



# First Quarter 2021 Financial Presentation Materials

*May 4, 2021*

# 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 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:*

**Epidemic and Pandemic Risks** *Our businesses are subject to risks associated with epidemics and pandemics, including the COVID-19 pandemic and related impacts. The nature and extent of ongoing and future impacts of the pandemic are highly uncertain and unpredictable.*

**Macroeconomic and Industry Risks** *The businesses we operate are highly competitive and many of them are cyclical, which may result in fluctuations in pricing and volume that can adversely impact our business, financial condition and results of operations; Changes in raw material and energy availability and prices could affect our business, financial condition and results of operations; We are subject to risks associated with doing business outside of the United States; 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.*

**Business and Operating Risks** *Our ten largest customers represent approximately 31 percent of our 2020 sales, and the loss of all or a substantial portion of our revenue from these large customers could have a material adverse effect on our business; 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; The availability of, and prices for, wood fiber could materially impact our business, results of operations and financial condition; Our operations require substantial capital; We depend on third parties for transportation services and increases in costs and the availability of transportation could adversely affect our business; 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; The 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 cybersecurity breaches, could adversely impact the Company*

# Safe Harbor

**Regulatory Risks** Our business is subject to extensive environmental laws, regulations and permits that may restrict or adversely affect our financial results and how we conduct business; The potential longer-term impacts of climate-related risks remain uncertain at this time.

**Financial Risks** 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; The phase-out of LIBOR as an interest rate benchmark in 2023 may impact our borrowing costs; 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.

**Company's Common Stock and Certain Corporate Matters Risks** Your percentage of ownership in the Company may be diluted in the future; Certain provisions in our 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 our 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 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.

All statements made in this earnings 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 8-K for the quarter ended March 27, 2021. 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 8-K.

# Non-GAAP Financial Measures

These presentation materials contain certain non-GAAP financial measures, including EBITDA, adjusted EBITDA, adjusted free cash flows, adjusted operating income, adjusted income (loss) from continuing operations 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.

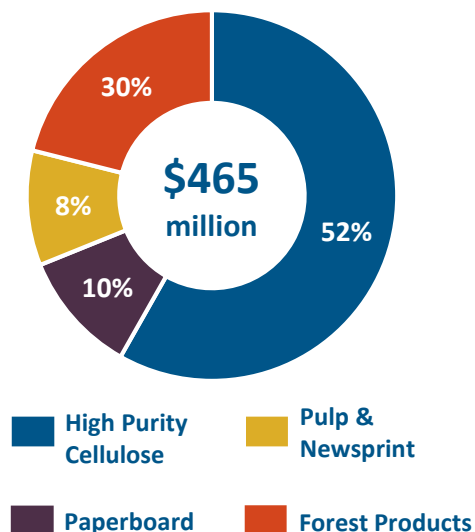
We believe these non-GAAP measures provide useful information to our board of directors, management and investors regarding certain trends relating to our financial condition and results of operations. Our management uses these non-GAAP measures to compare our performance to that of prior periods for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

# Q1'21 Financial Highlights

- Revenue of \$465 million; Operating Income of \$55 million
- Adjusted EBITDA of \$91 million; \$64 million improvement from prior year
  - High Purity Cellulose improved 35% on higher commodity prices and higher CS volumes
  - Forest Products increased substantially driven 118% increase in lumber prices
  - Paperboard increased 11% driven by lower operational costs
  - Pulp & Newsprint held flat as higher prices were offset by lower sales volumes
  - Corporate costs increased \$7 million due to non-cash FX and an increased reserve due to a dispute settlement
- Adjusted Free Cash Flow of \$21 million
  - Working capital increase of \$35 million due to seasonality of wood harvest, timing of shutdowns and logistic constraints
- Announced strategic sale of lumber and newsprint assets and investment in Anomera

**Revenue by Segment**



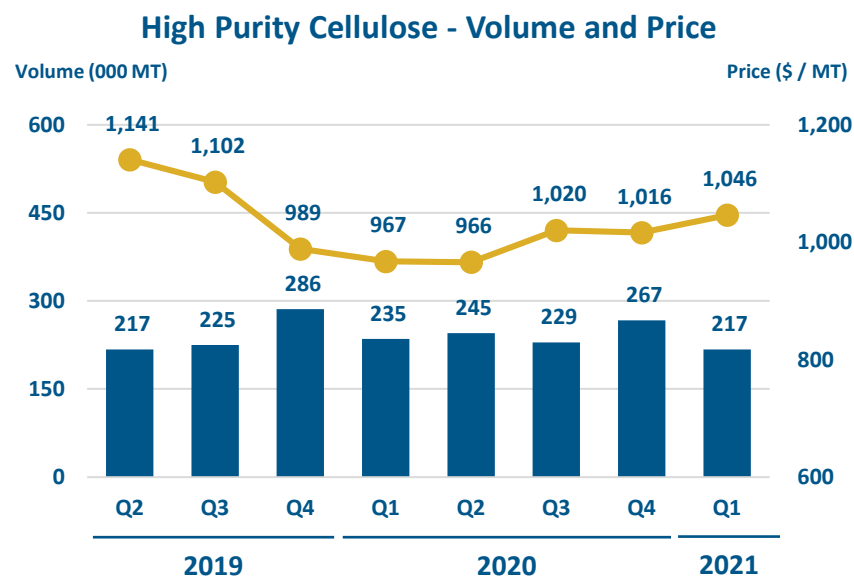
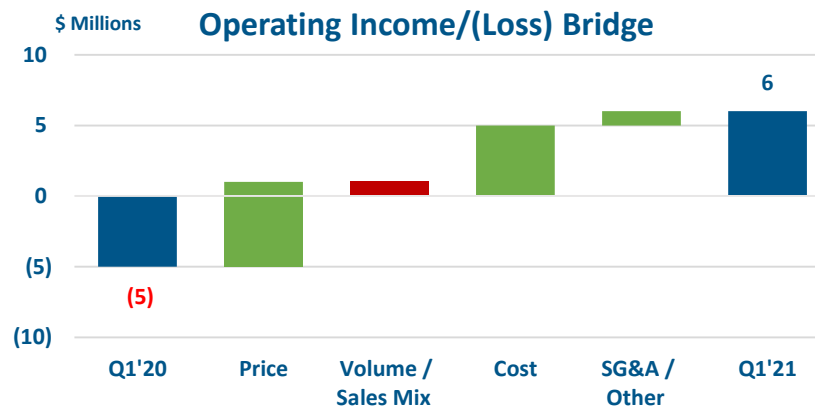
**Adjusted EBITDA by Segment**

