

# INVESTOR PRESENTATION

Desjardins Conference

Montreal

March 19, 2019





# DISCLAIMER

## FORWARD-LOOKING STATEMENT

Certain statements in this presentation, including statements regarding future results and performance, are forward-looking statements within the meaning of securities legislation based on current expectations. The accuracy of such statements is subject to a number of risks, uncertainties and assumptions that may cause actual results to differ materially from those projected, including, but not limited to, the effect of general economic conditions, decreases in demand for Cascades Inc.'s ("Cascades," "CAS," the "Company," the "Corporation," "us" or "we") products, the prices and availability of raw materials, changes in the relative values of certain currencies, fluctuations in selling prices and adverse changes in general market and industry conditions. This presentation may also include price indices as well as variance and sensitivity analyses that are intended to provide the reader with a better understanding of the trends related to our business activities. These items are based on the best estimates available to the Corporation.

## SUPPLEMENTAL INFORMATION ON NON-IFRS MEASURES – SPECIFIC ITEMS

The Corporation incurs some specific items that adversely or positively affected its operating results. We believe it is useful for readers to be aware of these items, as they provide additional information to measure the performance, compare the Corporation's results between periods and to assess operating results and liquidity, notwithstanding these specific items. Management believes these specific items are not necessarily reflective of the Corporation underlying business operations in measuring and comparing its performance and analyzing future trends. Our definition of specific items may differ from those of other corporations and some of them may arise in the future and may reduce the cash available to us.

They include, but are not limited to, charges for (reversals of) impairment of assets, restructuring gains or costs, loss on refinancing and repurchase of long-term debt, some deferred tax assets provisions or reversals, premiums paid on long-term debt refinancing, gains or losses on the acquisition or sale of a business unit, gains or losses on the share of results of associates and joint ventures, unrealized gains or losses on derivative financial instruments that do not qualify for hedge accounting, unrealized gains or losses on interest rate swaps, foreign exchange gains or losses on long-term debt, specific items of discontinued operations and other significant items of an unusual, non-cash or non-recurring nature.

## RECONCILIATION OF NON-IFRS MEASURES

To provide more information for evaluating the Corporation's performance, the financial information included in this analysis contains certain data that are not performance measures under IFRS ("non-IFRS measures") which are also calculated on an adjusted basis to exclude specific items. We believe that providing certain key performance measures and non-IFRS measures is useful to both management and investors as they provide additional information to measure the performance and financial position of the Corporation. It also increases the transparency and clarity of the financial information. The following non-IFRS measures are used in our financial disclosures:

- Operating income before depreciation and amortization (OIBD): Used to assess operating performance and contribution of each segment when excluding depreciation & amortization. OIBD is widely used by investors as a measure of a corporation ability to incur and service debt and as an evaluation metric.
- Adjusted OIBD: Used to assess operating performance and contribution of each segment on a comparable basis.
- Adjusted operating income: Used to assess operating performance of each segment on a comparable basis.
- Adjusted net earnings: Used to assess the Corporation's consolidated financial performance on a comparable basis.
- Adjusted free cash flow: Used to assess the Corporation's capacity to generate cash flows to meet financial obligation and/or discretionary items such as share repurchase, dividend increase and strategic investments.
- Net debt to adjusted OIBD ratio: Used to measure the Corporation's credit performance and evaluate the financial leverage.
- Net debt to adjusted OIBD ratio on a pro forma basis: Used to measure the Corporation's credit performance and evaluate the financial leverage on a comparable basis including significant business acquisitions and excluding significant business disposals, if any.

Non-IFRS measures are mainly derived from the consolidated financial statements but do not have meanings prescribed by IFRS. These measures have limitations as an analytical tool, and should not be considered on their own or as a substitute for an analysis of our results as reported under IFRS. In addition, our definitions of non-IFRS measures may differ from those of other corporations. Any such modification or reformulation may be significant.

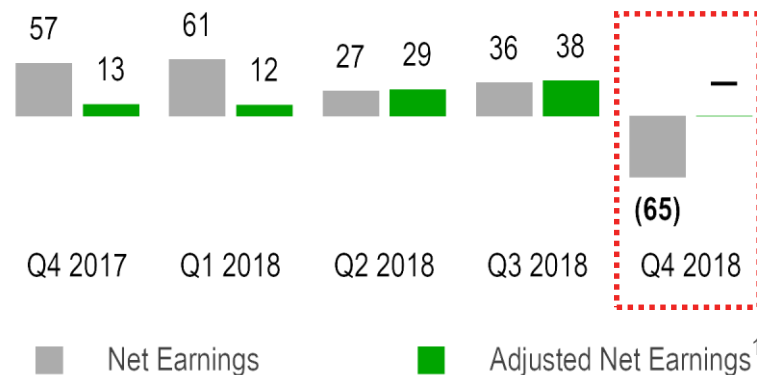
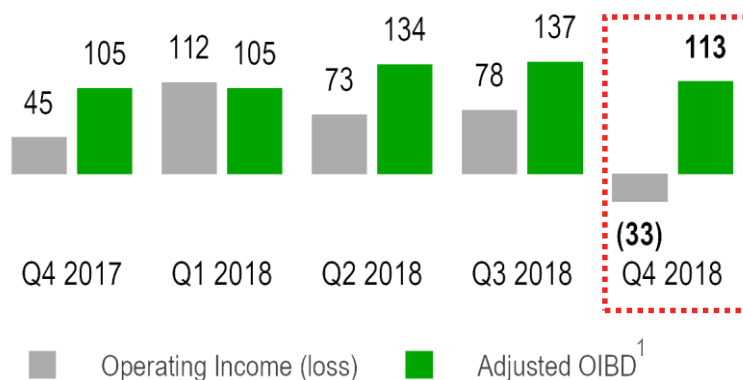
All amounts in this presentation are in Canadian dollars unless otherwise indicated.

Please click [here](#) for supplemental information on non-IFRS measures.

# FINANCIAL REVIEW



# QUARTERLY FINANCIAL RESULTS



Figures above in millions of CAN\$

Figures above in millions of CAN\$

(In millions of CAN\$, except amount per share)	2016					2017					2018
	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
<b>Financial results</b>											
<b>Sales</b>	<b>4,001</b>	<b>1,006</b>	<b>1,130</b>	<b>1,103</b>	<b>1,082</b>	<b>4,321</b>	<b>1,098</b>	<b>1,180</b>	<b>1,175</b>	<b>1,196</b>	<b>4,649</b>
<b>Operating income (loss)</b>	<b>221</b>	<b>31</b>	<b>48</b>	<b>51</b>	<b>45</b>	<b>175</b>	<b>112</b>	<b>73</b>	<b>78</b>	<b>(33)</b>	<b>230</b>
Adjusted OIBD <sup>1</sup>	403	75	107	106	105	393	105	134	137	113	489
<b>Net earnings (loss)</b>	<b>135</b>	<b>161</b>	<b>256</b>	<b>33</b>	<b>57</b>	<b>507</b>	<b>61</b>	<b>27</b>	<b>36</b>	<b>(65)</b>	<b>59</b>
Adjusted net earnings <sup>1</sup>	114	12	24	19	13	68	12	29	38	—	79
<b>Net earnings (loss) per share</b>	<b>\$1.42</b>	<b>\$1.70</b>	<b>\$2.70</b>	<b>\$0.35</b>	<b>\$0.60</b>	<b>\$5.35</b>	<b>\$0.65</b>	<b>\$0.28</b>	<b>\$0.38</b>	<b>\$(0.69)</b>	<b>\$0.62</b>
Adjusted net earnings per share <sup>1</sup>	\$1.21	\$0.13	\$0.25	\$0.20	\$0.14	\$0.72	\$0.13	\$0.30	\$0.40	—	\$0.83

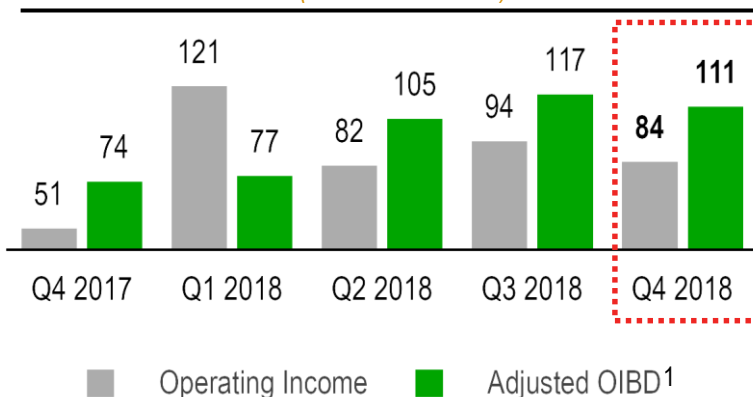
**Strong sales and significant increase in Adjusted OIBD year-over-year in 2018**

(1) Please click [here](#) for supplemental information on non-IFRS measures.

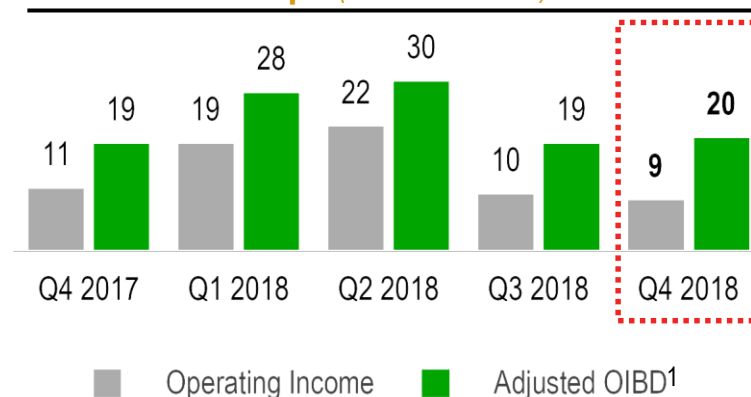


# QUARTERLY RESULTS – BUSINESS SEGMENTS

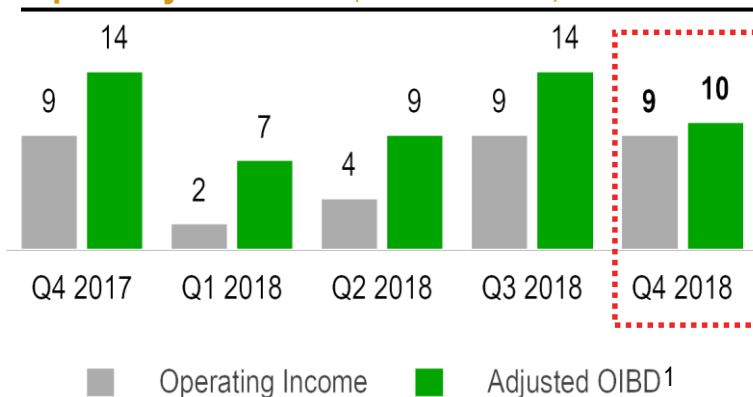
## Containerboard (millions of CAN\$)



