



### Fourth Quarter & Full Year 2023

**Financial Presentation Materials** February 28, 2024

### Safe Harbor

#### **Forward-Looking Statements**

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 RYAM's 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," 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. All statements made in this eranings release are made only as of the date set forth at the beginning of this release. The Company undertakes no obligation to update the information made in this release in the event facts or circumstances subsequently change after the date of this release. The Company has not filed its Form 10-K for the year ended December 31, 2023. As a result, all financial results described in this earnings release should be considered preliminary, and are subject to change to reflect any necessary adjustments or changes in accounting estimates, that are identified prior to the time the Company files its Form 10-K.

The Company's operations are subject to a number of risks and uncertainties including, but not limited to, those listed below. When considering an investment in the Company's securities, you should carefully read and consider these risks, together with all other information in the Company's Annual Report on Form 10-K and other filings and submissions to the SEC, which provide more information and detail on the risks described below. If any of the events described in the following risk factors actually occur, the Company's business, financial condition or operating results, as well as the market price of the Company's securities, could be materially adversely affected. These risks and events include, without limitation:

Macroeconomic and Industry Risks The Company's business, financial condition and results of operations could be adversely affected by disruptions in the global economy caused by geopolitical conflicts and related impacts. The Company is subject to risks associated with epidemics and pandemics, which could have a material adverse impact on the Company's business, financial condition, results of operations and cash flows. The businesses the Company operates are highly competitive and many of them are cyclical, which may result in fluctuations in pricing and volume that can materially adversely affect the Company's business, financial condition, results of operations and cash flows. Changes in the availability and price of raw materials and energy and continued inflationary pressure could have a material adverse effect on the Company's business, financial condition and results of operations. The Company is subject to material risks associated with doing business outside of the United States. Foreign currency exchange fluctuations may have a material adverse impact on the Company's 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 materially adversely affect the Company's ability to access certain markets.

Business and Operational Risks The Company's ten largest customers represented approximately 40 percent of 2023 revenue, and the loss of all or a substantial portion of revenue from these customers could have a material adverse effect on the Company's business. A material disruption at any of the Company's major manufacturing plants could prevent the Company from meeting customer demand, reduce sales and profitability, increase the cost of production and capital needs, or otherwise materially adversely affect the Company's business, financial condition and results of operations. Unfavorable changes in the availability of, and prices for, wood fiber may have a material adverse impact on the Company's business, financial condition and results of operations. Substantial capital is required to maintain the Company's production facilities, and the cost to repair or replace equipment, as well as the associated downtime, could materially adversely affect the Company faces substantial asset risk, including the potential for impairment related to long-lived assets. The Company depends on third parties for transportation services and unfavorable changes in the cost or discover new applications for existing products, or inability of protect the Company's business. Failure to develop new products or discover new applications for existing products, or inability to protect the cumpany's business. Loss of Company intellectual property and sensitive data or disruption of manufacturing operations due to a cybersecurity incident could materially adversely affect the Company's business. Loss of Company intellectual property and sensitive data or disruption of manufacturing operations due to a cybersecurity incident could materially adversely impact the business.

Regulatory and Environmental Risks The Company's business is subject to extensive environmental laws, regulations and permits that may materially restrict or adversely affect how the Company conducts business and its financial results. The potential longer-term impacts of climate-related risks remain uncertain at this time. Regulatory measures to address climate change may materially restrict how the Company conducts business or adversely affect its financial results.

Financial Risks The Company may need to make significant additional cash contributions to its 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. The Company has debt obligations that could materially adversely affect the Company's business and its ability to meet its obligations. Covenants in the Company's debt agreements may impair its ability to operate its business. Challenges in the commercial and credit environments may materially adversely affect the Company's future access to capital. The Company may require additional financing in the future to meet its 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.

Common Stock and Certain Corporate Matters Risks Stockholders' percentage of ownership in RYAM may be diluted. Certain provisions in the Company's amended and restated certificate of incorporation and bylaws, and of Delaware law, could prevent or delay an acquisition of the Company, which could decrease the price of its common stock.