|                       | <i>\$ millions</i> |
|-----------------------|--------------------|
| High Purity Cellulose | 35                 |
| Forest Products       | 63                 |
| Paperboard            | 10                 |
| Pulp & Newsprint      | (4)                |
| Corporate             | (13)               |
| <b>Total</b>          | <b>91</b>          |

*\*Revenue by Segment excludes eliminations*

# High Purity Cellulose

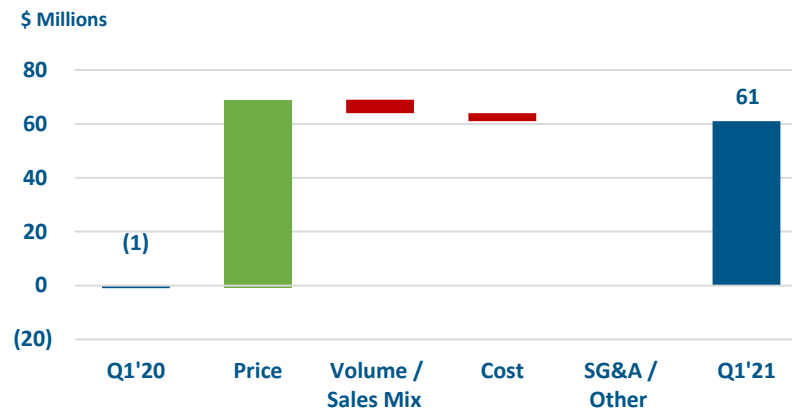
|                              | Quarter Ended   |                 |                 |
|------------------------------|-----------------|-----------------|-----------------|
|                              | Mar 27,<br>2021 | Dec 31,<br>2020 | Mar 28,<br>2020 |
| Key Financials (\$ millions) |                 |                 |                 |
| Net Sales                    | \$250           | \$294           | \$250           |
| Operating Income/(Loss)      | 6               | (3)             | (5)             |
| Adjusted EBITDA              | 35              | 28              | 26              |



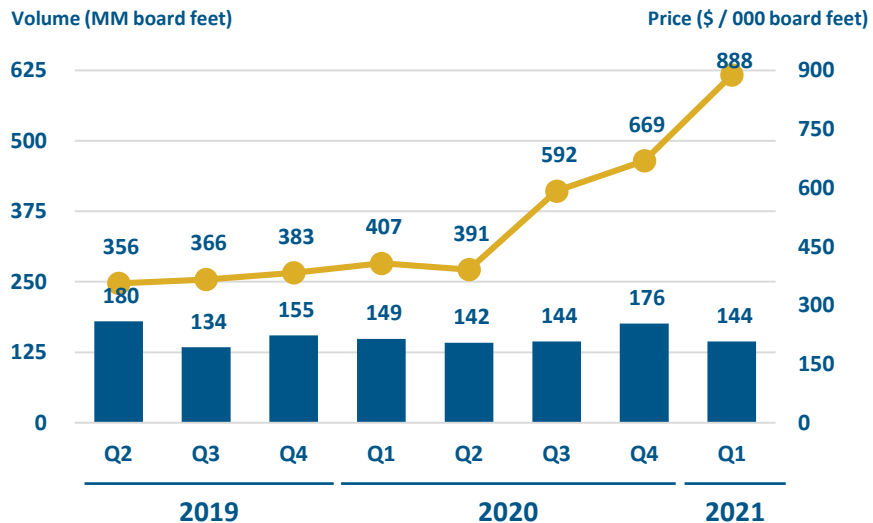
# Forest Products

|                              | Quarter Ended   |                 |                 |
|------------------------------|-----------------|-----------------|-----------------|
|                              | Mar 27,<br>2021 | Dec 31,<br>2020 | Mar 28,<br>2020 |
| Key Financials (\$ millions) |                 |                 |                 |
| Net Sales                    | \$147           | \$137           | \$82            |
| Operating Income/(Loss)      | 61              | 60              | (1)             |
| Adjusted EBITDA              | 63              | 42              | 1               |