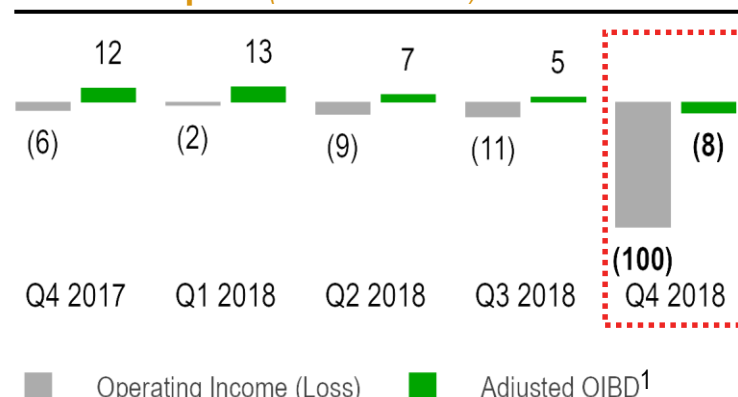
## Boxboard Europe (millions of CAN\$)



## Specialty Products (millions of CAN\$)



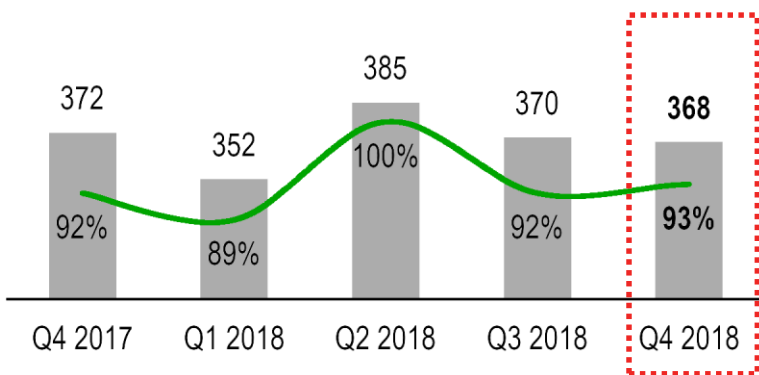
## Tissue Papers (millions of CAN\$)



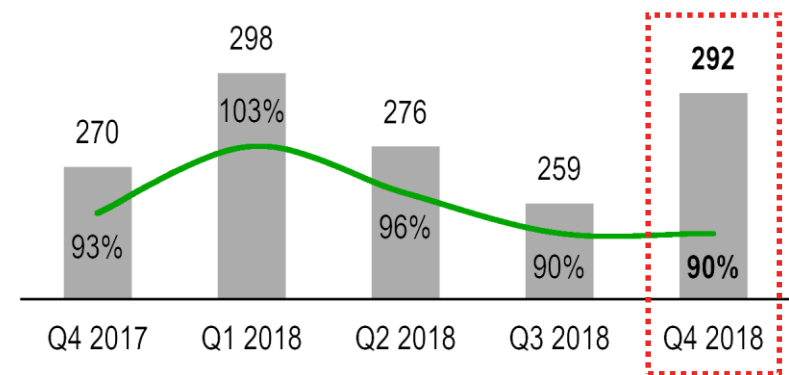


# QUARTERLY RESULTS – BUSINESS SEGMENT SHIPMENTS

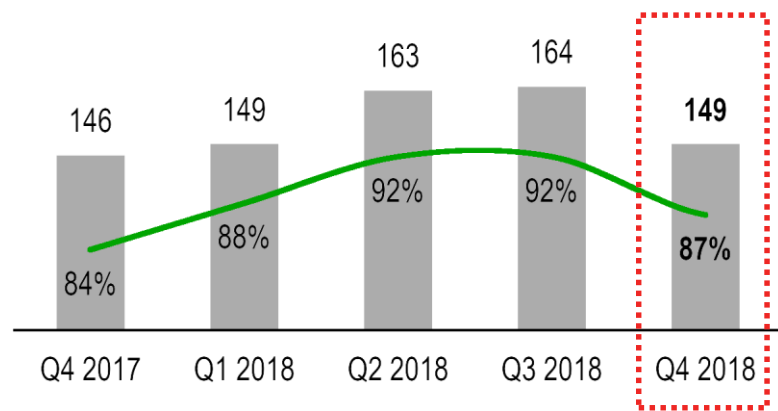
**Containerboard** ('000 s.t. and % capacity utilization<sup>1</sup>)



**Boxboard Europe** ('000 s.t. and % capacity utilization<sup>1</sup>)

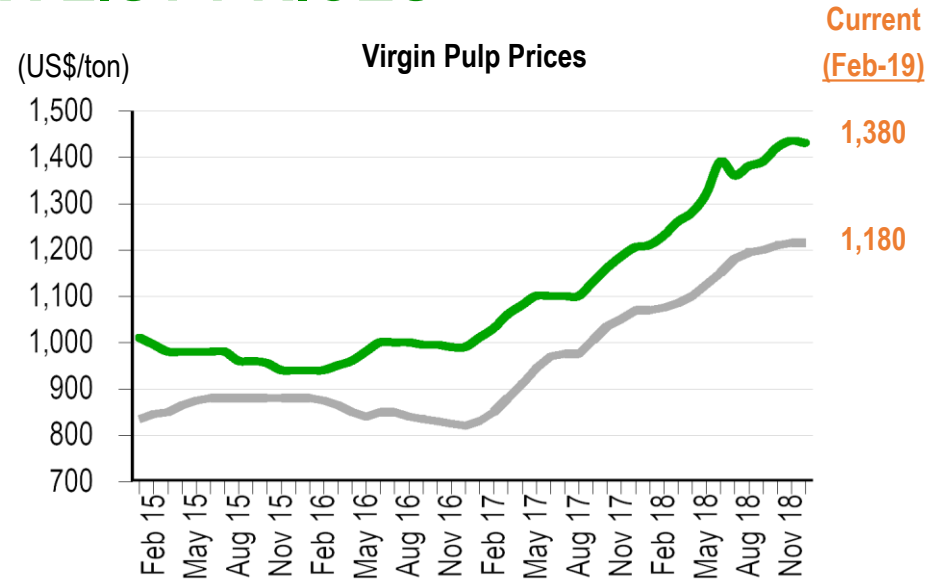
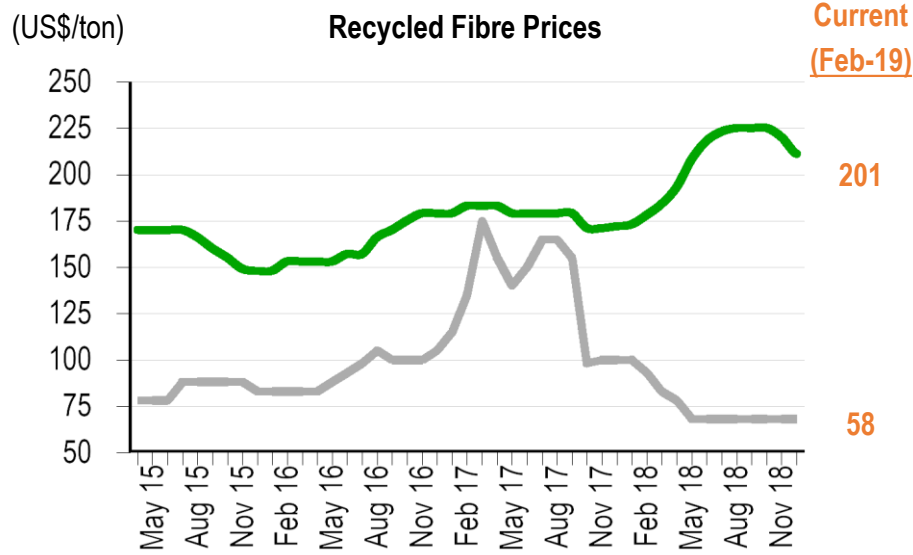


**Tissue Papers** ('000 s.t. and % capacity utilization<sup>1</sup>)





# RAW MATERIAL COSTS - INDEX LIST PRICES



■ White grades (Basket of products)    
 ■ Brown grades (OCC)

■ NBSK    
 ■ NBHK

### Recovered Paper Prices

White grades - Basket of products (Northeast average)<sup>1</sup>  
 Brown grades - OCC No. 11 (Northeast average)

	Q4-2017	Q3-2018	Q4-2018	Q4/Q4	Q4/Q3
White grades - Basket of products (Northeast average) <sup>1</sup>	171	224	219	28%	(2)%
Brown grades - OCC No. 11 (Northeast average)	99	68	68	(31)%	—%

### Virgin Pulp Prices

NBSK (Canadian sources delivered to Eastern US)  
 NBHK (Canada/US sources delivered to Eastern US)

	Q4-2017	Q3-2018	Q4-2018	Q4/Q4	Q4/Q3
NBSK (Canadian sources delivered to Eastern US)	1,183	1,377	1,428	21%	4%
NBHK (Canada/US sources delivered to Eastern US)	1,052	1,192	1,213	15%	2%

**Sequentially, average Q4/18 OCC price remained stable; White recycled fibre prices decreased slightly; Virgin pulp prices continued to increase, but have started to decrease in 2019**

Source: RISI.

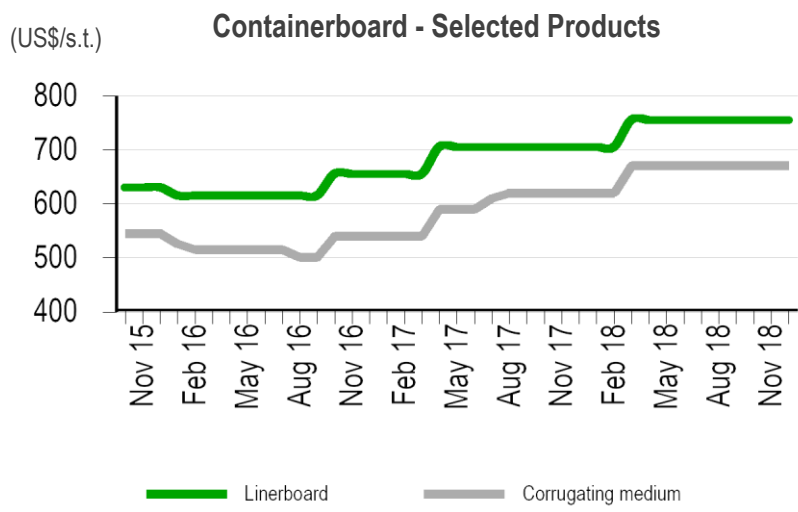
(1) Basket of white recycled paper, including grades such as SOP, Hard White Envelope and Coated Book Stock; Northeast average.

Weighted average based on Cascades' consumption of each grade.

