#  <br> Pure Nature •Pure Science ${ }^{m}$ 

Second Quarter 2023
Financial Presentation Materials

August 8, 2023

## Safe Harbor

## Forward-Looking Statements








 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-Q.


 adversely affected. These risks and events include, without limitation:





 quotas and other trade barriers, in the United States and internationally, could materially adversely affect the Company's ability to access certain markets.

 the cost of production and capital needs, or otherwise materially adversely affect the Company's business, financial condition and results of operations;







 adversely affect its financial results..


 such financing may not be available on favorable terms, if at all, and may be dilutive to existing stockholders.
 Delaware law, could prevent or delay an acquisition of the Company, which could decrease the price of its common stock.

 as is required by law.

## Non-GAAP Financial Measures

This earnings presentation and the accompanying schedules contain certain non-GAAP financial measures, including EBITDA, adjusted EBITDA, adjusted free cash flows, adjusted income from continuing operations and adjusted net 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 nonGAAP financial measures to their most directly comparable GAAP measures are provided below. Non-GAAP financial measures are not necessarily indicative of results that may be generated in future periods and should not be relied upon, in whole or part, in evaluating the financial condition, results of operations or future prospects of the Company.

## Q2’23 Financial Highlights

- Revenue of $\$ 385$ million; - $\$ 14$ million or -4\% from Q2'22
- Operating loss of \$7 million; -\$4 million from Q2'22
- Adjusted Free Cash Flow generation of $\$ 52$ million
- Adjusted EBITDA of $\$ 27$ million; -\$7 million or -21\% from Q2'22
- High Purity Cellulose: -\$8 million
- Lower commodity prices, lower Cellulose Specialties volumes due to customer destocking and higher costs, partially offset by higher Cellulose Specialties prices and commodity sales volumes
- Paperboard: -\$4 million
- Lower sales volumes due to customer destocking partially offset by higher prices
- High-Yield Pulp: + \$1 million
- Higher prices and improved volumes
- Corporate: +\$4 million
- Lower variable stock-based compensation and severance, partially offset by unfavorable foreign exchange rates

Updating Adjusted EBITDA Guidance to $\mathbf{\$ 1 8 5 - 2 0 0}$ million Raising Adjusted Free Cash Flow Guidance to \$55-70 million

Revenue by Segment/Product*


Adjusted EBITDA

|  | \$ millions |
| :--- | ---: |
| High Purity Cellulose | 28 |
| Paperboard | 10 |
| High-Yield Pulp | 1 |
| Corporate | $(12)$ |
| Total | $\$ 27$ |

*Revenue \% by segment excludes eliminations

## High Purity Cellulose

|  | Quarter Ended |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Key Financials | Jul 1, | Apr 1, | Jun 25, |  |
|  | $\mathbf{2 0 2 3}$ | $\mathbf{2 0 2 3}$ | 2022 |  |
| (\$ millions) |  |  |  |  |
| Net Sales | $\$ 300$ | $\$ 374$ | $\$ 302$ |  |
| Operating Income | - | 13 | 7 |  |
| Adjusted EBITDA | 28 | 44 | 36 |  |

High Purity Cellulose - Volume and Price


Operating Income Bridge


- 4\% decrease in sales price compared to the prior year period, driven by a $4 \%$ decrease in commodity product prices, partially offset by a $13 \%$ increase in Cellulose Specialties prices
- $4 \%$ increase in sales volumes driven by a $72 \%$ increase in commodity product volumes, partially offset by a $27 \%$ decrease in Cellulose Specialties volumes
- Op Income decreased due to lower Cellulose Specialties sales volumes driven by customer destocking, lower commodity product prices and higher costs for labor and maintenance


## Paperboard

|  | Quarter Ended |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Key Financials | Jul 1, | Apr 1, | Jun 25, |  |
|  | 2023 | $\mathbf{2 0 2 3}$ | $\mathbf{2 0 2 2}$ |  |
| (\$ millions) | $\$ 48$ | $\$ 59$ | $\$ 63$ |  |
| Net Sales | 6 | 10 | 10 |  |
| Operating Income | 10 | 13 | 14 |  |
| Adjusted EBITDA |  |  |  |  |