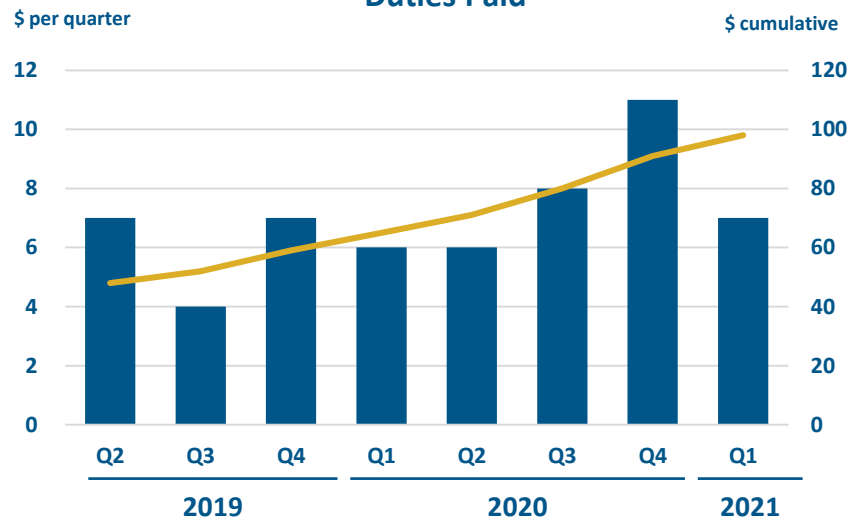
## Operating Income/(Loss) Bridge



## Lumber - Volume and Price



## Duties Paid

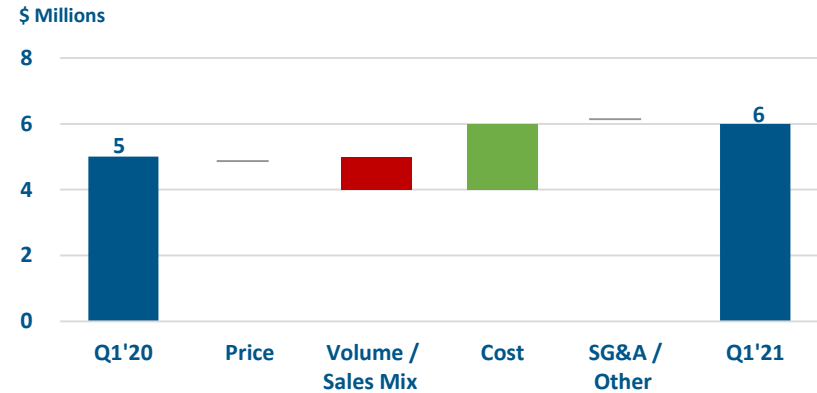


\*\$98 million of duties paid since 2017

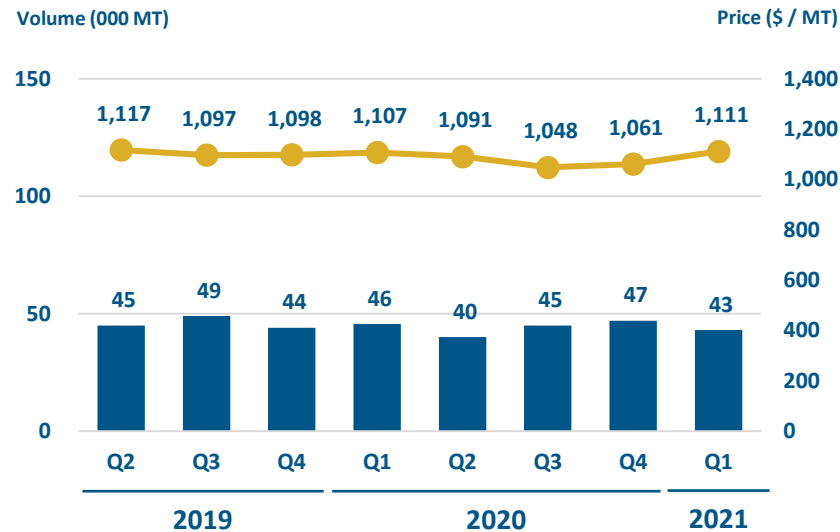
# Paperboard

|                              | Quarter Ended   |                 |                 |
|------------------------------|-----------------|-----------------|-----------------|
|                              | Mar 27,<br>2021 | Dec 31,<br>2020 | Mar 28,<br>2020 |
| Key Financials (\$ millions) |                 |                 |                 |
| Net Sales                    | \$48            | \$49            | \$50            |
| Operating Income/(Loss)      | 6               | 4               | 5               |
| Adjusted EBITDA              | 10              | 8               | 9               |