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 the Company's filings with the U.S. Securities and Exchange Commission, including the Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. The Company assumes no obligation to update these statements except as is required by law.



### Non-GAAP Financial Measures

This earnings release and the accompanying schedules contain certain non-GAAP financial measures, including EBITDA, adjusted EBITDA, adjusted free cash flows, adjusted income from continuing operations, adjusted net debt, and net secured debt. The Company believes these non-GAAP financial measures provide useful information to its Board of Directors, management and investors regarding its financial condition and results of operations. Management uses these non-GAAP financial measures to compare its performance to that of prior periods for trend analyses, to determine management incentive compensation and for budgeting, forecasting and planning purposes.

The Company does not consider these non-GAAP financial measures an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they may exclude significant expense and income items that are required by GAAP to be recognized in the consolidated financial statements. In addition, they reflect the exercise of management's judgment about which expense and income items are excluded or included in determining these non-GAAP financial measures. In order to compensate for these limitations, reconciliations of the non-GAAP financial measures to their most directly comparable GAAP measures are provided below. 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.



### 2023 Financial Highlights

- **Revenue** of \$1,643 million; -\$74 million from 2022
- Operating loss of \$65 million, \$62 million related to non-cash asset impairment
- Adjusted Free Cash Flow of \$53 million, +\$88 million from 2022
- Adjusted EBITDA of \$139 million; -\$38 million from 2022
  - High Purity Cellulose: -\$6 million
    - Higher cellulose specialties sales prices and commodity sales volumes, along with decreased key input and logistics costs were offset by lower cellulose specialties volumes, reduced commodity prices, and higher labor costs
  - Paperboard: -\$1 million
    - Lower purchased pulp, maintenance, and logistics costs, along with the timing of maintenance outages, were offset by lower sales volumes
  - High-Yield Pulp: -\$20 million
    - Lower sales prices and volumes, coupled with increased wood costs
  - Corporate: -\$11 million
    - Lower variable compensation, benefits, and one-time severance in the prior year were more than offset by unfavorable foreign exchange rates, higher discounting and financing fees incurred to support working capital enhancements, higher ERP transformation project costs, and increased advisory/legal expenses





#### **Adjusted EBITDA**

	\$ MILLIONS
High Purity Cellulose	144
Paperboard	52
High-Yield Pulp	(1)
Corporate	(56)
TOTAL	\$139



## High Purity Cellulose

	C	uarter Ende	Year Ended				
Key Financials	Dec 31,	Sep 30,	Dec 31,	Dec 31,	Dec 31,		
	2023	2023	2022	2023	2022		
(\$ millions)							
Net Sales	\$347	\$292	\$384	\$1,313	\$1,336		
Operating Income	(49)	(6)	10	(42)	31		
Adjusted EBITDA	45	27	45	144	150		

#### **High Purity Cellulose - Volume and Price**



**Operating Income Bridge** 



- Operating income benefited from an 11% increase in Cellulose Specialties prices, partially offset by a 13% decrease in commodity prices
  - Net price for HPC declined 4% compared to 2022
- Operating income negatively impacted by an 18% decrease in cellulose specialties volumes, offset by a 39% increase in commodity product volumes
  - Net sales volumes increased 4% compared to 2022
- Higher cellulose specialties sales prices and commodity sales volumes, along with decreased key input and logistics costs were offset by lower cellulose specialties volumes and commodity prices, and higher labor costs



## Paperboard

	C	uarter Ende	Year Ended				
Key Financials	Dec 31,	Sep 30,	Dec 31,	Dec 31,	Dec 31,		
	2023	2023	2022	2023	2022		
(\$ millions)							
Net Sales	\$55	\$57	\$67	\$219	\$250		
Operating Income	8	13	9	37	37		
Adjusted EBITDA	12	17	14	52	53		

