possible actual results may differ materially from those indicated by these forward-looking statements due to a variety of risks and uncertainties.

Our operations are subject to a number of risks and uncertainties including, but not limited to, those listed below. When considering an investment in our securities, you should carefully read and consider these risks, together with all other information in our Annual Report on Form 10-K and our other filings and submissions to the SEC, which provide much more information and detail on the risks described below. If any of the events described in the following risk factors actually occur, our business, financial condition or operating results, as well as the market price of our securities, could be materially adversely affected. These risks and events include, without limitation: Our businesses we operate are highly competitive and many of them, especially in commodity markets, are cyclical, which may result in fluctuations in pricing and volume that can adversely impact our business, financial condition and results of operations; Our ten largest customers represent approximately 38% of our pro forma 2017 revenue, and the loss of all or a substantial portion of our revenue from these large customers could have a material adverse effect on us; A material disruption at one of our major manufacturing facilities could prevent us from meeting customer demand, reduce our sales and profitability, increase our cost of production and capital needs, or otherwise adversely affect our business, financial condition and results of operation; Changes in raw material and energy availability and prices could affect our results of operations and financial condition: The availability of, and prices for, wood fiber may significantly impact our business, results of operations and financial condition; We are subject to risks associated with manufacturing and selling products and otherwise doing business outside of the United States; Our operations require substantial capital for ongoing maintenance, repair and replacement of existing facilities and equipment; Currency fluctuations may have a negative impact on our business, financial condition and results of operations; Restrictions on trade through tariffs, countervailing and anti-dumping duties, quotas and other trade barriers, in the United States and internationally, could adversely affect our ability to access certain markets; We depend on third parties for transportation services and increases in costs and the availability of transportation could adversely affect our business; Our business is subject to extensive environmental laws, regulations and permits that may restrict or adversely affect our ability to conduct our business; The impacts of climate-related initiatives remain uncertain at this time; Our failure to maintain satisfactory labor relations could have a material adverse effect on our business; We are dependent upon attracting and retaining key personnel, the loss of whom could adversely affect our business; Failure to develop new products or discover new applications for our existing products, or our inability to protect the intellectual property underlying such new products or applications, could have a negative impact on our business; Risk of loss of the Company's intellectual property and sensitive business information, or disruption of its manufacturing operations, in each case due to cyberattacks or cyber security breaches, could adversely impact the Company; We may need to make significant additional cash contributions to our retirement benefit plans if investment returns on pension assets are lower than expected or interest rates decline, and/or due to changes to regulatory, accounting and actuarial requirements; We have significant debt obligations that could adversely affect our business and our ability to meet our obligations; Challenges in the commercial and credit environments may materially adversely affect our future access to capital; We may need additional financing in the future to meet our capital needs or to make acquisitions, and such financing may not be available on favorable terms, if at all, and may be dilutive to existing stockholders: The inability to effectively integrate the Tembec acquisition, and any future acquisitions we may make, may affect our results; and, we may not achieve the benefits anticipated from our previously-announced transformation plan.

Other important factors that could cause actual results or events to differ materially from those expressed in forward-looking statements that may have been made in this document are described or will be described in our filings with the U.S. Securities and Exchange Commission, including our Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. Rayonier Advanced Materials assumes no obligation to update these statements except as is required by law.

### **Non-GAAP Financial Measures**

These presentation materials contain certain non-GAAP financial measures, including EBITDA, adjusted free cash flows, adjusted operating income, adjusted net income and adjusted net debt. These non-GAAP measures are reconciled to each of their respective most directly comparable GAAP financial measures in the appendix of these presentation materials.

We believe these non-GAAP measures provide useful information to our board of directors, management and investors regarding certain trends relating to our financial condition and results of operations. Our management uses these non-GAAP measures to compare our performance to that of prior periods for trend analyses, purposes of determining management incentive compensation and budgeting, forecasting and planning purposes.