## Operating Income/(Loss) Bridge



## Paperboard - Volume and Price

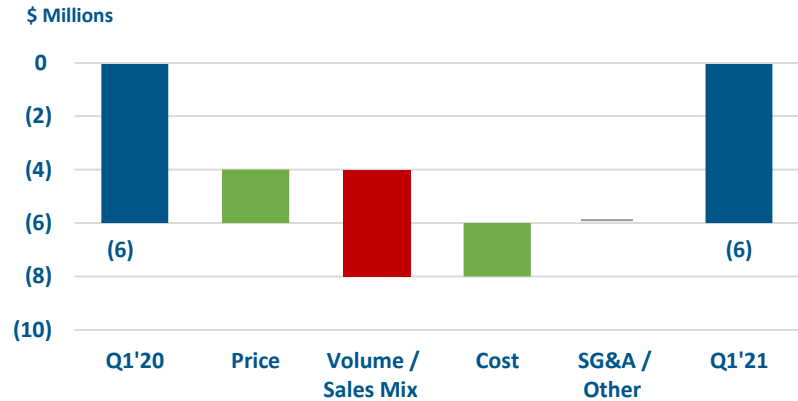




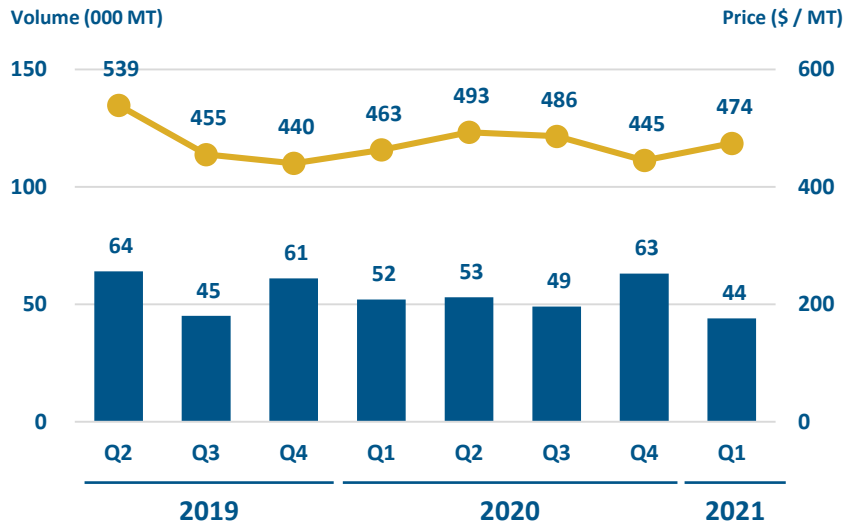
# Pulp & Newsprint

|                              | Quarter Ended   |                 |                 |
|------------------------------|-----------------|-----------------|-----------------|
|                              | Mar 27,<br>2021 | Dec 31,<br>2020 | Mar 28,<br>2020 |
| Key Financials (\$ millions) |                 |                 |                 |
| Net Sales                    | \$39            | \$45            | \$47            |
| Operating Income/(Loss)      | (6)             | (8)             | (6)             |
| Adjusted EBITDA              | (4)             | (6)             | (4)             |

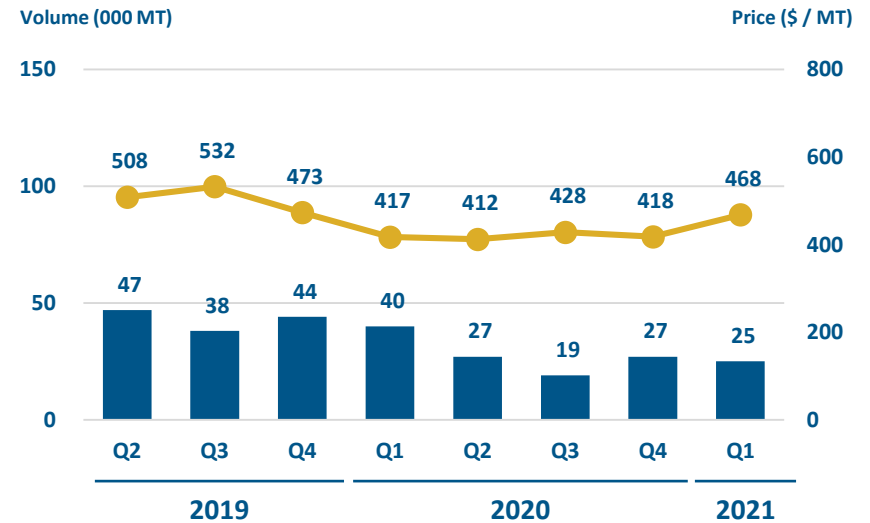
## Pulp & Newsprint Operating Income/(Loss) Bridge