#### **Paperboard - Volume and Price**



**Operating Income Bridge** 



- Sales prices increased slightly compared to 2022
- Sales volumes decreased 13% compared to 2022, driven by customer destocking
- Lower purchased pulp, maintenance, and logistics costs, along with the timing of maintenance outages, were offset by lower sales volumes



## High-Yield Pulp

	C	uarter Ende	Year Ended				
Key Financials	Dec 31,	Sep 30,	Dec 31,	Dec 31,	Dec 31,		
	2023	2023	2022	2023	2022		
(\$ millions)							
Net Sales	\$25	\$25	\$58	\$136	\$160		
Operating Income	(5)	(6)	12	(3)	16		
Adjusted EBITDA	(5)	(5)	13	(1)	19		

#### **High-Yield Pulp - Volume and Price**



**Operating Income Bridge** 



- Sales prices declined 12% compared to 2022
- Sales volumes decreased 5% compared to 2022, driven by lower demand
- Annual decline driven by reduced sales prices and volumes, along with elevated wood costs



## Consolidated Operating Income



- Higher sales prices in Cellulose Specialties
- High Purity Cellulose commodity sales volumes increased but were more than offset by lower Cellulose Specialties, Paperboard, and High-Yield Pulp sales volumes due to market-driven demand weakness
- Labor cost inflation persisted offset by deflation on certain key inputs
- Lower variable compensation, benefits, and one-time severance in the prior year were offset by unfavorable foreign exchange rates, increased discounting and financing fees for working capital enhancements, higher ERP transformation project costs, and increased advisory/legal expenses
- Operating loss of \$65 million due primarily to a \$62 million non-cash asset impairment charge



### Capital Structure & Liquidity

- Adjusted Net Debt of \$721 million; \$14 million increase from 2022
  - Total debt of \$777 million; \$76 million decrease from 2022
  - Net Secured debt of \$698 million
- \$199 million of liquidity, including \$76 million of cash
- Working capital monetization of \$93 million
- \$128 million of CapEx in 2023
  - \$45 million Strategic CapEx
- Net secured leverage ratio of 4.2x
- Amended debt covenants starting in Q4 2023 through 2024



Amount Outst	tanding	Interest Rate	Maturity
	2	S + 2.0%	December-25
	465	7.6%	January-26
	250	S + 8.0%	July-27
	31	5.5%	April-28
alle	51	Various	Various
\$	797	9.0%	
	(20)		
\$	777		
	(76)		
\$	721		
	(23)		
\$	698		
	\$	250 31 51 \$ 797 (20) \$ 777 (76) \$ 721 (23)	$\begin{array}{c c c c c c } & & & & & & \\ & & & & & $



## 2024 Initiatives

### Opportunistically refinance Senior Notes maturing in January 2026 before going current

- Continued focus on deleveraging through targeted debt reduction
- Demonstrate stable and enhanced earnings power of the core specialty business

### ○ Optimize the balance sheet

- Reduce gross debt by \$70 million through free cash flow and passive asset sales
- Exploring potential sale of valuable non-core
   Paperboard and High-Yield Pulp businesses

### Asset optimization

- Reduce commodity exposure and earnings volatility by concentrating all commodity viscose production into Temiscaming, our lowest variable cost HPC line
- Operate assets when market conditions are conducive to profitable sales

### ○ Growth through biomaterials investments

- Expand product offering driven by demand for sustainable solutions
- Leverage strong co-product economics to extract enhanced value from current production by-products
- Tartas Bioethanol start-up in March 2024



### 2024 Guidance

**ADJUSTED FREE CASH FLOW GUIDANCE OF \$20-40 MILLION** 

(\$ Millions)



<sup>(1)</sup> Higher due to the timing of interest payments related to the 2023 refinance.