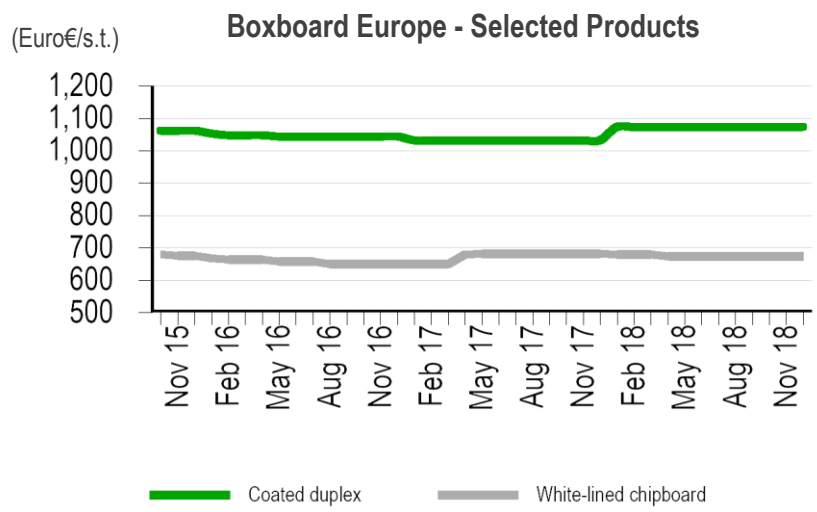




# PRODUCT REFERENCE SELLING PRICES



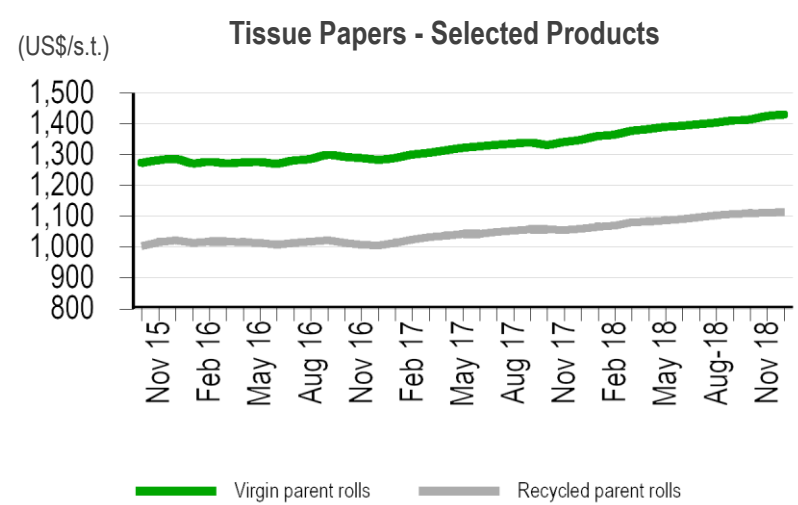
Current  
(Feb)  
755  
650



Current  
(Dec)  
1,072  
673



Current  
(Feb)  
730



Current  
(Dec)  
1,429  
1,114





# NEAR TERM FACTORS – Q1 2019

+

- **Raw materials:** lower OCC price, positive trends in virgin pulp and SOP white recycled fiber grade
- **Tissue Papers:** price increases announced in various products and sub-segments
- **Boxboard Europe:** volume benefit related to acquisition of Barcelona Cartonboard
- **Specialty Products:** recent acquisition of US moulded pulp assets

-

- **Tissue Papers:** market-related challenges and operational issues at the St. Helens, Oregon paper mill
- **Containerboard:** seasonal volume softness and slight decrease in MEDIUM index pricing
- Ongoing challenges in transportation

Q1 2019	Containerboard Packaging		Boxboard Europe <sup>1</sup>		Specialty Products		Tissue Papers	
OIBD <sup>2</sup> Trend	YoY ↑	QoQ ↓	YoY ↓	QoQ ↔	YoY ↑	QoQ ↑	YoY ↓	QoQ ↑
REFLECTING:								
VOLUME	↗	↘	↗	↗	↗	↗	↗	↔
SELLING PRICE	↗	↘	↗	↔	↗	↔	↗	↗
RAW MATERIAL COST	↔	↘	↗	↔	↗	↘	↗	↘
EXCHANGE RATE	↗	↔	↘	↔	↗	↔	↗	↔
ENERGY COST	↔	↔	↗	↘	↔	↔	↔	↔

(1) Including the contribution of Barcelona Cartonboard as of November 1, 2018

(2) Please click [here](#) for supplemental information on non-IFRS measures.



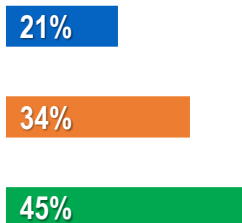
## Financial Metrics

# 2018

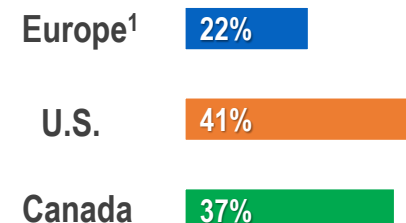
## Sales by Geography (2018)

- ✓ Revenues: \$4.6 B (+6.9% 5-yr CAGR<sup>3</sup>)
- ✓ Adj. EBITDA<sup>2</sup>: \$489 M (+9.5% 5-yr CAGR<sup>3</sup>)
- ✓ Adj. CF Ops.: \$361 M (+6.8% 5-yr CAGR<sup>3</sup>)
  
- ✓ Net debt at \$1.77 B
- ✓ Net debt/Adjusted EBITDA<sup>2</sup>: 3.5x

### 2018 SALES FROM (SOURCE)



### 2018 SALES TO (DESTINATION)

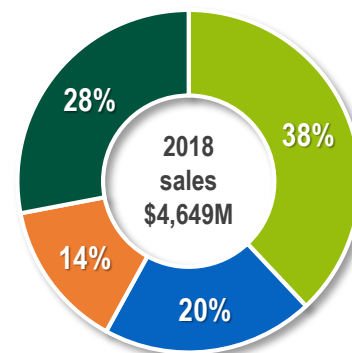


Export: ~ 22% of our Canadian sales

## KPIs

- ✓ Shipments: 3,225 ('000 s.t.)
- ✓ Adjusted OIBD<sup>2</sup> margin: 10.5%
- ✓ ROCE: 4.6%
- ✓ Working capital (% of LTM sales): 10.6%
- ✓ Capacity utilization rate: 93%

## Sales by Segment



- Containerboard
- Boxboard Europe<sup>1</sup>
- Specialty Products
- Tissue Papers

% before inter-segment sales

<sup>1</sup> Via 57.95% equity ownership in Reno de Medici S.p.A. (RdM).

<sup>2</sup> Pro-forma for the 2017 and 2018 business acquisitions on a LTM basis. Please click [here](#) for supplemental information on non-IFRS measures.

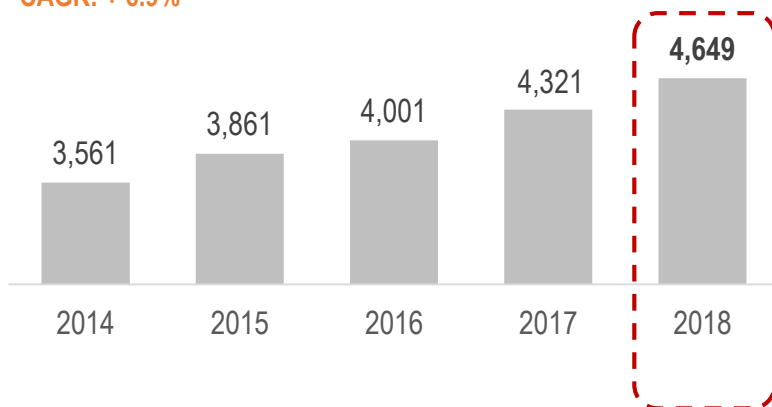
<sup>3</sup> 5 year CAGR 2014 - 2018



# ANNUAL RESULTS

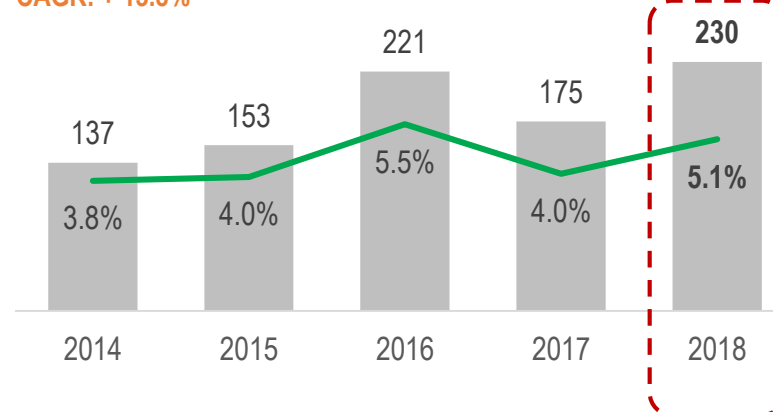
## Sales (CAN\$ M)

CAGR: + 6.9%



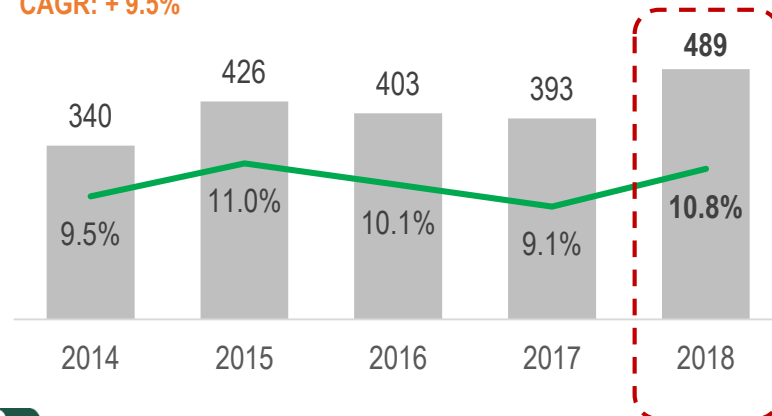
## Operating Income & Margin (CAN\$ M and %)

CAGR: + 13.8%

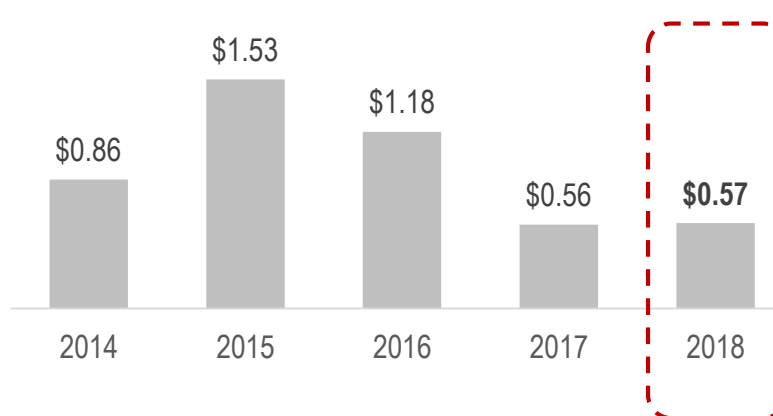


## Adjusted OIBD<sup>1</sup> & Margin (CAN\$ M and %)

CAGR: + 9.5%



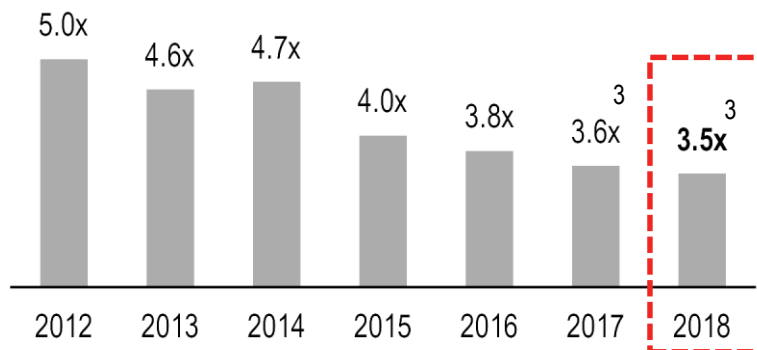
## Adjusted Free Cash Flow per Share<sup>1</sup> (CAN\$)