## High-Yield Pulp - Volume and Price

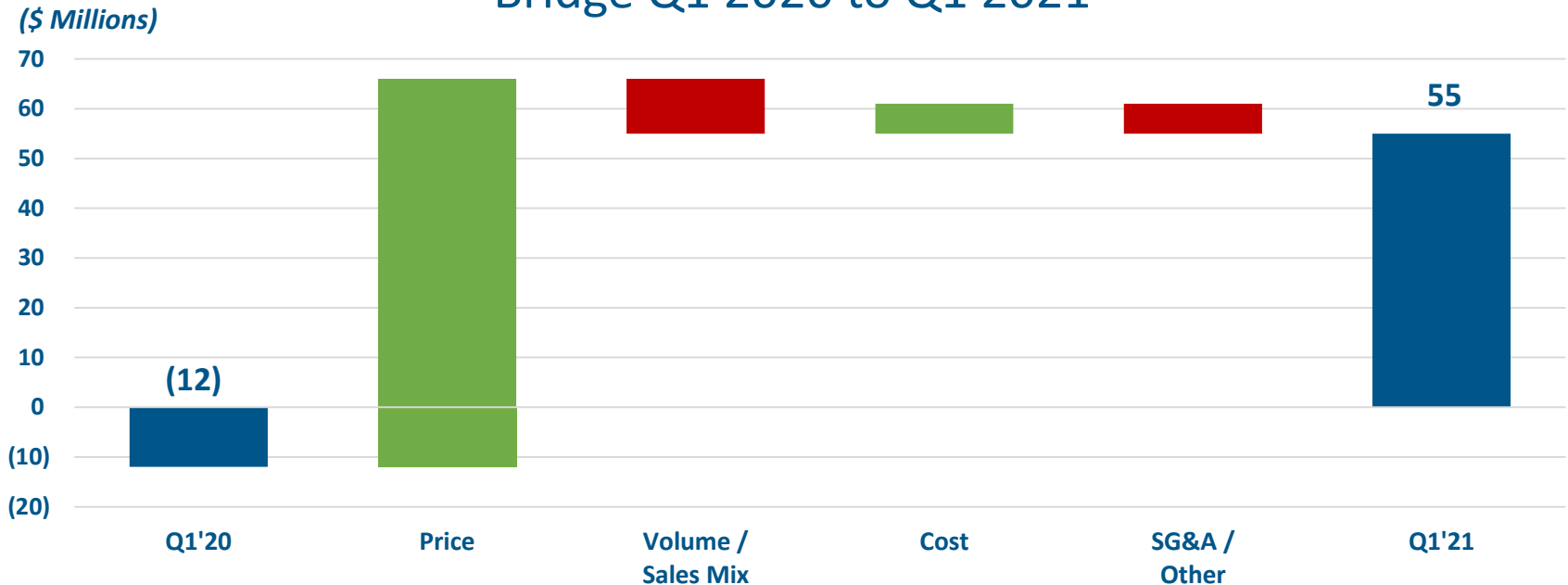


## Newsprint - Volume and Price



# Consolidated Operating Income/(Loss)

Bridge Q1 2020 to Q1 2021



- Operating Income of \$55 million; up \$67 million from prior year
- Significant improvement to lumber prices in Forest Products and to commodity prices in High Purity Cellulose
- Volume declines primarily due to reduced newsprint sales volumes and logistics delays
- Cost improvements from lower wood and chemicals along with improved reliability from continuous improvement efforts
- SG&A/Other Cost increases driven by non-cash FX and an increased reserve due to a dispute settlement

# Lumber and Newsprint Sale

- ~\$214 million Purchase Price, subject to inventory adjustment, plus additional C\$8 million for chip off-set
- 85% of Purchase Price paid in Cash & 15% in GreenFirst equity
- RYAM retains rights to any potential reimbursement of Softwood Lumber duties and interest paid until closing; estimated to be ~\$110 million
- RYAM retains earnings up until closing
- Sale includes all pension assets and liabilities; excludes Accounts Receivable and Accounts Payable
- Assets generated 2020 Adjusted EBITDA of ~\$51 million; 3-year average Adj. EBITDA of ~\$34 million
  - 6.3 times EBITDA multiple over past 3-years average
- Shifts focus to higher-value core High Purity Cellulose segment
- Anticipated to close in H2'21, but no earlier than July 31, subject to customary closing conditions
- Less than \$10 million cash tax impact expected

|                  | 2020   | 2019   | 2018   | 3-Year Average |
|------------------|--------|--------|--------|----------------|
| Revenue          | \$ 439 | \$ 386 | \$ 469 | \$ 431         |
| Operating Income | 55     | (32)   | 52     | \$ 25          |
| Adjusted EBITDA  | 51     | (15)   | 67     | \$ 34          |

\* Based on reported Adjusted EBITDA, subject to Discontinued Operations accounting, including re-classification of intercompany activity, which are expected to come post-closing



# BioFuture of Rayonier Advanced Materials

- Leading manufacturer of Cellulose Specialties with differentiated capabilities in viscose and fluff pulp
  - 4 Manufacturing Sites
    - Fernandina Beach, FL, Jesup, GA, Tartas, France & Temiscaming, QC
  - Leading R&D Platform for New Product & BioFuture Opportunities
- Unique supplier of 3-ply paperboard and hardwood mechanical pulp
- Favorable market conditions for commodity pulps
- Strong demand for Cellulose Specialties amid global recovery
- \$1.3 billion of annual revenue\*
- \$772 million of net debt\*\*

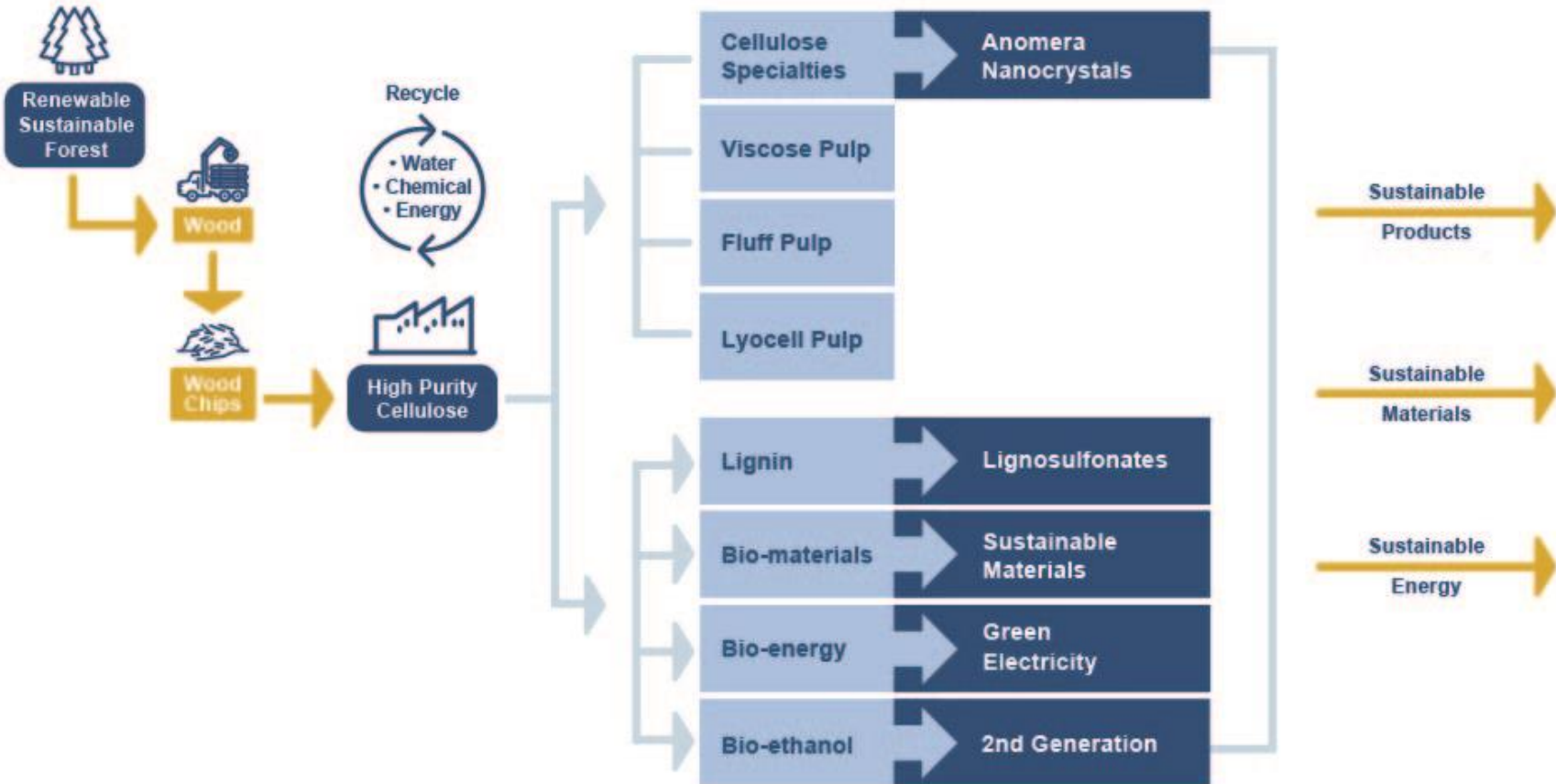
\* LTM revenue excluding historical lumber and newsprint sales