<sup>(2)</sup> Working capital includes AR, Inventory, and AP



# Market Assessment

High Durity Collulate	<ul> <li>2024 cellulose specialties low single-digit percentage price increase versus 2023 prices</li> </ul>
High Purity Cellulose	<ul> <li>Cellulose specialties sales volumes to remain flat in 2024, with increased volumes from a competitor's plant closure offset by a favorable change in volumes due to changes in customer contract terms in 2023 not expected to repeat in 2024</li> <li>Demand for cellulose specialties will be mixed. Acetate is expected to experience moderate destocking. Ethers volumes are anticipated to improve albeit at lower than historical levels. Other cellulose specialties volumes will benefit from the closure of a competitor's facility.</li> <li>Resilient market demand for commodity products, with expected improvements in fluff and viscose prices from Q4 2023</li> <li>Modest deflation of raw material and logistics input costs in 2024</li> </ul>
Biomaterials	<ul> <li>Tartas Bioethanol is set to start up in March anticipating a \$4 million EBITDA contribution in 2024 and \$8-10 million when fully scaled in 2025</li> <li>Strategic investments in Biomaterials continue to progress</li> </ul>
Paperboard	<ul> <li>Paperboard prices are expected to decrease slightly from Q4 levels, with sales volumes projected to increase as production scales up to meet improved customer demand</li> <li>Raw material prices, including purchased pulp, expected to increase from Q4 levels</li> </ul>
High-Yield Pulp	<ul> <li>High-yield pulp pricing is expected to increase in Q1 as the company captures higher index pricing from the latter part of Q4 2023</li> <li>Sales volumes are expected to increase in Q1 to meet improved customer demand</li> </ul>
Corporate/Other	<ul> <li>Corporate costs for 2024 are expected to remain flat or slightly increase</li> </ul>



## Reducing Net Leverage via EBITDA Growth & Debt Reduction









## Definitions of Non-GAAP Measures

EBITDA	Net income (loss) before interest, taxes, depreciation and amortization. EBITDA is a non-GAAP measure used by our Management, existing stockholders and potential stockholders to measure how the Company is performing relative to the assets under management.
Adjusted EBITDA	EBITDA adjusted for items management believes do not represent core operations. Management believes this measure is useful to evaluate the Company's performance.
EBITDA-continuing operations by Segment	Income from continuing operations before interest, taxes, depreciation and amortization.
Adjusted Income (Loss) from continuing operations	Income (loss) from continuing operations adjusted net of tax for items that management believes are not representative of core operations.
Adjusted Free Cash Flows – Continuing Operations	Cash provided by operating activities from continuing operations adjusted for capital expenditures, net of proceeds from sale of assets and 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 Net Debt	The amount of debt after the consideration of the debt premiums, original issue discounts and issuance costs, less cash.
Net Secured Debt	Adjusted net debt less unsecured debt.
Available Liquidity	The funds available under the revolving credit facility adjusted for cash on hand and outstanding letters of credit.



# Net Sales and Operating Income by Segment (\$ MILLIONS)

		T	hree Mon	Year Ended						
(in millions)		nber 31, 023	Septeml 202	· · · ·			mber 31, 2023		December 31, 2022	
High Purity Cellulose	\$	347	\$	292	\$	384	\$	1,313	\$	1,336
Paperboard		55		57		67		219		250
High-Yield Pulp		25		25		58		136		160
Eliminations		(5)		(5)		(9)		(25)		(29)
Net sales	\$	422	\$	369	\$	500	\$	1,643	\$	1,717
	LEITTE					1116		11111		
	(IIIII)		hree Mon	ths Ende	d	1111	21	Year l	Ended	
(in millions)		T nber 31, 023	hree Mon Septeml 202	ber 30,	ed Decembe 2022	· · · ·		Year 1 mber 31, 2023		ember 31, 2022
(in millions) High Purity Cellulose		nber 31,	Septem 202	ber 30, 23	Decembe	· · · ·		mber 31,	Dec	
	2	nber 31, 023	Septem 202	ber 30, 23	December 2022	2	2	mber 31, 2023	Dec	2022
High Purity Cellulose	2	<b>nber 31,</b> 023 (49)	Septem 202	ber 30, 23 (6)	December 2022	<b>2</b>	2	mber 31, 2023 (42)	Dec	<b>2022</b> 31
High Purity Cellulose Paperboard	2	<b>nber 31,</b> 023 (49) 8	Septem 202	<b>ber 30,</b> 23 (6) 13	December 2022	2 10 9	2	<b>mber 31,</b> 2023 (42) 37	Dec	<b>2022</b> 31 37