We do not consider these non-GAAP measures an alternative to financial measures determined in accordance with GAAP. The principal limitations of these non-GAAP financial measures are that they may exclude significant expenses and income items that are required by GAAP to be recognized in our consolidated financial statements. In addition, they reflect the exercise of management's judgment about which expenses and income items are excluded or included in determining these non-GAAP financial measures. In order to compensate for these limitations, management provides reconciliations of the non-GAAP financial measures we use to their most directly comparable GAAP measures. Non-GAAP financial measures should not be relied upon, in whole or part, in evaluating the financial condition, results of operations or future prospects of the Company.

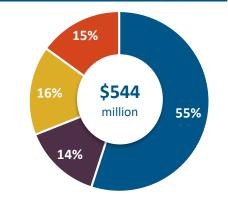


## **Third Quarter & YTD Financial Highlights**

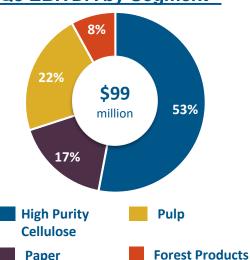
### Benefiting from greater scale and integrated portfolio

- Q3 Revenue: \$544 million
- Q3 Operating Income: \$56 million; Q3 Adjusted EBITDA: \$99 million
  - \$31 million decline in revenue with \$3 million decrease in Adjusted EBITDA from prior year\* as cost reduction efforts helped offset pressure from pricing in commodity markets and inflation
  - High Purity productivity driving sequential growth
  - Pulp prices continue to remain near historically high levels
  - Paper results boosted by reversal of newsprint duties
  - Forest Products impacted by lower price and volumes
- \$155 million of strategic initiatives tracking to plan
  - \$38 million of Cost Transformation/Synergy savings captured in 2018
    - Raising 2018 target to \$50 million from \$40 million
- Executing on balanced capital allocation strategy (YTD)
  - Invested \$30 million in strategic capital
  - Repaid \$34 million of debt
  - Returned \$39 million of capital to shareholders via dividends and buybacks
- 264% increase to adjusted diluted earnings per share year-to-date

### Q3 Revenue by Segment\*\*



### Q3 EBITDA by Segment \*\*



**Paper** 

<sup>\*</sup> Based on combined results, see Basis of Presentation disclosure

<sup>\*\*</sup>Revenue by Segment excludes eliminations, Adjusted EBITDA by Segment excludes Corporate segment results

## **High Purity Cellulose – 3Q'18 Results & Outlook**

### **Overview:**

- · Four facilities with six manufacturing lines in US, Canada and France
- Cellulose Specialties ("CS") capacity of 775,000 MT with additional 245,000 MT of commodity capacity
- Ranks as the #1 or #2 global manufacturer of acetate, ethers, MCC, tirecord, casing and nitrocellulose pulp

# Results:Segment sales declined \$26 million from prior year as CS and commodity volumes declined 6% and 5%, respectively

- CS prices declined in-line with expectations at 5%, while commodity prices increased 2%
- EBITDA decreased \$16 million primarily from lower sales, higher wood costs due to wet weather conditions, and higher chemical costs, offset by cost improvements

- CS price and volume expected to decline 3% to 4% in 2018 driven by lower demand for acetate products
- Commodity volumes expected to be down 2% from prior year
- ~\$160 million of CS sales from U.S. to China currently impacted by 5% duty or ~\$2 million EBITDA in Q4'18
- Fourth quarter EBITDA expected to be moderately below third quarter

	Quarter Ended									
		Sep 29, 2018		Jun 30, 2018	Sep 23, 2017*					
Key Financials (in millions)										
Net Sales	\$	308	\$	285	334					
Operating Income		34		28	50					
Adjusted EBITDA		63		56	79					
Adj. EBITDA Margin		20.5%		19.6%	23.7%					
Average Sales Prices (\$ per	m	etric ton)								
Cellulose Specialties		1,333		1,324	1,396					
<b>Commodity Products</b>		807		828	789					
Sales Volumes (000s of me	tri	c tons)								
Cellulose Specialties		163		150	173					
<b>Commodity Products</b>		70		65	74					

<sup>\*</sup> Based on combined results, see Basis of Presentation disclosure

## Forest Products – 3Q'18 Results & Outlook

### **Overview:**

- Seven facilities with total capacity of 770 million board feet
- Produces a range of lumber products primarily for residential and commercial construction
- Integrated facilities provide chip capacity to supply raw material fiber to Canadian pulp assets