\*\* Adjusted Net Debt less purchase price of \$214 million



# Our BioFuture Opportunities

## Biorefinery concept







## A New Platform for Cellulose Technology

- High-quality Cellulose Nanocrystals sustainably sourced from RYAM High Purity Cellulose
- Nanocrystals formed into biodegradable microbeads offer a natural alternative for plastic cosmetic texturizing powders
- Patented nanocrystal presents strategic benefits in cement, paints and coatings, composites, adhesives, agriculture, medical, pharma and life sciences



# Key Investment Highlights

**Leader in High-Value Cellulose Specialties**

**Broad and Diversified Portfolio of Cellulose-based Products**

**Leading R&D Platform with New Product & BioFuture Opportunities**

**Proven Ability to Control Costs and Manage Cash Flows**

**Solid Liquidity and Financial Flexibility with No Significant Near-term Maturities**

**Well Positioned to Capitalize on Improving Markets Conditions**



# Appendix



# Definitions of Non-GAAP Measures

**EBITDA** is defined as income from continuing operations 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 from continuing operations 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 severance expense, non-recurring expense, loan amendment costs and insurance recovery.

**Adjusted Net Income** is defined as net income adjusted net of tax for gain on bargain purchase, pension settlement loss, severance expense, loan amendment costs, insurance recovery and certain non-recurring expenses.

**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.

# Reconciliation of Non-GAAP Measures

(\$ Millions)

Three Months Ended:

March 27, 2021

|   | Forest<br>Products | Paperboard   | Pulp &<br>Newsprint | High Purity<br>Cellulose | Corporate<br>& Other | Total        |
|---|--------------------|--------------|---------------------|--------------------------|----------------------|--------------|
| <b>Income (loss) from continuing operations</b> | \$ 61              | \$ 6         | \$ (5)              | \$ 7                     | \$ (97)              | \$ (28)      |
| Depreciation and amortization                   | 2                  | 4            | 1                   | 28                       | 1                    | 36           |
| Interest expense, net                           | —                  | —            | —                   | —                        | 18                   | 18           |
| Income tax expense                              | —                  | —            | —                   | —                        | 65                   | 65           |
| <b>EBITDA</b>                                   | <b>\$ 63</b>       | <b>\$ 10</b> | <b>\$ (4)</b>       | <b>\$ 35</b>             | <b>\$ (13)</b>       | <b>\$ 91</b> |

December 31, 2020

|   |              |             |               |              |                |              |
|---|--------------|-------------|---------------|--------------|----------------|--------------|
| <b>Income (loss) from continuing operations</b> | \$ 60        | \$ 4        | \$ (6)        | \$ (4)       | \$ (45)        | \$ 9         |
| Depreciation and amortization                   | 3            | 4           | 1             | 32           | 1              | 41           |
| Interest expense, net                           | —            | —           | —             | —            | 17             | 17           |
| Income tax expense                              | —            | —           | —             | —            | 1              | 1            |
| <b>EBITDA</b>                                   | <b>\$ 63</b> | <b>\$ 8</b> | <b>\$ (5)</b> | <b>\$ 28</b> | <b>\$ (26)</b> | <b>\$ 68</b> |
| Loss on debt extinguishment                     | —            | —           | —             | —            | 8              | 8            |
| Pension settlement loss                         | —            | —           | (1)           | —            | (2)            | (3)          |
| Duties reversal                                 | (21)         | —           | —             | —            | —              | (21)         |
| <b>Adjusted EBITDA</b>                          | <b>\$ 42</b> | <b>\$ 8</b> | <b>\$ (6)</b> | <b>\$ 28</b> | <b>\$ (20)</b> | <b>\$ 53</b> |