# Consolidated Statements of Operations (\$ MILLIONS)

		Tł	iree	e Months End	ed			Year Ended			
	D	ecember 31, 2023	Se	eptember 30, 2023	D	ecember 31, 2022	D	ecember 31, 2023	D	ecember 31, 2022	
Net sales	\$	422	\$	369	\$	500	\$	1,643	\$	1,717	
Cost of sales		(395)		(360)		(456)		(1,555)		(1,594	
Gross margin		27		9		44		88		123	
Selling, general and administrative expense		(17)		(22)		(23)		(76)		(91	
Foreign exchange gain (loss)		(2)		1		—		(3)		4	
Asset impairment		(62)		_		_		(62)			
Other operating expense, net		(7)		(2)		(5)		(12)		(10	
Operating income (loss)		(61)		(14)		16		(65)		26	
interest expense		(22)		(21)		(17)		(74)		(60	
Gain on GreenFirst equity securities		—		—		—		—		4	
Other income, net		1		4		3		7		11	
income (loss) from continuing operations before ncome tax		(82)		(31)		2		(132)		(24	
ncome tax (expense) benefit		21		5		2		32		(	
Equity in loss of equity method investment		_		(1)		_		(2)		(.	
income (loss) from continuing operations		(61)		(27)		4		(102)		(2)	
income from discontinued operations, net of tax		_		2		_		_		12	
Net income (loss)	\$	(61)	\$	(25)	\$	4	\$	(102)	\$	(1:	
Basic earnings per common share											
income (loss) from continuing operations	\$	(0.94)	\$	(0.41)	\$	0.06	\$	(1.57)	\$	(0.42	
income from discontinued operations		_		0.02		—		—		0.19	
Net income (loss) per common share	\$	(0.94)	\$	(0.39)	\$	0.06	\$	(1.57)	\$	(0.23	
Diluted earnings per common share											
income (loss) from continuing operations	\$	(0.94)	\$	(0.41)	\$	0.05	\$	(1.57)	\$	(0.42	
income from discontinued operations		_		0.02		_		_		0.19	
Net income (loss) per common share	\$	(0.94)	\$	(0.39)	\$	0.05	\$	(1.57)	\$	(0.23	
Shares used in determining EPS											
Basic EPS		65,356,895		65,343,418		63,983,818		65,108,397		63,910,010	
Diluted EPS		65,356,895		65,343,418		66,213,467		65,108,397		63,910,010	



### Consolidated Balance Sheets (\$ MILLIONS)

	December 31,				
	2023		2022		
Assets					
Cash and cash equivalents	\$ 76	\$	152		
Other current assets	499		538		
Property, plant and equipment, net	1,075		1,151		
Other assets	 533		507		
Total assets	\$ 2,183	\$	2,348		
Liabilities and Stockholders' Equity					
Debt due within one year	\$ 25	\$	14		
Other current liabilities	351		340		
Long-term debt	752		839		
Non-current environmental liabilities	160		160		
Other liabilities	148		166		
Total stockholders' equity	747		829		
Total liabilities and stockholders' equity	\$ 2,183	\$	2,348		



# Reconciliation of EBITDA by Segment (\$ MILLIONS)

	Year Ended December 31, 2023									
		Purity ulose	Paperboa	rd	High-Y Pulp		Corporate		Total	
Income (loss) from continuing operations	\$	(41)	\$	39	\$	(3)	\$ (97)	\$	(102)	
Depreciation and amortization		123		13		2	2		140	
Interest expense, net				—			69		69	
Income tax benefit							(32)		(32)	
EBITDA-continuing operations		82		52		(1)	(58)		75	
Asset impairment		62					—		62	
Pension settlement loss				_			2		2	
Adjusted EBITDA-continuing operations	\$	144	\$	52	\$	(1)	\$ (56)	\$	139	