#### **Results:**

- Sales decreased \$13 million and EBITDA \$2 million from prior year driven by 18% decline in volumes
- Volumes impacted primarily by market conditions and downtime to implement capital projects
- EBITDA of 10 million after \$6 million of duties expensed for lumber sold into the U.S. in third quarter
  - Total of \$31 million of duties expensed

- Expect average lumber prices to remain depressed in near-term resulting in break-even or at worst a modest EBITDA loss in fourth quarter
- Capital investments and cost reductions drive incremental EBITDA benefits in 2019
- Expect prices to rebound given relative level of U.S. housing starts and strong GDP growth
- Duties impact ~50% of segment sales, anticipate EBITDA impact of ~\$25 million during 2018

	Quarter Ended									
		Sep 29, 2018		Jun 30, 2018	Sep 23, 2017*					
Key Financials (in millions)										
Net Sales	\$	86	\$	97	99					
Operating Income		8		17	11					
Adjusted EBITDA		10		18	12					
Adj. EBITDA Margin		11.6%		18.6%	12.1%					

Average Sales Prices (\$ per million board feet)											
Lumber	487	534	441								
Sales Volumes (million board	d feet)										
Lumber	141	153	171								

<sup>\*</sup> Based on combined results, see Basis of Presentation disclosure

## Pulp – 3Q'18 Results & Outlook

### **Overview:**

- Footprint comprised of two Canadian facilities
- Total capacity is 570,000 MT of high-yield pulp

#### **Results:**

■ Sales and EBITDA increased \$9 million due to 17% increase in high-yield pulp prices driven by strong export demand

- Expect continued constructive markets due to:
  - Robust global economy
  - Restricted supply of recycled fiber into China
  - No new capacity expected until 2020/2021
- Prices expected to remain near historically high levels in the short-term

	Quarter Ended										
		Sep 29, 2018		Jun 30, 2018	Sep 23, 2017*						
Key Financials (in millions)											
Net Sales	\$	89	\$	91	80						
Operating Income		26		26	16						
Adjusted EBITDA		27		27	18						
Adj. EBITDA Margin		30.3%		29.7%	22.5%						
Average Sales Prices (\$ per	me	etric ton)									
High-yield Pulp		670		674	571						
Sales Volumes (000s metric	to	ns)**									
High-yield Pulp		124		125	128						

<sup>\*</sup> Based on combined results, see Basis of Presentation disclosure

<sup>\*\*</sup> excludes internal sales

## Paper – 3Q'18 Results & Outlook

### **Overview:**

- Footprint comprised of two Canadian facilities
- Total capacity is 180,000 MT of paperboard and 205,000 MT of newsprint
- Paperboard focuses on coated printing bristols for graphical end-uses in the Northeast, Midwest and Canada

#### **Results:**

- Segment sales declined \$3 million from prior year primarily due to 21% decline in newsprint volumes
  - Increased downtime in newsprint to support energy curtailment requirements, minimal impact on EBITDA
- EBITDA increased \$10 million from prior year primarily due to reversal of duties that expired in the quarter
  - Total newsprint duties of \$5 million reversed and recognized in third quarter

- Paperboard prices expected to remain relatively stable; profits impacted by higher input pulp costs
  - Stronger pulp prices in Pulp segment more than offset raw material increases in paperboard
- Newsprint prices anticipated to adjust with expiration of duties; minimal impact to baseline profitability
- Segment EBITDA expected to remain in-line with prior quarters, excluding reversal of \$5 million of duties

	Quarter Ended										
		Sep 29, 2018		Jun 30, 2018	Sep 23, 2017*						
Key Financials (in millions)											
Net Sales	\$	78	\$	84	81						
Operating Income		14		7	9						
Adjusted EBITDA		20		13	10						
Adj. EBITDA Margin		25.6%		15.5%	12.3%						
Average Sales Prices (\$ per i	ne	etric ton)									
Paperboard		1,120		1,136	1,127						
Newsprint		633		611	466						
Sales Volumes (000s metric	to	ns)									
Paperboard		45		45	49						
Newsprint		44		55	56						