Paperboard - Volume and Price


- 4\% increase in sales price compared to the prior year period driven by continued demand for sustainable packaging
- $27 \%$ decrease in sales volumes driven by lower productivity and customer destocking
- Op Income decreased due to lower sales volumes partially offset by higher sales price


## High-Yield Pulp

|  | Quarter Ended |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Key Financials | Jul 1, | Apr 1, | Jun 25, |  |
|  | 2023 | 2023 | 2022 |  |
| (\$ millions) | $\$ 44$ | $\$ 42$ | $\$ 40$ |  |
| Net Sales | 1 | 7 | $(2)$ |  |
| Operating Income | 1 | 8 | - |  |
| Adjusted EBITDA |  |  |  |  |

Operating Income Bridge
\$ Millions


High-Yield Pulp - Volume and Price*


## Consolidated Operating Income

(\$ Millions)
Bridge Q2'22 to Q2'23


- Operating loss of $\$ 7$ million; down $\$ 4$ million from the prior year period
- Higher sales prices in Cellulose Specialties, Paperboard and High Yield Pulp compared to prior year
- Increased sales mix into High Purity Cellulose commodity markets and lower Paperboard volumes impacted results
- Increased cost of sales, including labor and maintenance expense, driven by inflation
- SG\&A and Other improved $\$ 7$ million primarily from lower variable stock compensation expense and executive severance costs


## Capital Structure \& Liquidity

■ Adjusted Net Debt of $\$ 682$ million; $\$ 82$ million decline from Q2'22

- $\$ 272$ million of liquidity, including $\$ 157$ million of cash as of Q2'23
- Capital Allocation focused on:
- Debt repayment
- Debt to be reduced by an additional $\$ 68$ million as a part of the announced refinancing transaction
- Net Debt to LTM Adjusted EBITDA of 3.4x

Successfully raised $\$ 250$ million to refinance existing 2024 senior unsecured notes

- The new note provides flexibility to continue repaying debt and invest in the growing biomaterials business

Total Liquidity


## Refinance Transaction

| Instrument | $\$ 250$ million $1^{\text {st }}$ Lien Term Loan |
| :--- | :--- |
| Structure | Guarantees - Same as existing Senior Secured Notes, with all future obligors <br> Collateral - Same as existing Senior Secured Notes |
| Maturity | 4 years |
| Interest Rate | SOFR +800 bps |
| SOFR Floor | $3.0 \%$ |
| Upfront Fees | $3.0 \%$ |
| Amortization | $2 \%$ per annum (\$5 million), paid quarterly |
| Excess Cash Flow Sweep | $50 \%$ stepping down to $25 \%$ if Net Secured Leverage Ratio between 2.00 and $2.50 x$, and <br>  <br> Optional Prepayment |
| Financial Covenants | NC1, 103, 101, par |

## Key Highlights

- Provides the operational flexibility needed to meet strategic objectives
- Ability to continue repaying debt to achieve a $2.5 x$ net leverage target
- Ability to invest in cost improvement projects for core Cellulose Specialties business
- Ability to continue strategic investments into the growing Biomaterials business
- Reduced total debt to help offset the impact of the higher interest rate
- $\$ 68$ million debt reduction using robust cash position
- Pro forma liquidity of approximately $\$ 187$ million as of Q2'23