March 28, 2020

|   |             |             |               |              |               |              |
|---|-------------|-------------|---------------|--------------|---------------|--------------|
| <b>Income (loss) from continuing operations</b> | \$ (1)      | \$ 5        | \$ (5)        | \$ (5)       | \$ (19)       | \$ (25)      |
| Depreciation and amortization                   | 2           | 4           | 1             | 30           | —             | 38           |
| Interest expense, net                           | —           | —           | —             | —            | 15            | 15           |
| Income tax benefit                              | —           | —           | —             | —            | (2)           | (2)          |
| <b>EBITDA</b>                                   | <b>\$ 1</b> | <b>\$ 9</b> | <b>\$ (4)</b> | <b>\$ 26</b> | <b>\$ (5)</b> | <b>\$ 27</b> |

# Reconciliation of Non-GAAP Measures

(\$ Millions)

|   | Mar 27,<br>2021 | Dec 31,<br>2020 |
|---|-----------------|-----------------|
| <b>Adjusted Net Debt Reconciliation</b>                   |                 |                 |
| Debt due within one year                                  | \$ 17           | \$ 17           |
| Long-term debt & finance lease obligation                 | 1,065           | 1,067           |
| Total debt  | \$ 1,082        | \$ 1,084        |
| Original issue discount, premiums and debt issuance costs | 11              | 11              |
| Cash and cash equivalents                                 | (107)           | (94)            |
| <b>Adjusted Net Debt</b>                                  | <b>\$ 986</b>   | <b>\$ 1,001</b> |

# Reconciliation of Non-GAAP Measures

(\$ Millions)

## Adjusted Free Cash Flows:

Cash provided by operating activities of continuing operations

Capital expenditures, net

## Adjusted Free Cash Flows

| Three Months Ended |                 |
|--------------------|-----------------|
| Mar 27,<br>2021    | Mar 28,<br>2020 |
| \$ 38              | \$ (13)         |
| (17)               | (10)            |
| <u>\$ 21</u>       | <u>\$ (23)</u>  |

# Reconciliation of Reported to Adjusted Earnings

(\$ Millions, except per share amounts)

|  | Three Months Ended |                      |                   |                      |                |                      |
|--|--------------------|----------------------|-------------------|----------------------|----------------|----------------------|
|  | March 27, 2021     |                      | December 31, 2020 |                      | March 28, 2020 |                      |
| Adjusted Operating Income (Loss) and<br>Income (Loss) from Continuing Operations<br>(a): | \$                 | Per Diluted<br>Share | \$                | Per Diluted<br>Share | \$             | Per Diluted<br>Share |
| <b>Operating Income (Loss)</b>   | \$ 55              |                      | \$ 37             |                      | \$ (12)        |                      |
| Duties reversal  | —                  |                      | (21)              |                      | —              |                      |
| <b>Adjusted Operating Income (Loss)</b>  | <u>\$ 55</u>       |                      | <u>\$ 16</u>      |                      | <u>\$ (12)</u> |                      |
| <b>Income (Loss) from Continuing Operations</b>  | \$ (27)            | \$ (0.43)            | \$ 9              | \$ 0.14              | \$ (25)        | \$ (0.39)            |
| Pension settlement loss  | —                  | —                    | (3)               | (0.04)               | —              | —                    |
| Severance expense  | —                  | —                    | (21)              | (0.32)               | —              | —                    |
| Loan amendment costs   | —                  | —                    | 8                 | 0.12                 | —              | —                    |
| Tax effects of adjustments   | —                  | —                    | 4                 | 0.07                 | —              | —                    |
| <b>Adjusted Income (Loss) from Continuing<br/>Operations</b>                             | <u>\$ (27)</u>     | <u>\$ (0.43)</u>     | <u>\$ (3)</u>     | <u>\$ (0.03)</u>     | <u>\$ (25)</u> | <u>\$ (0.39)</u>     |

(a) Adjusted operating income (loss) is defined as operating income adjusted for non-recurring costs related to the Company's review of its commodity asset portfolio, loan amendment costs, insurance recovery received, and severance expense. Adjusted income (loss) from continuing operations is defined as income (loss) from continuing operations adjusted net of tax for non-recurring costs related to the Company's review of its commodity asset portfolio, loan amendment costs, insurance recovery received, severance expense and the gain on bargain purchase. Adjusted operating income (loss) and income (loss) from continuing operations are not necessarily indicative of results that may be generated in future periods.

# Reconciliation of Forest Products and Newsprint Segments As Reported to Adjusted EBITDA

(\$ Millions)