<sup>\*</sup> Based on combined results, see Basis of Presentation disclosure

## **Financial Highlights**

### (\$ Millions)

	Quarter Ended         Com           3Q 2018         3Q 2017         3Q								
		3Q 2018		3Q 2017	30	Q 2017			
Sales	\$	544	\$	210	\$	575			
Operating Income		56		19					
Adjusted Operating Income*		60		24		67			
Net Income		38		16					
Adjusted Net Income*		35		10					
EBITDA*		101		53					
Adjusted EBITDA*		99		44		102			
Diluted Earnings per Share	\$	0.60	\$	0.28					
Adjusted Net Income per Share	\$	0.54	\$	0.18					

Non-GAAP measures (see Appendix for definitions and reconciliations) See Basis of Presentation disclosure

- 5% decline in combined sales driven by:
  - 6% decline in CS volumes
  - 5% decline in CS prices
  - 18% decline in lumber volumes Partially offset by:
  - 17% increase in high-yield pulp prices
  - 36% increase in newsprint prices
  - 10% increased in lumber prices
- \$1 million of duties expensed in Q3; Total of \$31 million expensed
- 3% decline in combined Adjusted EBITDA driven by decrease to sales offset by Strategic Pillars
- 264% accretion to Adjusted Net Income per share through first nine months

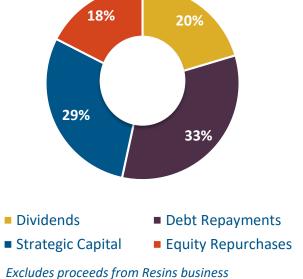


## **Capital Resources & Allocation**

(\$ Millions)

(4 1/11110113)	Nine Wonths Ended										
	Sept	ember 29, 2018		mber 23, 017							
Cash Provided by Operating Activities	\$	160	\$	118							
Cash Used for Investing Activities		(76)		(44)							
Cash Used for Financing Activities		(73)		(21)							
Change in Cash Balances	\$	11	\$	53							
Adjusted Free Cash Flows*		97		77							
Strategic Capital Expenditures		(30)		(2)							
Proceeds from sale of resin business		16		_							
Debt Principal Payments		(34)		(5)							
Dividends on Common and Preferred Stock		(21)		(16)							
Equity Repurchases		(18)		_							
Change in Cash Balances	\$	11	\$	53							
Debt Principal Balance	\$	1,209									
Cash		106									
Adjusted Net Debt*		1,103									
Available Liquidity		322									
Net Leverage**		2.8x									

## **Balanced Allocation of Adjusted Free Cash Flow**





**Advanced Materials** 

<sup>\*</sup> Non-GAAP measures (see Appendix for definitions and reconciliations).

<sup>\*\*</sup> Based on LTM Adjusted EBITDA of \$399 million

## **Perspective on Market Conditions**

### **Market Condition**

### Warket condition

- 5% tariff currently imposed by China on High Purity Cellulose products from U.S.
  - ~\$160 million of Cellulose Specialties
  - ~\$60 million of Commodity Products



### **Lumber Market**

**Chinese Tariffs** 

 Lumber prices declined significantly from Q2'18 peak



### **Management Perspective**

- 5% tariff on Cellulose Specialties sales impacts Full
   Year EBITDA by ~\$2 million per quarter
  - Minimal impact expected on Commodity Products as:
    - Fluff market is firm with ~84% of global production from U.S.
    - Don't expect incremental impact on viscose, given existing 17% tariff
- 30 years of acetate supply into China due to recognized quality and value
- Work to position Cellulose Specialties production outside U.S. if necessary
- Only 8% of Q3'18 EBITDA
- Lumber prices overcorrected from peak levels
  - 1.2 million U.S. housing starts and 3.5% Q3'18
     GDP\* indicate stable economy
- Cost Transformation and Strategic Investments drive incremental EBITDA benefits in 2019
- Industry participants taking market downtime
- Duties expected to be returned upon resolution