## Update on 2023 Initiatives

- Completed refinance of 2024 Notes
- Raising 2023 Adjusted Free Cash Flow guidance; updating 2023 Adjusted EBITDA guidance
- Raising guidance to generate $\$ 55-70$ million of Adjusted Free Cash Flow
- Updating guidance to achieve \$185-200 million of Adjusted EBITDA
- Adjustments driven by:
- \$45 million from lower commodity pricing;
- Sales volume declines of $\$ 15$ million in Cellulose Specialties and Paperboard primarily due to customer destocking;
- Partially offset by $\$ 5$ million of disinflation on some key inputs; and
- Proactive cost reduction actions of nearly $\$ 40$ million
- Continued capital investments in productivity, cost reduction and for long-term growth
- Prioritizing value over volume for our high value products
- Cellulose Specialties prices up 13\% year over year
- Reviewing strategic alternatives for the High Purity Cellulose viscose and paper pulp business
- ~\$300 million of EBITDA generated by Cellulose Specialties, Fluff, and Paperboard offset by ~\$50 million loss from Viscose and Paper Pulp, exclusive of corporate overhead
- Objective is to eliminate volatility \& largely mitigate losses by 2025


## 2023 Free Cash Flow Guidance

## Raising guidance to generate Adjusted Free Cash Flow to \$55-70 million

(\$ Millions)


* Working capital includes AR, Inventory and AP


## Market Assessment



## Reducing Net Leverage via EBITDA Growth \& Debt Reduction




## Appendix

## Definitions of Non-GAAP Measures

EBITDA is defined as net income (loss) before interest, taxes, depreciation and amortization. EBITDA is a nonGAAP 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 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.
EBITDA-continuing operations by Segment is defined as income from continuing operations before interest, taxes, depreciation and amortization.
Adjusted Income (Loss) from continuing operations is defined as income (loss) from continuing operations adjusted net of tax for pension settlement loss and certain non-recurring expenses.
Adjusted Free Cash Flows - Continuing Operations is defined as 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 is defined as the amount of debt after the consideration of the debt premiums, original issue discounts and issuance costs, less cash.
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.

## Net Sales and Operating Income by Segment

 (\$ Millions)| (in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2023 |  | April 1, 2023 |  | June 25, 2022 |  |
| High Purity Cellulose | \$ | 300 | \$ | 374 | \$ | 302 |
| Paperboard |  | 48 |  | 59 |  | 63 |
| High-Yield Pulp |  | 44 |  | 42 |  | 40 |
| Eliminations |  | (7) |  | (8) |  | (6) |
| Net sales | \$ | 385 | \$ | 467 | \$ | 399 |
|  | Three Months Ended |  |  |  |  |  |
| (in millions) | July 1, 2023 |  | April 1, 2023 |  | June 25, 2022 |  |
| High Purity Cellulose | \$ | - | \$ | 13 | \$ | 7 |
| Paperboard |  | 6 |  | 10 |  | 10 |
| High-Yield Pulp |  | 1 |  | 7 |  | (2) |
| Corporate |  | (14) |  | (13) |  | (18) |
| Operating income (loss) | \$ | (7) | \$ | 17 | \$ | (3) |

## Consolidated Statements of Operations

(\$ Millions)

|  | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2023 |  | April 1, 2023 |  | June 25, 2022 |  |
| Net sales | \$ | 385 | \$ | 467 | \$ | 399 |
| Cost of sales |  | (370) |  | (430) |  | (372) |
| Gross margin |  | 15 |  | 37 |  | 27 |
| Selling, general and administrative expense |  | (18) |  | (19) |  | (28) |
| Foreign exchange gain (loss) |  | (2) |  | - |  | 2 |
| Other operating expense, net |  | (2) |  | (1) |  | (4) |
| Operating income (loss) |  | (7) |  | 17 |  | (3) |
| Interest expense |  | (16) |  | (15) |  | (16) |
| Gain (loss) on GreenFirst equity securities |  | - |  | - |  | (4) |
| Other income (expense), net |  | 4 |  | (2) |  | 3 |
| Loss from continuing operations before income taxes |  | (19) |  | - |  | (20) |
| Income tax (expense) benefit |  | 3 |  | 3 |  | (4) |
| Equity in loss of equity method investment |  | - |  | (1) |  | (1) |
| Income (loss) from continuing operations |  | (16) |  | 2 |  | (25) |
| Income (loss) from discontinued operations, net of taxes |  | (1) |  | - |  | 2 |
| Net income (loss) | \$ | (17) | \$ | 2 | \$ | (23) |
|  |  |  |  |  |  |  |
| Basic and Diluted earnings per common share |  |  |  |  |  |  |
| Income (loss) from continuing operations | \$ | (0.24) | \$ | 0.02 | \$ | (0.39) |
| Income (loss) from discontinued operations |  | (0.02) |  | - |  | 0.03 |
| Net income (loss) per common share | \$ | (0.26) | \$ | 0.02 | \$ | (0.36) |
|  |  |  |  |  |  |  |
| Shares used in determining EPS |  |  |  |  |  |  |
| Basic EPS |  | 6,344 |  | 4,200 |  | 8,761 |
| Diluted EPS |  | 6,344 |  | 6,653 |  | 8,761 |