	Year Ended December 31, 2022									
		n Purity llulose	High-Yield Paperboard Pulp			Corporate			Total	
Income (loss) from continuing operations	\$	33	\$	39	\$	17	\$	(116)	\$	(27)
Depreciation and amortization		117		14		2		2		135
Interest expense, net				—				64		64
Income tax expense								1	_	1
EBITDA-continuing operations		150		53		19		(49)		173
Pension settlement loss				_		_		1		1
Severance				—		—		4		4
Gain on debt extinguishment				_				(1)		(1)
Adjusted EBITDA-continuing operations	\$	150	\$	53	\$	19	\$	(45)	\$	177



# Reconciliation of EBITDA Guidance

	Annual Guidance								
	20	24							
]	Low	High							
\$	(34)	\$	(14)						
	140		140						
	75		75						
	(1)		(1)						
\$	180	\$	200						
	<b>S</b>	20 Low \$ (34) 140 75 (1)	2024 Low \$ (34) \$ 140 75 (1)						



# Reconciliation of Adjusted Free Cash Flow (\$ MILLIONS)

	Year Ended D	1 December 31, 2022			
	2023	2022			
Cash provided by operating activities-continuing operations	\$ 136	\$ 69			
Capital expenditures, net	 (83)	(104)			
Adjusted free cash flow-continuing operations	\$ 53	\$ (35)			



# Reconciliation of Adjusted Free Cash Flow Guidance (\$ MILLIONS)

 Annual Guidance Range					
20	24				
 Low		High			
\$ 105	\$	125			
 (85)	_	(85)			
\$ 20	\$	40			
\$ \$	20 Low \$ 105 (85)	2024 Low \$ 105 \$ (85)			



# Reconciliation of Adjusted Net Secured Debt (\$ MILLIONS)

	December 31,							
	2	023		2022				
Debt due within one year	\$	25	\$	14				
Long-term debt		752		839				
Total debt		777		853				
Unamortized premium, discount and issuance costs		20		6				
Cash and cash equivalents		(76)		(152)				
Adjusted net debt		721		707				
Unsecured debt		(23)		(327)				
Net secured debt	\$	698	\$	380				



### Reconciliation of Adjusted Income from Continuing Operations (\$ MILLIONS)

	Three Months Ended											Year Ended								
		Decem 20		September 30, 2023			December 31, 2022			December 31, 2023			31,			mber 31, 2022				
	Per Diluted \$ Share			Per Diluted S Share		Diluted	\$		Per Diluted Share		\$		Per Diluted Share			\$	Per Diluteo Share			
Income (loss) from continuing operations	\$	(61)	\$	(0.94)	\$	(27)	\$	(0.41)	\$	4	\$	0.05	\$	(102)	\$	(1.57)	\$	(27)	\$	(0.42)
Asset impairment		62		0.95		_				_				62		0.96		_		_
Pension settlement loss						—		_						2		0.04		1		0.01
Severance						—				_								4		0.06
(Gain) loss on debt extinguishment		_		_		1		0.01		(1)		(0.01)		_		_		(1)		(0.01)
Tax effect of adjustments		(15)		(0.23)		_				_		_		(15)		(0.24)				_
Adjusted income (loss) from continuing operations	\$	(14)	\$	(0.22)	\$	(26)	\$	(0.40)	\$	3	\$	0.04	\$	(53)	\$	(0.81)	\$	(23)	\$	(0.36)



## Commodity Prices Mixed



### Viscose Delivered to China

#### **BEK** (High-Yield Pulp Proxy) Delivered to China



#### Fluff Delivered to North America



#### Paperboard 16-point SBS