<sup>\*</sup> Q3 2018 estimate from U.S. Bureau of Economic Analysis

## **Strategic Pillars of Growth**

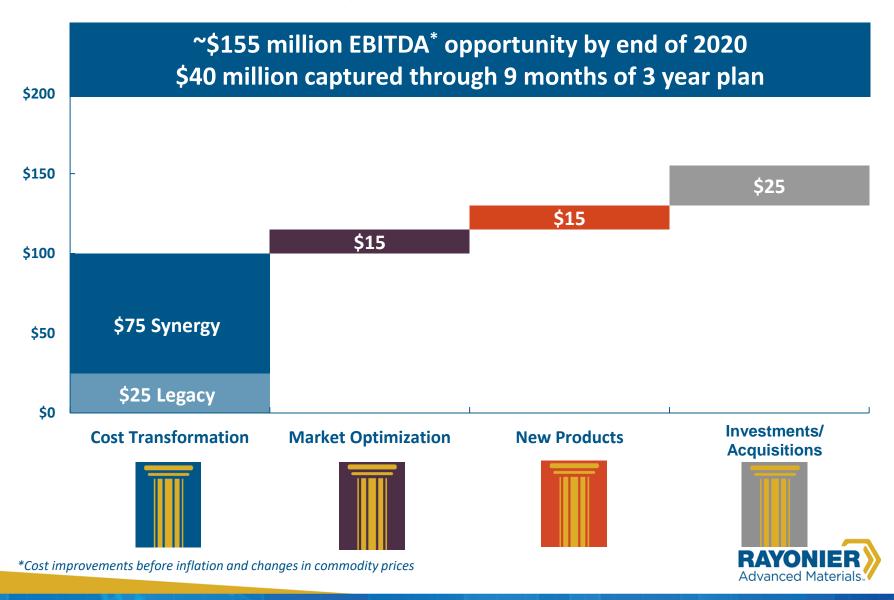
### **Well Positioned to Drive EBITDA Growth**

- Strategic Pillars provide a framework to achieve an incremental ~\$155 million of EBITDA opportunities by 2020 before cost inflation and changes in commodity sales prices
  - Cost Transformation of \$100 million, including \$75 million from synergies
  - Market Optimization of \$15 million
  - New Products of \$15 million
  - Investments/Acquisitions of \$25 million, primarily from capital projects
- Strong free cash flow generation provides a catalyst to maximize shareholder value
- Maintain a disciplined capital allocation strategy with a focus on:
  - Reducing Leverage pro forma net leverage of 2.8x\*, target net leverage ~2.5x
  - > Attractive investment opportunities including high-return capital projects
  - Stock buybacks and consistent dividend

RAYONIER Advanced Materials

<sup>\*</sup> LTM Combined Adjusted EBITDA of \$395 million

## **Strategic Pillars Tracking**



## **Disciplined & Balanced Capital Allocation**

### **Cash Flow From Operations**

**Maintain Assets** 

\$100-110 million of annual capex

**Adjusted Free Cash Flow** 

**Reduce Leverage** 

**Target 2.5x Net Leverage** 

Value Driven Approach Focused on Risk Adjusted Returns on Invested Capital

## Investment in the Company

High-return projects designed to enhance competitive position and drive EBITDA growth

## **External Strategic Investments**

Acquisitions and other investments to complement core business

## Return of Capital to Shareholders

Stock buybacks and dividends to maximize long-term shareholder returns



## **Appendix**

### **Definitions of Non-GAAP Measures**

**EBITDA** is defined as earnings before interest, taxes, depreciation and amortization. EBITDA is a non-GAAP measure used by our Chief Operating Decision Maker, existing stockholders and potential stockholders to measure how the Company is performing relative to the assets under management.

Adjusted EBITDA is defined as EBITDA adjusted for items management believes do not represent core operations. Management believes this measure is useful to evaluate the Company's performance.

Adjusted Free Cash Flows is defined as cash provided by operating activities adjusted for capital expenditures excluding strategic capital. Adjusted free cash flows is a non-GAAP measure of cash generated during a period which is available for dividend distribution, debt reduction, strategic acquisitions and repurchase of our common stock. Adjusted free cash flows is not necessarily indicative of the adjusted free cash flows that may be generated in future periods.