## Consolidated Balance Sheets

## (\$ Millions)

|  | July 1, 2023 |  | December 31, 2022 |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Cash and cash equivalents | \$ | 157 | \$ | 152 |
| Other current assets |  | 483 |  | 538 |
| Property, plant and equipment, net |  | 1,152 |  | 1,151 |
| Other assets |  | 514 |  | 507 |
| Total assets | \$ | 2,306 | \$ | 2,348 |
|  |  |  |  |  |
| Liabilities and Stockholders' Equity |  |  |  |  |
| Debt due within one year | \$ | 81 | \$ | 14 |
| Other current liabilities |  | 329 |  | 340 |
| Long-term debt |  | 753 |  | 839 |
| Non-current environmental liabilities |  | 159 |  | 160 |
| Other liabilities |  | 170 |  | 166 |
| Total stockholders' equity |  | 814 |  | 829 |
| Total liabilities and stockholders' equity | \$ | 2,306 | \$ | 2,348 |

## Reconciliation of EBITDA by Segment

(\$ Millions)

|  | Three Months Ended July 1, 2023 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | High Purity Cellulose |  | Paperboard |  | $\begin{gathered} \text { High-Yield } \\ \text { Pulp } \\ \hline \end{gathered}$ |  | Corporate |  | Total |  |
| Income (loss) from continuing operations | \$ | - | \$ | 6 | \$ | 1 | \$ | (23) | \$ | (16) |
| Depreciation and amortization |  | 28 |  | 4 |  | - |  | 1 |  | 33 |
| Interest expense, net |  | - |  | - |  | - |  | 14 |  | 14 |
| Income tax benefit |  | - |  | - |  | - |  | (3) |  | (3) |
| EBITDA-continuing operations |  | 28 |  | 10 |  | 1 |  | (11) |  | 28 |
| Gain on debt extinguishment |  | - |  | - |  | - |  | (1) |  | (1) |
| Adjusted EBITDA-continuing operations | \$ | 28 | \$ | 10 | \$ | 1 | \$ | (12) | \$ | 27 |


|  | Three Months Ended April 1, 2023 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | High Purity Cellulose |  | Paperboard |  | $\begin{gathered} \text { High-Yield } \\ \text { Pulp } \\ \hline \end{gathered}$ |  | Corporate |  | Total |  |
| Income (loss) from continuing operations | \$ | 13 | \$ | 10 | \$ | 7 | \$ | (28) | \$ | 2 |
| Depreciation and amortization |  | 31 |  | 3 |  | 1 |  | - |  | 35 |
| Interest expense, net |  | - |  | - |  | - |  | 15 |  | 15 |
| Income tax benefit |  | - |  | - |  | - |  | (3) |  | (3) |
| EBITDA-continuing operations |  | 44 |  | 13 |  | 8 |  | (16) |  | 49 |
| Pension settlement loss |  | - |  | - |  | - |  | 2 |  | 2 |
| Adjusted EBITDA-continuing operations | \$ | 44 | \$ | 13 | \$ | 8 | \$ | (14) | \$ | 51 |