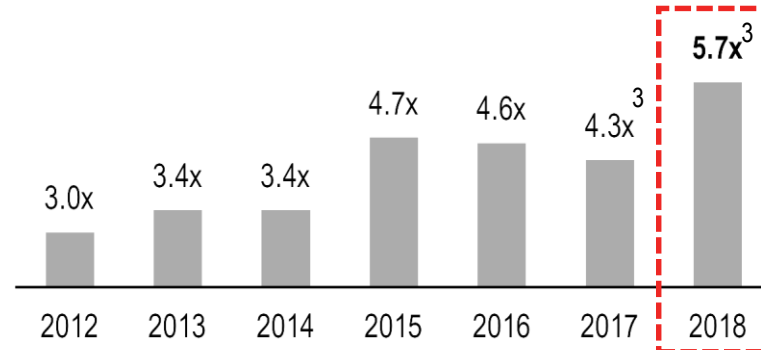


# ANNUAL FINANCIAL RATIOS & DEBT MATURITIES

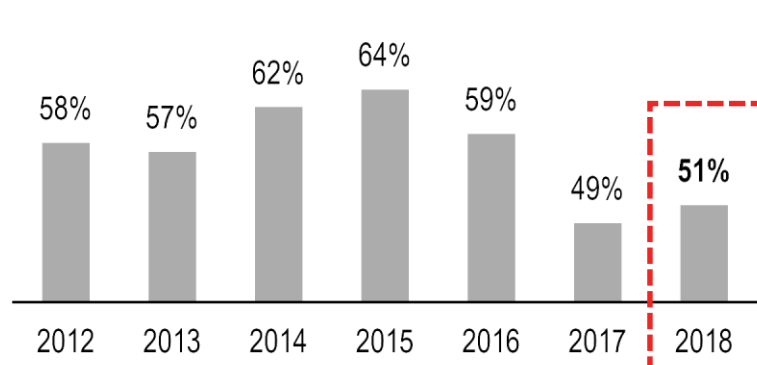
## Net Debt / LTM Adjusted OIBD<sup>1</sup>



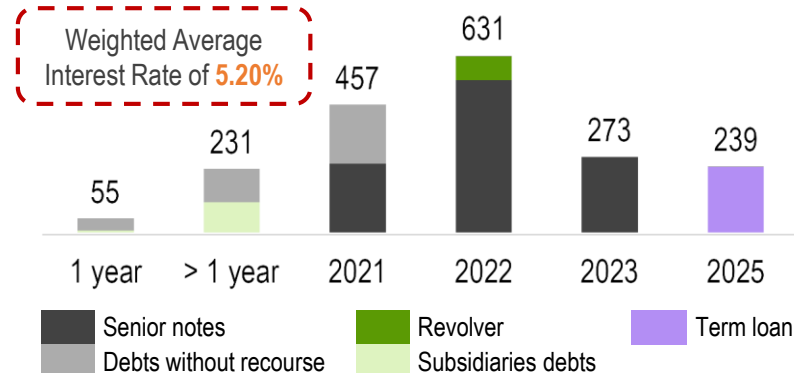
## Interest Coverage Ratio<sup>2</sup>



## Net Debt / Net Debt + Total Equity



## Long-Term Debt Maturities (as at December 31, 2018)



**2018 leverage ratio of 3.5x<sup>3</sup> ; Targeting leverage ratio of 2.5x**

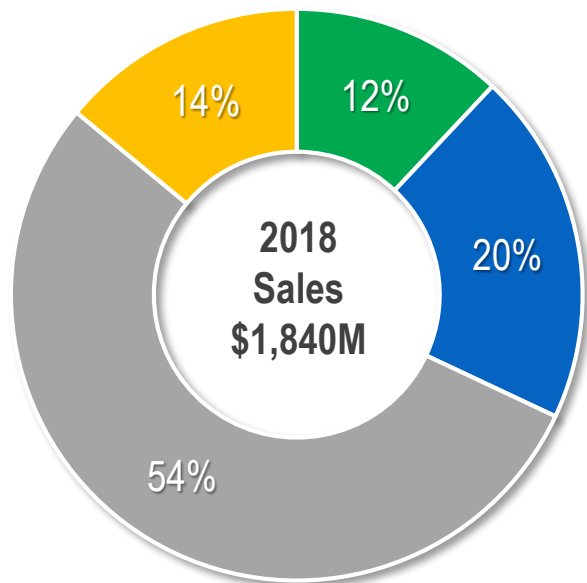
Bank debt financial covenant ratios: Net funded debt to capitalization < 65% (currently at 47.44%), interest coverage ratio > 2.25x (currently at 4.43x).

(1) Please click [here](#) for supplemental information on non-IFRS measures.

(2) Last twelve months adjusted OIBD to financing expense.

(3) Pro-forma to include 2017 and 2018 business acquisitions on a LTM basis.

# CONTAINERBOARD PACKAGING

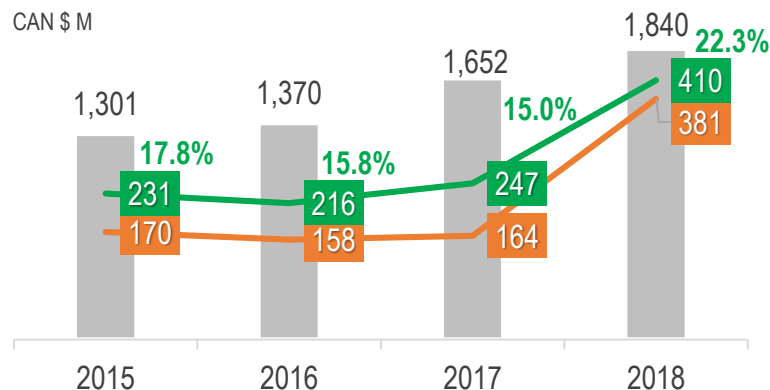


■ Manufacturing - CAN    ■ Manufacturing - US  
■ Converting - CAN    ■ Converting - US

2018 adjusted OIBD<sup>3</sup> margin of **22.3%**

- Largest Canadian corrugated box producer (~32% market share)
- #5<sup>1</sup> NA containerboard producer (based on capacity)
- 2018 integration rate<sup>2</sup>: 76%, targeting 85%
- Annual capacity of 1,559K s.t.:
  - ✓ 84% recycled vs. 16% virgin
  - ✓ 53% linerboard vs. 47% medium
- 2015-2018 CAGR: sales +12.2%; Adj. OIBD<sup>3,4</sup> +21.1%

## Strong Asset Base Improving Results

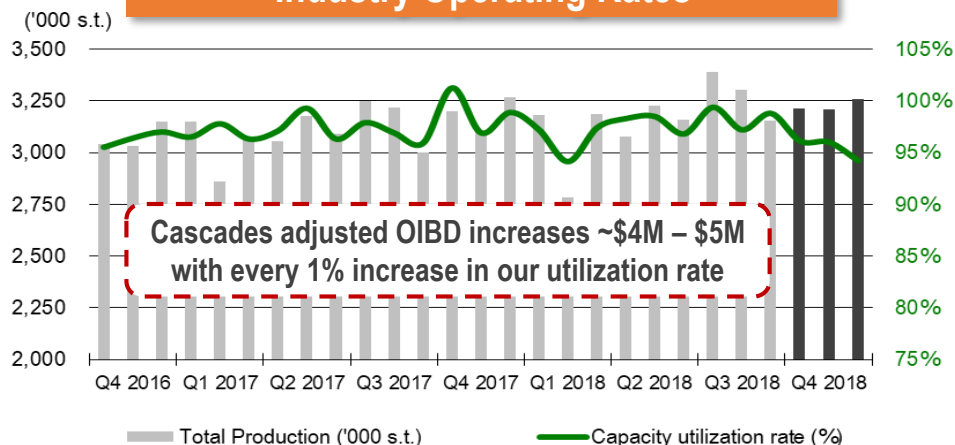


■ Sales    ■ Operating Income    ■ Adj. OIBD<sup>3</sup> & Margin<sup>4</sup>

# CONTAINERBOARD PACKAGING

- Average capacity growth of  $\pm 3\%$  annually over 2016 - 2021 period
- ✓ NA demand CAGR 2016 - 2021:  $\pm 2.4\%$
- February industry fundamentals:
  - ✓ Capacity util.: 89.5% vs. 93.1% in January
  - ✓ Mill inventories: -3.8% vs Jan levels
  - ✓ Box plant inventories: -1.6% vs Jan levels
  - ✓ Weeks of supply: 3.9

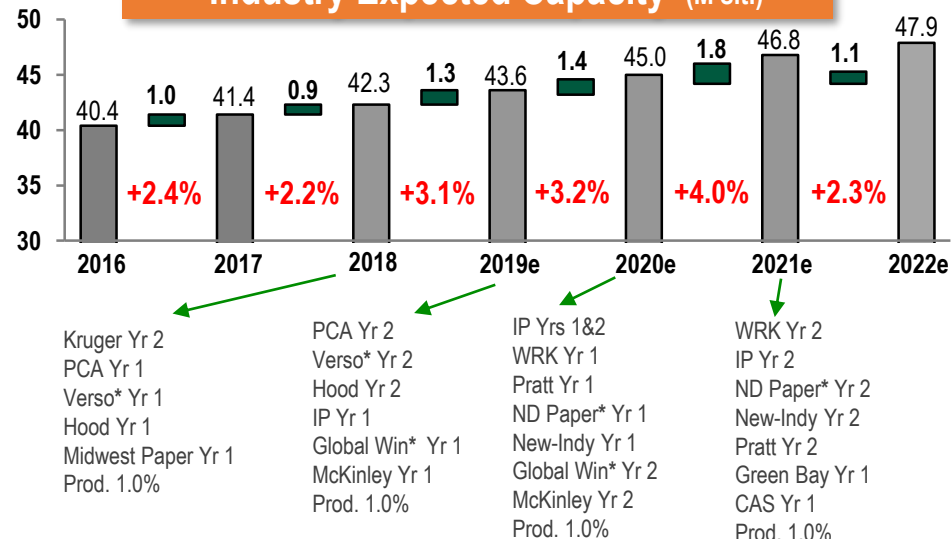
## Industry Operating Rates<sup>1</sup>



## Consolidated North American Market<sup>2</sup>

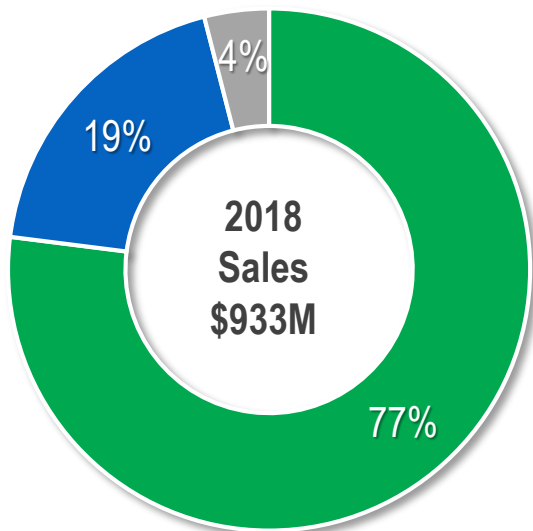
① IP	33%
② WestRock/Kapstone	24%
③ Koch/GP	10%
④ PCA	10%
⑤ Cascades	4%
⑥ Pratt	4%
Others	15%
<b>Top 4</b>	<b>77%</b>

## Industry Expected Capacity<sup>1</sup> (M s.t.)



<sup>1</sup> Source: RISI, RBC, BMO, Company reports and estimates. New capacity, net of capacity shutdowns. <sup>2</sup> Based on capacity. \* Export focused and/or lower grade.