Adjusted Net Debt is defined as the amount of debt after the consideration of the original issue discount, premiums, and debt issuance costs, less cash. Adjusted net debt is a non-GAAP measure of debt and is not necessarily indicative of the adjusted net debt that may occur in future periods.

**Adjusted Operating Income** is defined as operating income adjusted for acquisition related costs and fair market valuation of inventory.

Adjusted Net Income is defined as net income adjusted net of tax for gain on bargain purchase, acquisition related costs, fair market valuation of inventory, and loss (gain) on derivative.

Available Liquidity is defined as the funds available under the revolving credit facility and term loans, adjusted for cash on hand and outstanding letters of credit.

# **Basis of Presentation for Combined Financial Information**

Combined net sales and operating income (loss) represents the combination of Tembec's net sales and operating earnings for the related periods, adjusted to reflect the estimated conversion from International Financial Reporting Standards to U.S. Generally Accepted Accounting Principles for certain material amounts and translated at the historical average exchange rate, with the Company's historical net sales and operating income for the related periods. The adjustments represent the Company's best estimates and are subject to change should additional information become available.

Combined EBITDA represents the combination of Tembec's reported adjusted EBITDA for the related periods translated at the historical quarterly average exchange rate with the Company's adjusted EBITDA for the related period.

The combined net sales, operating results and EBITDA of the Company and Tembec are presented for illustrative purposes only and do not necessarily reflect the net sales, operating results or EBITDA that would have resulted had the acquisition occurred for the period, nor project the results of operations for any future date or period.



## **Reconciliation of Non-GAAP Measures**

(\$ Millions)

Three Months Ended:	Forest Products		Pulp		Paper	High Purity Cellulose	Corporate & Other	Total		
September 29, 2018										
Net Income	\$	8	\$ 26	\$	16	\$ 40	\$ (52) \$	38		
Depreciation and amortization		2	1		4	30	_	37		
Interest expense, net		_	_		_	_	15	15		
Income tax expense		_	_		_	_	11	11		
EBITDA	\$	10	\$ 27	\$	20	\$ 70	\$ (26) \$	101		
Gain on bargain purchase		_	_		_	(7)	1	(6)		
Severance		_	_		_		4	4		
Adjusted EBITDA	\$	10	\$ 27	\$	20	\$ 63	\$ (21) \$	99		
September 23, 2017										
Net Income	\$	_	\$ _	\$	_	\$ 29	\$ (13) \$	16		
Depreciation and amortization		_	_		_	21	_	21		
Interest expense, net		_	_		_	_	9	9		
Income tax expense		_	_		_	_	7	7		
EBITDA	\$	_	\$ _	\$	_	\$ 50	\$ 3 \$	53		
Acquisition related costs		_	_		_	_	5	5		
Gain on derivative instrument			 _	_	_		 (14)	(14)		
Adjusted EBITDA	\$	_	\$ _	\$	_	\$ 50	\$ (6) \$	44		



### **Reconciliation of Non-GAAP Measures**

(\$ Millions)

Nine Months Ended:	Forest Products		Pulp		Paper	High F Cellu		Corporate & Other	Total		
September 29, 2018											
Net Income	\$	35	\$ 76	\$	30	\$	97	\$ (122)	\$ 116		
Depreciation and amortization		5	3		13		86	1	108		
Interest expense, net		_	_		_		_	44	44		
Income tax expense		_	_		_		_	40	40		
EBITDA	\$	40	\$ 79	\$	43	\$	183	\$ (37)	\$ 308		
Gain on bargain purchase		_	_		_		(10)	(11)	(21)		
Severance		_	_		_		_	4	4		
Adjusted EBITDA	\$	40	\$ 79	\$	43	\$	173	\$ (44)	\$ 291		
September 23, 2017											
Net Income	\$	_	\$ _	\$	_	\$	93	\$ (63)	\$ 30		
Depreciation and amortization		_	_		_		64	_	64		
Interest expense, net		_	_		_		_	25	25		
Income tax expense		_	_		_		_	18	18		
EBITDA	\$	_	\$ _	\$	_	\$	157	\$ (20)	\$ 137		
Acquisition related costs		_	_		_		_	13	13		
Gain on derivative instrument	<del> </del>	_	 _		_		_	 (16)	 (16)		
Adjusted EBITDA	\$		\$ _	\$	_	\$	157	\$ (23)	\$ 134		