|  | Three Months Ended June 25, 2022 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | High Purity Cellulose |  | Paperboard |  | High-Yield Pulp |  | Corporate |  | Total |  |
| Income (loss) from continuing operations | \$ | 6 | \$ | 11 | \$ | (1) | \$ | (41) | \$ | (25) |
| Depreciation and amortization |  | 30 |  | 3 |  | 1 |  | - |  | 34 |
| Interest expense, net |  | - |  | - |  | - |  | 16 |  | 16 |
| Income tax expense |  | - |  | - |  | - |  | 4 |  | 4 |
| EBITDA-continuing operations |  | 36 |  | 14 |  | - |  | (21) |  | 29 |
| Pension settlement loss |  | - |  | - |  | - |  | 1 |  | 1 |
| Severance |  | - |  | - |  | - |  | 4 |  | 4 |
| Adjusted EBITDA-continuing operations | \$ | 36 | \$ | 14 | \$ | - | \$ | (16) | \$ | 34 |

## Reconciliation of EBITDA Guidance

## (\$ Millions)

|  | Annual Guidance Range |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2023 |  |  |  |
|  | Low |  | High |  |
| Loss from continuing operations | \$ | (17) | \$ | (2) |
| Depreciation and amortization |  | 140 |  | 140 |
| Interest expense, net |  | 65 |  | 65 |
| Income tax benefit ${ }^{(0)}$ |  | (3) |  | (3) |
| EBITDA and Adjusted EBITDA-continuing operations | \$ | 185 | \$ | 200 |

## Reconciliation of Adjusted Free Cash Flow

## (\$ Millions)

|  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2023 |  | June 25, 2022 |  |
| Cash provided by (used in) operating activities-continuing operations | \$ | 84 | \$ | (36) |
| Capital expenditures, net |  | (32) |  | (71) |
| Adjusted free cash flows-continuing operations | \$ | 52 | \$ | (107) |

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

|  | Annual Guidance Range |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2023 |  |  |  |
|  | Low |  | High |  |
| Cash provided by operating activities-continuing operations | \$ | 150 | \$ | 165 |
| Capital expenditures, net |  | (95) |  | (95) |
| Adjusted free cash flows-continuing operations | \$ | 55 | \$ | 70 |

## Reconciliation of Adjusted Net Debt

(\$ Millions)

|  | July 1, 2023 |  | December 31, 2022 |  |
| :---: | :---: | :---: | :---: | :---: |
| Debt due within one year | \$ | 81 | \$ | 14 |
| Long-term debt |  | 753 |  | 839 |
| Total debt |  | 834 |  | 853 |
| Unamortized debt premium, discount and issuance costs |  | 5 |  | 6 |
| Cash and cash equivalents |  | (157) |  | (152) |
| Adjusted net debt | \$ | 682 | \$ | 707 |

## Reconciliation of Adjusted Income

```
(\$ Millions)
```

|  | Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2023 |  |  | April 1, 2023 |  |  |  | June 25, 2022 |  |  |
|  | \$ |  | $\begin{gathered} \text { Per } \\ \text { Diluted } \\ \text { Share } \end{gathered}$ | S |  | $\begin{gathered} \text { Per } \\ \text { Diluted } \\ \text { Share } \end{gathered}$ |  | \$ |  | $\begin{gathered} \text { Per } \\ \text { Diluted } \\ \text { Share } \end{gathered}$ |
| Income (loss) from continuing operations | \$ | (16) | \$ (0.24) | \$ | 2 | \$ | 0.02 | \$ | (25) | \$ (0.39) |
| Pension settlement loss |  | - | - |  | 2 |  | 0.03 |  | 1 | 0.02 |
| Severance |  | - | - |  | - |  | - |  | 4 | 0.06 |
| Gain on debt extinguishment |  | (1) | (0.01) |  | - |  | - |  | - |  |
| Tax effect of adjustments |  | - | - |  | - |  | - |  | - | - |
| Adjusted income (loss) from continuing operations | \$ | (17) | \$ (0.25) | \$ | 4 | \$ | 0.05 | \$ | (20) | \$ (0.31) |

# Commodity Prices Mixed 