# BOXBOARD EUROPE



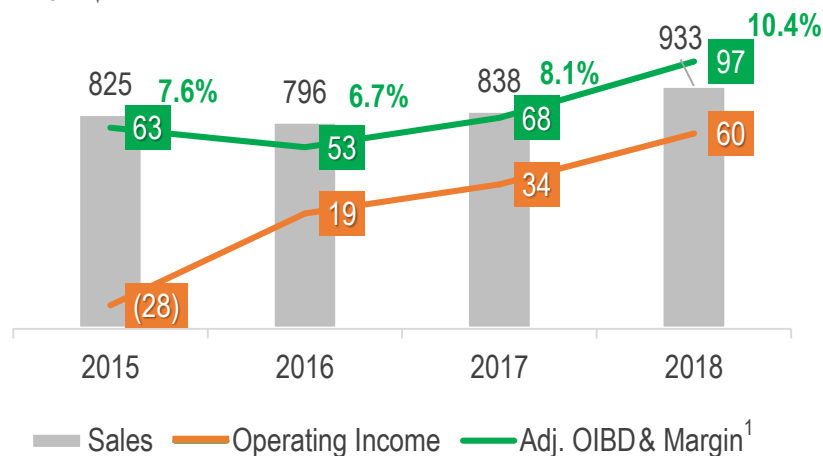
- Coated recycled boxboard
- Coated virgin boxboard
- Converting

2018 adjusted OIBD<sup>1</sup> margin of **10.4%**

- **57.95% equity ownership** of Reno de Medici, a public Italian company; 6 recycled mill (1,085K m.t.)<sup>2</sup> & 1 virgin boxboard mill (165K m.t.)
- **2<sup>nd</sup> largest** coated recycled boxboard producer in Europe
- Well positioned **PanEuropean asset base and sales network**: Italy, France, Germany and Spain
- **Acquired Barcelona Cartonboard S.A.U.** for €46.4M (implied 5.7x pro-forma): 7<sup>th</sup> largest European producer of WLC, **annual capacity of 180K tons** of coated cartonboard, closed on October 31, 2018

## Steady Contributor to Results

CAN \$ M



<sup>1</sup> Please click [here](#) for supplemental information on non-IFRS measures.

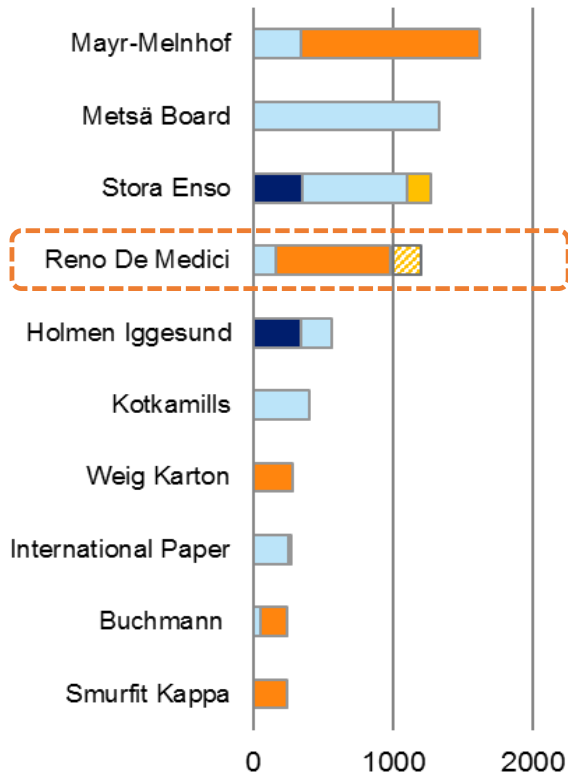
<sup>2</sup> Including Barcelona Cartonboard.



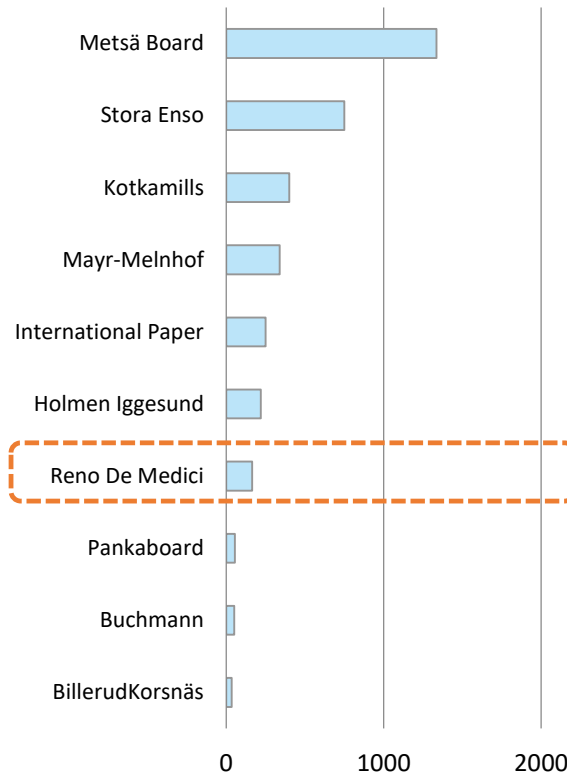
# BOXBOARD EUROPE

## Leading European Producer of Coated Board

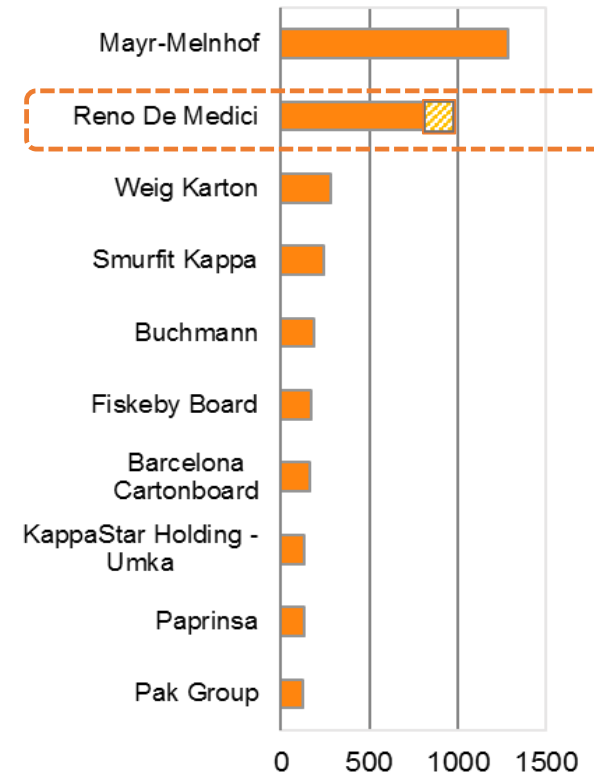
**Top Cartonboard Producers<sup>1</sup>**  
(Total Market)



**Top FBB Producers<sup>1</sup>**  
(Virgin)



**Top WLC Producers<sup>1</sup>**  
(Recycled)

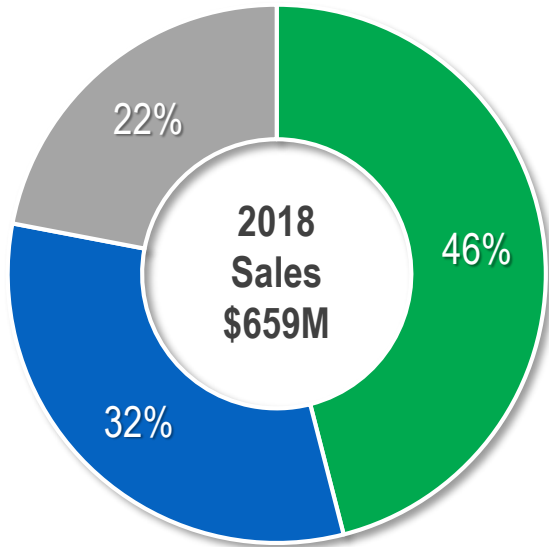


■ SBS ■ FBB ■ CUK ■ WLC

▨ Barcelona Cartonboard, acquired October 31, 2018

<sup>1</sup> Source: PÖYRY, Reno de Medici. Capacity in 1,000 t/a. **SBS** = Solid Bleached Sulphate (virgin); **FBB** = Folding Boxboard (virgin); **CUK** = Coated Unbleached Kraft (virgin); **WLC** = White Lined Chipboard (recycled).