### **Reconciliation of Non-GAAP Measures**

(\$ Millions)

•		ember 23, 2017
\$ 12	\$	267
1,192		513
\$ 1,204	\$	780
5		7
(106)		(379)
\$ 1,103	\$	408
	1,192 \$ 1,204 5 (106)	\$ 12 \$  1,192 \$ 1,204 \$  5 (106)



## Reconciliation of Reported to Adjusted Earnings

(\$ Millions, except per share amounts)

	Three Months Ended												<b>Nine Months Ended</b>								
	S		nber 29, 18		June 3	0, 2018		September 23, 2017				Septen 20	nbe )18	r 29,		September 23 2017					
Adjusted Operating and Net Income (a):		\$	Per Diluted Share		\$	Per Diluted Share		\$		Per iluted Share		\$	Di	Per luted hare		\$	Di	Per luted hare			
Operating Income	\$	56		\$	66		\$	19			\$	168			\$	60					
Severance expense		4			_			_				4				_					
Acquisition related costs		_			_			5				_				13					
<b>Adjusted Operating Income</b>	\$	60		\$	66		\$	24			\$	172	:		\$	73					
Net Income	\$	38	\$ 0.60	\$	54	\$ 0.83	\$	16	\$	0.28	\$	116	\$	1.82	\$	30	\$	0.46			
Severance expense		4	0.06		_	_		_		_		4		0.06		_		_			
Gain on bargain purchase		(6)	(0.10)		(15)	(0.23)		_		_		(21)		(0.33)		_		_			
Acquisition related costs		_	_		_	_		5		0.09		_		_		13		0.30			
Loss (gain) on derivative instrument		_	_		_	_		(14)		(0.25)		_		_		(16)		(0.37)			
Tax effects of adjustments		(1)	(0.02)		_	_		3		0.06		(1)		(0.01)		1		0.03			
Adjusted Net Income	\$	35	\$ 0.54	\$	39	\$ 0.60	\$	10	\$	0.18	\$	98	\$	1.53	\$	28	\$	0.42			



<sup>(</sup>a) Adjusted operating income and adjusted net income are not necessarily indicative of results that may be generated in future periods.

## **Key Production & Pricing**

Product	Index*	Q3'18 Average Index Price	Q2'18 Average Index Price	Q1'18 Average Index Price
Cellulose Specialties	• None	• N/A	• N/A	• N/A
High Purity Commodity	<ul><li>Bleached Kraft Fluff</li><li>Viscose Pulp delivered to China</li></ul>	<ul><li>\$1,328</li><li>\$930</li></ul>	<ul><li>\$1,288</li><li>\$940</li></ul>	<ul><li>\$1,223</li><li>\$920</li></ul>
Forest Products	<ul> <li>2x4 Random Lengths Grade 2 &amp; Better Great Lakes</li> <li>2x4 8' Stud Great Lakes</li> </ul>	<ul><li>\$582</li><li>\$458</li></ul>	<ul><li>\$533</li><li>\$677</li></ul>	<ul><li>\$499</li><li>\$466</li></ul>
Paperboard	Solid Bleached Sulfate 16 point	• \$1,067***	• \$1,060***	• \$1,040***
High-Yield Pulp	Bleached Eucalyptus Kraft**	• \$800	• \$800	• \$798
Newsprint	• 48.8 gram US East	• \$715	• \$695	• \$642

<sup>\*</sup> Indices provide directional relationship between products and pricing; contractual arrangements and mix will determine actual pricing



<sup>\*\*</sup> Alterative Index includes Bleached Chemi-Thermo Mechanical Pulp (BCTMP), which more closely reflects production capabilities

<sup>\*\*\*</sup> Index is based on price per short ton; sales are measured on metric ton