|   | Year Ended        |           |        |                   |           |         |                   |           |        |
|---|-------------------|-----------|--------|-------------------|-----------|---------|-------------------|-----------|--------|
|   | December 31, 2020 |           |        | December 31, 2019 |           |         | December 31, 2018 |           |        |
|   | Lumber            | Newsprint | Total  | Lumber            | Newsprint | Total   | Lumber            | Newsprint | Total  |
| <b>Adjusted EBITDA Reconciliation</b>           |                   |           |        |                   |           |         |                   |           |        |
| <b>Income (loss) from continuing operations</b> | \$ 81             | \$ (21)   | \$ 60  | \$ (31)           | \$ (6)    | \$ (37) | \$ 22             | \$ 34     | \$ 57  |
| Depreciation and amortization                   | 11                | 2         | 13     | 9                 | 2         | 11      | 7                 | 2         | 8      |
| Interest expense                                | -                 | -         | -      | -                 | -         | -       | -                 | -         | -      |
| Income tax expense (benefit)                    | -                 | -         | -      | -                 | -         | -       | -                 | -         | -      |
| <b>EBITDA</b>                                   | 92                | (19)      | 73     | (22)              | (4)       | (26)    | 29                | 36        | 65     |
| Duties reversal (a)                             | (21)              | -         | (21)   | -                 | -         | -       | -                 | -         | -      |
| Pension settlement (gain) loss (b)              | -                 | (1)       | (1)    | -                 | 11        | 11      | -                 | -         | -      |
| Gain on bargain purchase                        | -                 | -         | -      | -                 | -         | -       | 2                 | -         | 2      |
| <b>Adjusted EBITDA</b>                          | \$ 71             | \$ (20)   | \$ 51  | \$ (22)           | \$ 7      | \$ (15) | \$ 31             | \$ 36     | \$ 67  |
| <b>Sales, as reported</b>                       | \$ 392            | \$ 47     | \$ 439 | \$ 299            | \$ 87     | \$ 386  | \$ 356            | \$ 113    | \$ 469 |
| Eliminations (c)                                | (8)               | -         | (8)    | (12)              | -         | (12)    | (15)              | -         | (15)   |
| <b>Net Sales</b>                                | \$ 384            | \$ 47     | \$ 431 | \$ 287            | \$ 87     | \$ 374  | \$ 341            | \$ 113    | \$ 454 |
| <b>Operating Income (loss)</b>                  | \$ 80             | (25)      | \$ 55  | \$ (31)           | \$ (1)    | \$ (32) | \$ 25             | \$ 27     | \$ 52  |

(a) In December 2020, the U.S. Department of Commerce finalized its administrative review of the period of April 28, 2017 through December 31, 2018 and determined a reduction of duties on softwood lumber imported into the U.S. from 20 percent to 9 percent for the Company, which was recognized in 2020

(b) In October 2019, the Company settled certain Canadian pension liabilities through the purchase of annuity contracts with an insurance company. The settlement resulted in a non-cash loss.

(c) Eliminations represent sales between the lumber and newsprint businesses.

# Key Index Pricing

| Product               | Index*   | Q1'21<br>Average<br>Index Price  | Q4'20<br>Average<br>Index Price  | Q3'20<br>Average<br>Index Price  | Q2'20<br>Average<br>Index Price  |
|-----------------------|--|--|--|--|--|
| Cellulose Specialties | <ul style="list-style-type: none"> <li>None</li> </ul>   | <ul style="list-style-type: none"> <li>N/A</li> </ul>                      | <ul style="list-style-type: none"> <li>N/A</li> </ul>                    | <ul style="list-style-type: none"> <li>N/A</li> </ul>                    | <ul style="list-style-type: none"> <li>N/A</li> </ul>                    |
| High Purity Commodity | <ul style="list-style-type: none"> <li>Bleached Kraft Fluff</li> <li>Viscose Pulp delivered to China</li> </ul>                        | <ul style="list-style-type: none"> <li>\$1,285</li> <li>\$905</li> </ul>   | <ul style="list-style-type: none"> <li>\$1,165</li> <li>\$675</li> </ul> | <ul style="list-style-type: none"> <li>\$1,175</li> <li>\$615</li> </ul> | <ul style="list-style-type: none"> <li>\$1,183</li> <li>\$635</li> </ul> |
| Forest Products       | <ul style="list-style-type: none"> <li>2x4 Random Lengths Grade 2 &amp; Better Great Lakes</li> <li>2x4 8' Stud Great Lakes</li> </ul> | <ul style="list-style-type: none"> <li>\$1,092</li> <li>\$1,009</li> </ul> | <ul style="list-style-type: none"> <li>\$800</li> <li>\$719</li> </ul>   | <ul style="list-style-type: none"> <li>\$861</li> <li>\$865</li> </ul>   | <ul style="list-style-type: none"> <li>\$446</li> <li>\$467</li> </ul>   |
| Paperboard            | <ul style="list-style-type: none"> <li>Solid Bleached Sulfate 16 point</li> </ul>  | <ul style="list-style-type: none"> <li>\$1,037***</li> </ul>               | <ul style="list-style-type: none"> <li>\$1,030***</li> </ul>             | <ul style="list-style-type: none"> <li>\$1,030***</li> </ul>             | <ul style="list-style-type: none"> <li>\$1,030***</li> </ul>             |
| High-Yield Pulp       | <ul style="list-style-type: none"> <li>Bleached Eucalyptus Kraft**</li> </ul>  | <ul style="list-style-type: none"> <li>\$692</li> </ul>                    | <ul style="list-style-type: none"> <li>\$480</li> </ul>                  | <ul style="list-style-type: none"> <li>\$443</li> </ul>                  | <ul style="list-style-type: none"> <li>\$465</li> </ul>                  |
| Newsprint             | <ul style="list-style-type: none"> <li>45 gram US East</li> </ul>  | <ul style="list-style-type: none"> <li>\$638</li> </ul>                    | <ul style="list-style-type: none"> <li>\$605</li> </ul>                  | <ul style="list-style-type: none"> <li>\$615</li> </ul>                  | <ul style="list-style-type: none"> <li>\$640</li> </ul>                  |

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

\*\* Alternative Index includes Bleached Chemi-Thermo Mechanical Pulp (BCTMP), which more closely reflects production capabilities

\*\*\* Index is based on price per short ton; sales are measured on metric ton