# SPECIALTY PRODUCTS



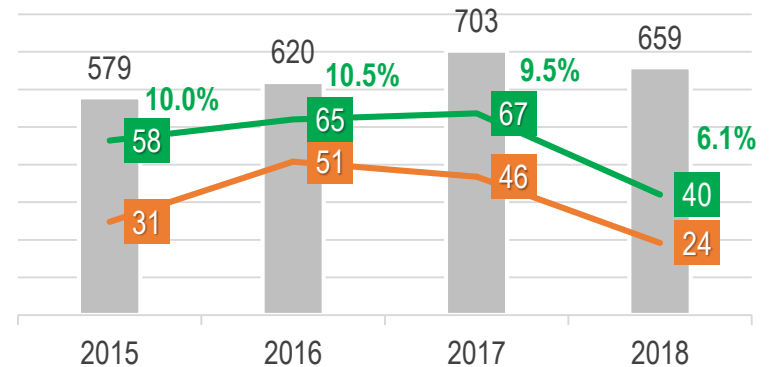
- Recovery
- Industrial packaging
- Consumer products packaging

2018 adjusted OIBD<sup>1</sup> margin of **6.1%**

- Diversified industrial & consumer products packaging player
- Encompasses Recovery operations, where results reflect variations in raw material pricing
- **Largest paper collector in Canada** with 19 facilities<sup>2</sup> and 1.45 million s.t. of material processed in 2018
- A leading position in industrial packaging with Cascades Sonoco JV
- 2018 sales (IFRS) of \$659M, vs. \$856M (Non-IFRS) with JVs at 100%
- 2015-2018 sales CAGR: +4.4%

## Focusing on Growth Sectors

CAN \$ M



■ Sales ■ Operating Income ■ Adj. OIBD<sup>1</sup> & Margin



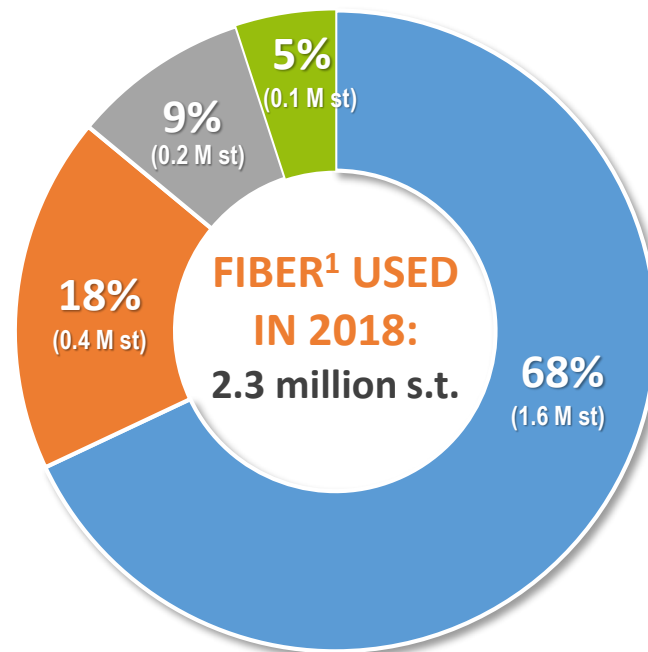
<sup>1</sup> Please click [here](#) for supplemental information on non-IFRS measures.  
<sup>2</sup> Cascades' 19 facilities: 16 are located in Canada and 3 are located in the US.

# SPECIALTY PRODUCTS

## CASCADES RECOVERY+ SUB-SEGMENT

Recovery & Recycling is our “forest” and manages procurement of all raw material fibre for our North American operations.

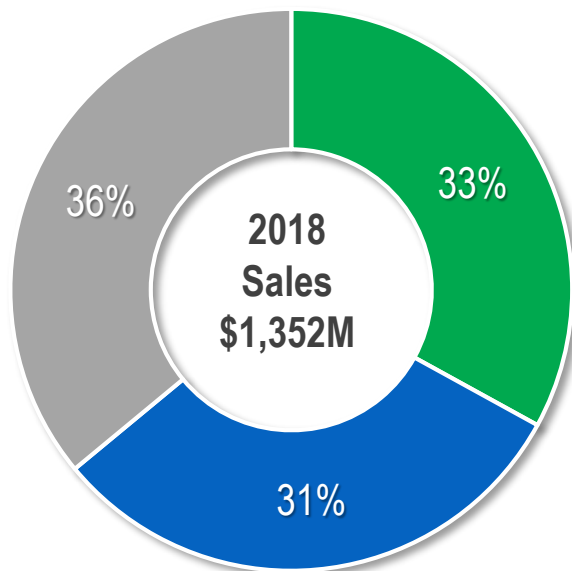
### CIRCULAR ECONOMY APPROACH



- Brown recycled fibre
- White recycled fibre
- Pulp
- Groundwood recycled fibre

- In 2018, we collected or purchased **3.2 million s.t.** of fibre, of which **71%** was used internally, and the remaining **29%** was sold to external customers

# TISSUE PAPERS



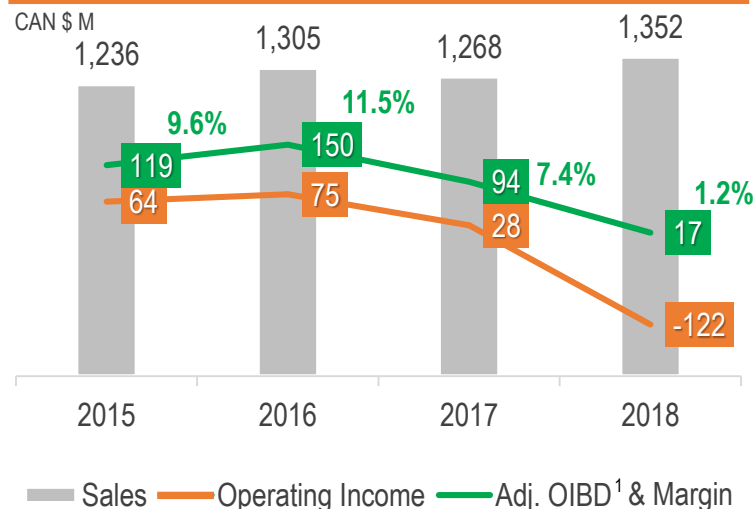
■ Retail ■ Away-from-Home ■ Parent rolls

2018 adjusted OIBD<sup>1</sup> margin of **1.2%**



- 5<sup>th</sup> largest tissue producer in NA based on capacity (650K s.t.), growing Western US footprint
- Recent results reflect higher raw material prices & increased transportation costs, as well as elevated capacity additions in the industry
- 2018 integration rate: 70%, targeting 85%
- CAPEX focused on converting platform will:
  - ✓ Modernize equipment & reduce fixed cost base
  - ✓ Improve efficiency & productivity
  - ✓ Align product offering with customer requirements
- 2015-2018 sales CAGR: +3.0%

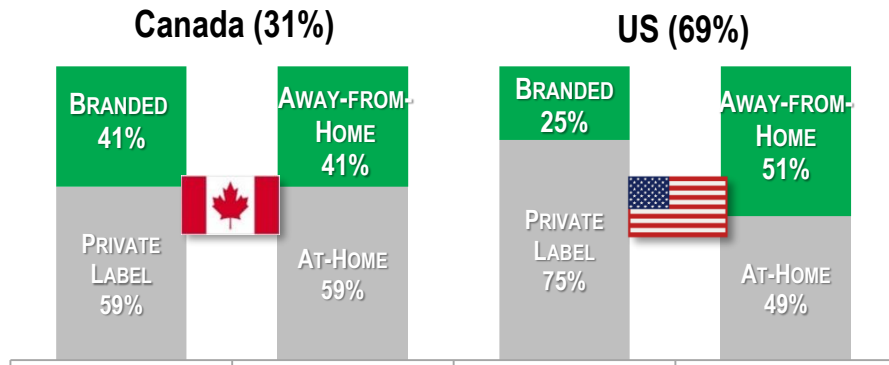
## Challenging Market Fundamentals



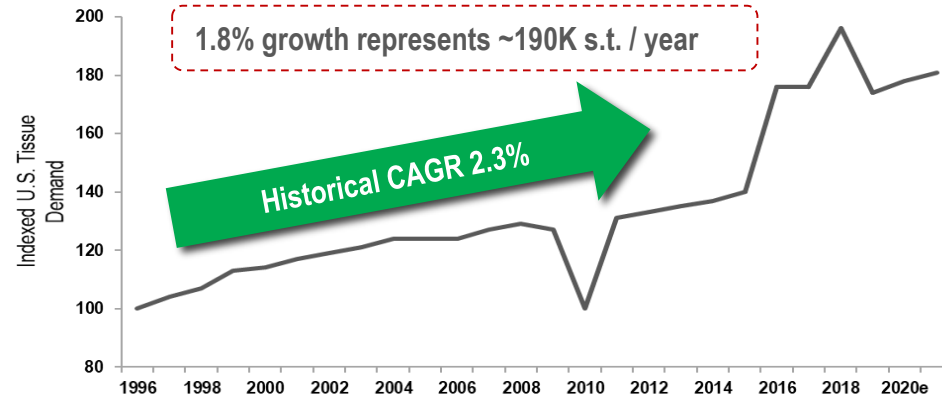
# TISSUE PAPERS

## Established Positioning in North American Tissue Market

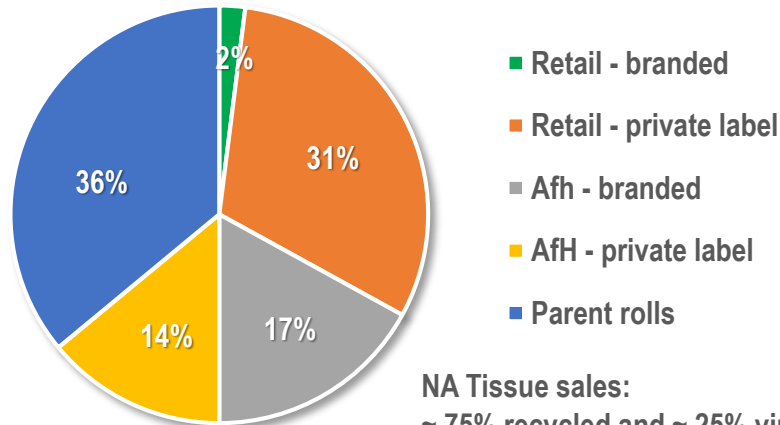
### CAS Sales by Country (2018)



### Tissue Market Demand<sup>1</sup>

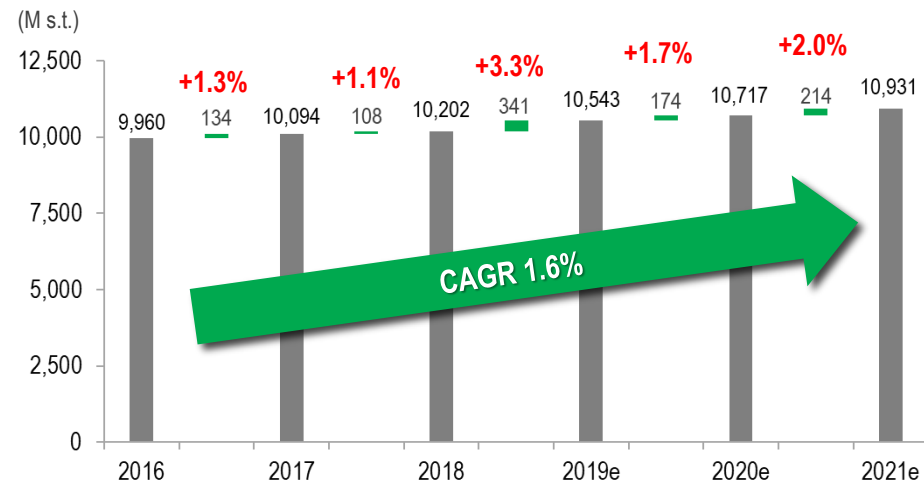


### CAS North American Sales by End Markets (2018)



NA Tissue sales:  
~ 75% recycled and ~ 25% virgin

### North American Tissue Capacity Additions<sup>1</sup>



<sup>1</sup> Source: RISI, company estimates



# TISSUE PAPERS

## Diversified Capacity and Positioning

### 2018 NORTH AMERICAN TISSUE MANUFACTURERS

	Capacity ( <sup>'000</sup> s.t.)	Market Share	Capacity Retail	Capacity AfH
1 Georgia-Pacific	2,849	29%	67%	33%
2 Procter & Gamble	1,494	15%	100%	0%
3 Kimberly-Clark	1,466	15%	67%	33%
4 Essity (ex-SCA)	721	7%	0%	100%
<b>5 Cascades Tissue</b>	<b>650</b>	<b>7%</b>	<b>62%</b>	<b>38%</b>
6 Clearwater Paper	435	4%	90%	10%
7 KP Tissue	422	4%	77%	23%
8 First Quality Tissue	319	3%	100%	0%
9 Irving Tissue	282	3%	100%	0%
10 ST Paper & Tissue	160	2%	0%	100%
Others	<u>1,125</u>	<u>11%</u>		
<b>TOTAL</b>	<b>9,923</b>	<b>100%</b>		

1

MODERNIZE  
OUR  
PLATFORMS

2

CREATE  
SUSTAINABLE  
VALUE

3

INNOVATION  
& CUSTOMER  
FOCUS



# STRATEGIC PLAN

BUILDING ON OUR PAST, POSITIONING FOR THE FUTURE



# 1 MODERNIZE OUR PLATFORMS

## Modernize



## Integrate



## Optimize

- Replace older equipment
- Invest in organic growth



- Increase our integration rate to 85% by investing in conversion capacity

Containerboard



76%<sup>1</sup> → 85%<sup>2</sup>

Tissue



70%<sup>1</sup> → 85%<sup>2</sup>

- Improve geographic footprint to better serve our customers, increase penetration of national accounts

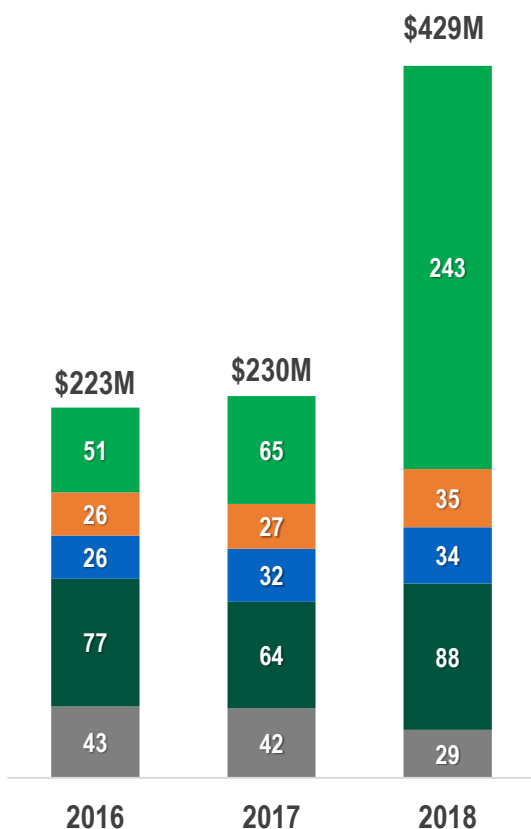




# 1

## MODERNIZE OUR PLATFORMS

### Strategic Capital Investments<sup>1</sup> to Strengthen & Consolidate Positioning



### 2018 HIGHLIGHTS

Construction of Piscataway containerboard corrugated plant

✓ \$135 M, incl. \$56 M of lease value

Bear Island acquisition

✓ \$46 M

Tissue modernization incl. Wagram, NC facility

✓ \$45 M

### 2018 CF IMPACT M\$

Total investments	\$ 435
Sale of NY facility & others	(\$ 85)
Non-cash leases & others	(\$ 79)
<b>NET CASH UTILIZATION</b>	<b>\$ 271</b>

Planned CAPEX  
\$330 M - \$400 M

### 2019<sup>2</sup> MAJOR PROJECTS

Tissue modernization

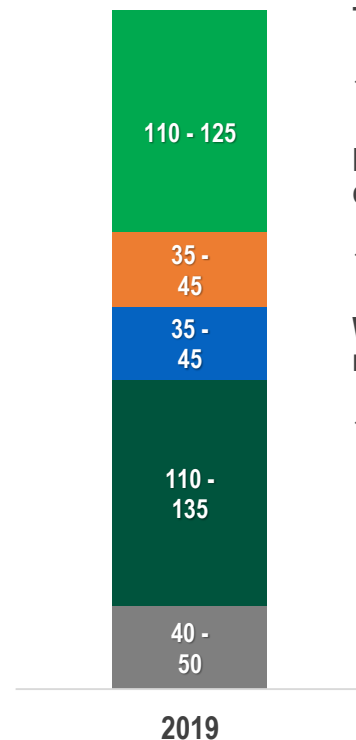
✓ ± \$80 M - \$100 M

Begin Bear Island conversion to containerboard

✓ ± \$60 M

Warehouse & rolling equipment replacement

✓ ± \$45 M



■ Containerboard 
 ■ Boxboard Europe 
 ■ Specialty Products 
 ■ Tissue Papers 
 ■ Corporate & IT

<sup>1</sup> In millions of CAN\$, including capitalization of IT projects and value of capital leases.

<sup>2</sup> Amount is subject to change depending on business and/or economic conditions.



# 2 CREATE VALUE

## Focused on Long-Term Value Creation

INVESTMENT	BALANCE SHEET	SHAREHOLDERS
<ul style="list-style-type: none"><li>• Modernize equipment, reduce fixed cost base</li><li>• 2019 Capex: \$330M - \$400M funded by CF from operations</li><li>• Opportunistic M&amp;A</li><li>• Increase integration, optimize footprint</li><li>• IRR target: 15%<sup>1</sup></li></ul>	<ul style="list-style-type: none"><li>• <b>Allocate \$100M of FCF toward debt reduction annually</b></li><li>• Targeted leverage ratio of <b>2.5 x</b></li><li>• Disciplined &amp; strategic management of capital allocation</li></ul>	<ul style="list-style-type: none"><li>• <b>Maintain current dividend strategy</b></li><li>• Opportunistic market share buyback</li><li>• <b>2% NCIB renewed for March 2019</b></li></ul>

**Disciplined, Strategic & Targeted Capital Allocation Aligned with Long-Term Value Creation, Supported by Customer Focus and Commitment to Innovation**

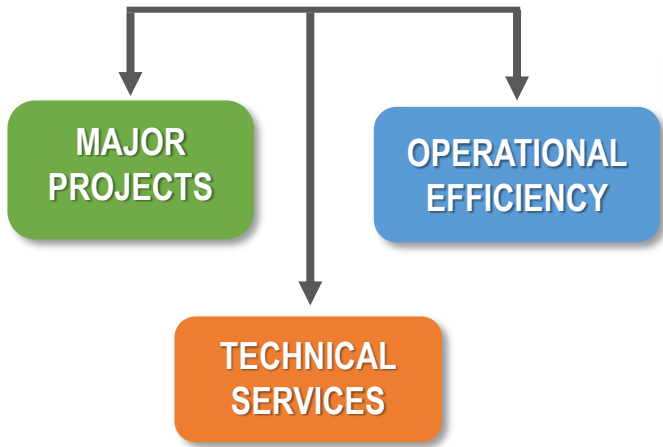
<sup>1</sup> Cascades uses a WACC of 9%. Actual IRR may vary by project. A limited number of projects with returns below IRR target may be undertaken for strategic purposes.



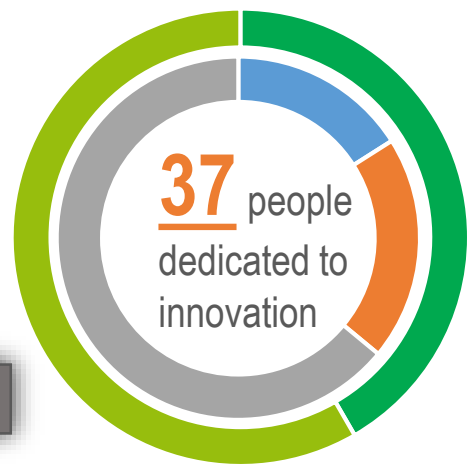
# 3 FOCUS ON CUSTOMERS AND INNOVATION

## CUSTOMERS

**275 employees** provide **engineering & consulting services** internally, to major customers & external clients



## INNOVATION



- Containerboard
- Specialty Products
- Tissue Papers
- Supported by:**
- CAS Innovation Centre
- CAS R&D Centre

Multi-disciplinary approach focused on:

- ✓ Food & Beverage
- ✓ Hygiene Solutions
- ✓ Productivity
- ✓ Sustainability
- ✓ E-commerce

# 3 FOCUS ON CUSTOMERS AND INNOVATION



Produces innovative, lightweight recycled linerboard – XP grades



Hand towel dispenser that is 99.9% jam free, patented dispenser technology



Low-density PETE containing 80% post-consumer material

**OBJECTIVES:**

- 20% of sales from innovative products in 2020
- Leverage our diverse portfolio to cross-sell
- Reinforce position as THE provider of sustainable solutions



Water-based coating that acts as a barrier against grease and humidity for takeout containers



Polystyrene foam packaging containing 50% recycled material

Recyclable insulated container, made with FSC® certified recycled materials



# APPENDIX



# HISTORICAL RESULTS

(In million of Canadian dollars)

## Sales

	2018	Q4-18	Q3-18	Q2-18	Q1-18	2017	Q4-17	Q3-17	Q2-17	Q1-17	2016	2015	2014
Containerboard	1,840	472	472	475	421	1,652	440	438	428	346	1,370	1,301	1,181
Boxboard Europe	933	245	210	232	246	838	212	202	213	211	796	825	841
Specialty Products	659	172	164	164	159	703	161	181	188	173	620	579	568
Tissue Papers	1,352	340	361	342	305	1,268	301	323	338	306	1,305	1,236	1,054
Inter-segment sales and corporate activities	(135)	(33)	(35)	(34)	(33)	(140)	(32)	(41)	(37)	(30)	(90)	(80)	(83)
<b>Total</b>	<b>4,649</b>	<b>1,196</b>	<b>1,172</b>	<b>1,179</b>	<b>1,098</b>	<b>4,321</b>	<b>1,082</b>	<b>1,103</b>	<b>1,130</b>	<b>1,006</b>	<b>4,001</b>	<b>3,861</b>	<b>3,561</b>

## Operating Income

Containerboard	381	84	94	82	121	164	51	50	30	33	158	170	108
Boxboard Europe	60	9	10	22	19	34	11	5	13	5	19	(28)	29
Specialty Products	24	9	9	4	2	46	9	10	14	13	51	31	6
Tissue Papers	-122	(100)	(11)	(9)	(2)	28	(6)	9	17	8	75	64	48
Corporate activities	(113)	(35)	(24)	(26)	(28)	(97)	(20)	(23)	(26)	(28)	(82)	(84)	(54)
<b>Total</b>	<b>230</b>	<b>(33)</b>	<b>78</b>	<b>73</b>	<b>112</b>	<b>175</b>	<b>45</b>	<b>51</b>	<b>48</b>	<b>31</b>	<b>221</b>	<b>153</b>	<b>137</b>

## Adjusted OIBD<sup>1</sup>

Containerboard	410	111	117	105	77	247	74	72	56	45	216	231	164
Boxboard Europe	97	20	19	30	28	68	19	14	21	14	53	63	72
Specialty Products	40	10	14	9	7	67	14	15	20	18	65	58	40
Tissue Papers	17	(8)	5	7	13	94	12	24	35	23	150	119	96
Corporate activities	(75)	(20)	(18)	(17)	(20)	(83)	(14)	(19)	(25)	(25)	(81)	(45)	(32)
<b>Total</b>	<b>489</b>	<b>113</b>	<b>137</b>	<b>134</b>	<b>105</b>	<b>393</b>	<b>105</b>	<b>106</b>	<b>107</b>	<b>75</b>	<b>403</b>	<b>426</b>	<b>340</b>

Adjusted OIBD<sup>1</sup> Margin

<b>10.5%</b>	<b>9.4%</b>	<b>11.7%</b>	<b>11.4%</b>	<b>9.6%</b>	<b>9.1%</b>	<b>9.7%</b>	<b>9.6%</b>	<b>9.5%</b>	<b>7.5%</b>	<b>10.1%</b>	<b>11.0%</b>	<b>9.5%</b>
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<sup>1</sup> Please click [here](#) for supplemental information on non-IFRS measures.



# SENSITIVITY TABLE<sup>1</sup>

		SHIPMENTS/CONSUMPTION ( <sup>1</sup> 000 s.t, <sup>1</sup> 000 mmBtu for Natural Gas)	INCREASE	OIBD IMPACT (in CAN\$ M)
<b>SELLING PRICE<sup>2</sup> (Manufacturing &amp; Converting)</b>				
<b>North America</b>	Linerboard 42-lb unbleached kraft, Eastern US	370	US\$25/s.t.	13
	Corrugated medium 26-lb, semichem., Eastern US	370	US\$25/s.t.	13
	Converted products	740	US\$25/s.t.	25
	Tissue Papers	630	US\$25/s.t.	21
<b>Europe</b>	Boxboard	1,370	€25/s.t.	54
<b>RAW MATERIALS<sup>2</sup> (Recycled Papers, Pulp, Gas)</b>				
<b>North America</b>	Brown grades (OCC & others)	1,570	US\$15/s.t.	(32)
	Groundwood grades (SRP & others)	120	US\$15/s.t.	(2)
	White grades (SOP & others)	470	US\$15/s.t.	(10)
	Virgin pulp	160	US\$30/s.t.	(7)
	Natural gas	8,600	US\$1.00/mmBtu	(12)
<b>Europe</b>	Brown grades (OCC & others)	970	€15/s.t.	(23)
	Groundwood grades (SRP & others)	170	€15/s.t.	(4)
	White grades (SOP & others)	130	€15/s.t.	(3)
	Virgin pulp	80	€30/s.t.	(4)
	Natural gas	5,400	€1.00/mmBtu	(8)
<b>EXCHANGE RATE<sup>3</sup></b>				
Sales less purchases in US\$ from Canadian operations			CAN\$/US\$ 0.01 change	1
Translation - U.S. subsidiaries			CAN\$/US\$ 0.01 change	2
Translation - European subsidiaries			CAN\$/€ 0.01 change	1

(1) Sensitivity calculated according to 2018 volumes or consumption with year-end closing exchange rate of CAN\$/US\$ 1.36 and CAN\$/€ 1.56, excluding hedging programs and the impact of related expenses such as discounts, commissions on sales and profit-sharing. (2) Based on 2018 external manufacturing & converting shipments, and fibre and pulp consumption. Including purchases sourced internally from our recovery and recycling operations. Adjusted to reflect acquisitions, disposals and closures, if needed.. (3) As an example, based on CAN\$/US\$ 1.36 to CAN\$/US\$ 1.37, and from CAN\$/€ 1.56 to CAN\$/€ 1.57.



# IMPACT OF NEW IFRS 16 - ACCOUNTING FOR LEASES

## Statements of Earnings Impact \* Based on 2018 (CAN\$ million)

Increase in OIBD	23
Increase in depreciation	20
Increase in financial expenses	4

## Balance Sheet Impact \* Based on 2018 (CAN\$ million)





Increase in assets	80
Increase in long term debt	80
Change in equity	—



## By Segment \* (CAN\$ million)

Containerboard	5
Europe	4
Specialty Products	7
Tissue	3
Corporate	4
<b>Consolidated</b>	<b>23</b>

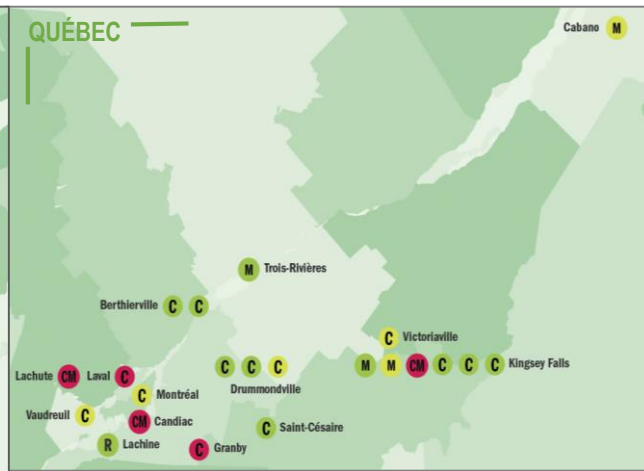
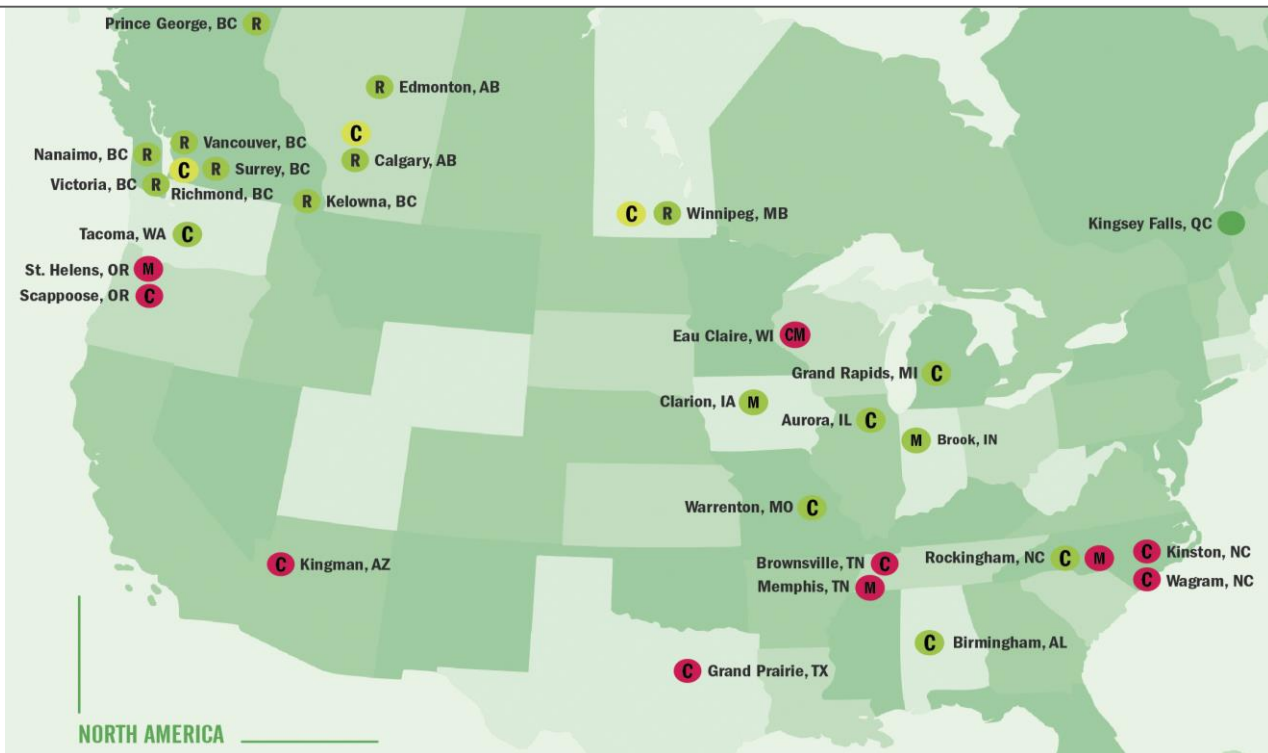
# OPERATIONALLY DIVERSIFIED

BUSINESS SEGMENT	OPERATIONS	LOCATION	CAPACITY
 <p><b>CONTAINERBOARD PACKAGING<sup>1,4</sup></b> → 27 facilities</p>	<p>6 Manufacturing 21 Converting</p>	<p>4 Canada / 2 US 16 Canada / 5 US</p>	<p>1.56 M s.t. 15.0 B ft</p>
 <p><b>TISSUE<sup>1</sup></b> → 21 facilities</p>	<p>7 Manufacturing 10 Converting 4 Manufacturing/Converting</p>	<p>2 Canada / 5 US 2 Canada / 8 US 3 Canada / 1 US</p>	<p>380,000 s.t. - 270,000 s.t.</p>
 <p><b>BOXBOARD EUROPE<sup>2,3</sup></b> → 7 facilities</p>	<p>6 Recycled boxboard 1 Virgin boxboard</p>	<p>3 Italy / 1 Germany / 1 France / 1 Spain France</p>	<p>1,085,000 m.t. 165,000 m.t.</p>
 <p><b>SPECIALTY PRODUCTS<sup>1</sup></b> → 40 facilities</p>	<p>2 Manufacturing 8 Consumer product packaging 11 Industrial packaging 19 Recovery &amp; Recycling facilities</p>	<p>Canada 4 Canada / 4 U.S. 5 Canada / 4 U.S. / 2 Europe 16 Canada / 3 U.S.</p>	<p>160,000 s.t. 101.1 M Kg 367,000 s.t. 1.45 M s.t.</p>

2018 capacity. 1 Including joint ventures. 2 Via our 57.95% equity ownership in Reno de Medici S.p.A. (RdM) 3 Including Barcelona Cartonboard, effective November 1, 2018. 4 Containerboard capacity includes Greenpac Mill capacity of 540,000 s.t., and Piscataway, NJ converting capacity of 2.4 billion ft<sup>2</sup>.



# GEOGRAPHICALLY DIVERSIFIED



## LEGEND

- Head Office
- Containerboard Group
- Boxboard Europe Group
- Specialty Products Group
- Tissue Papers Group
- M Manufacturing facility
- C Converting facility
- CM Converting and manufacturing facility
- R Recovery facility



# ***Cascades***

**GREEN BY NATURE™**

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