

# CAUTIONARY STATEMENTS REGARDING FORWARD-LOOKING INFORMATION

Statements in this presentation that are not reported financial results or other historical information of Resolute Forest Products Inc. are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. They include, for example, statements relating to our: efforts and initiatives to reduce costs and increase revenues and profitability; business and operating outlook; future financial results, including EBITDA; future pension funding obligations; assessment of market conditions; growth strategies and prospects, and the growth potential of the company and the industry in which it operates; liquidity; future cash flows, including as a result of changes to our pension funding obligations; and strategies for achieving our goals generally. Forward-looking statements may be identified by the use of forward-looking terminology such as the words "should," "would," "could," "will," "may," "expect," "believe," "anticipate," "attempt," "project" and other terms with similar meaning indicating possible future events or potential impact on our business or our shareholders.

The reader is cautioned not to place undue reliance on these forward-looking statements, which are not guarantees of future performance. These statements are based on management's current assumptions, beliefs and expectations, all of which involve a number of business risks and uncertainties that could cause actual results to differ materially. The potential risks and uncertainties that could cause the company's actual future financial condition, results of operations and performance to differ materially from those expressed or implied in this presentation include, but are not limited to, the impact of: developments in non-print media, and the effectiveness of our responses to these developments; any additional closure costs and long-lived asset or goodwill impairment or accelerated depreciation charges; currency fluctuations; global economic conditions; intense competition in the forest products industry; negative publicity, even if unjustified; the highly cyclical nature of the forest products industry; any increase in the level of required contributions to our pension plans, including as a result of any increase in the amount by which they are underfunded; the terms of our outstanding indebtedness, which could restrict our current and future operations; our ability to maintain adequate capital resources to provide for all of our substantial capital requirements; any inability to successfully implement our strategies to increase our earnings power; the possible failure to successfully integrate acquired businesses with ours or to realize the expected benefits of acquisitions, such as our acquisition of Atlas, or divestitures or other strategic transactions or projects we have pursued or may pursue, including our Calhoun tissue operations; any failure to comply with environmental or other laws or regulations, even if inadvertent; unanticipated outcomes of legal proceedings or disputes in which we are involved; future regulation of our Canadian exports to the United States, including softwood lumber and supercalendered paper; our exports from one country to another country becoming or remaining subject to duties, cash deposit requirements, border taxes, quotas or other trade conditions or remedies, which could require us to set aside or pay a substantial amount of cash and impact the competitive position of the affected operations; any difficulties in obtaining wood fiber at favorable prices, or at all; changes in the cost of purchased energy and other raw materials; any disruption in operations or increased labor costs due to labor disputes; uncertainty or changes in political or economic conditions in Canada, the United States or other countries in which our products are manufactured or sold; physical and financial risks associated with climate change; any additional environmental or health and safety liabilities; disruptions to our supply chain, operations or the delivery of our products; losses that are not covered by insurance; the actions of holders of a significant percentage of our common stock; extreme weather conditions or natural or man-made disasters; cybersecurity risks; and the potential risks and uncertainties described under the heading "Risk Factors" in Part I, Item 1A of the company's annual report on Form 10-K and other filings with the U.S. Securities and Exchange Commission."

All forward-looking statements in this presentation are expressly qualified by the cautionary statements contained or referred to above and in the company's other filings with the U.S. Securities and Exchange Commission and the Canadian securities regulatory authorities. The company disclaims any obligation to publicly update or revise any forward-looking information, whether as a result of new information, future events or otherwise, except as required by law.



All figures in US\$ unless otherwise noted

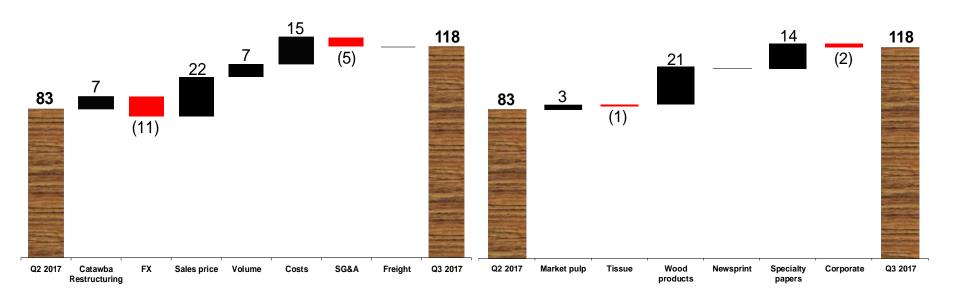
## **Q3 2017 FINANCIAL HIGHLIGHTS**

- Q3 GAAP net income of \$24 million or \$0.26 per share
  - Q3 net income of \$31 million or \$0.34 per share excluding special items
- Adjusted EBITDA of \$118 million
- Further debt repayments
  - Despite \$19 million in duty deposits
- Liquidity at \$400 million
  - Despite cumulative duty deposits of \$62 million



# **Q3 2017 OVERVIEW**

### Adjusted EBITDA: Q3'17 vs Q2'17

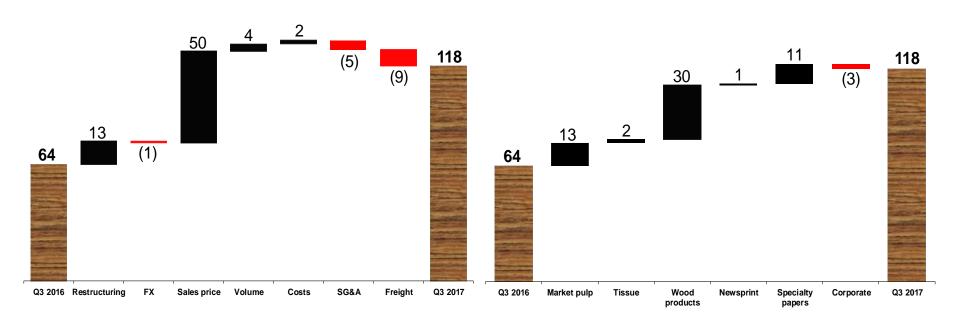




Adjusted EBITDA is a non-GAAP financial measure. Refer to Appendices A and B for a definition and reconciliation of non-GAAP financial measures.

# **Q3 2017 OVERVIEW**

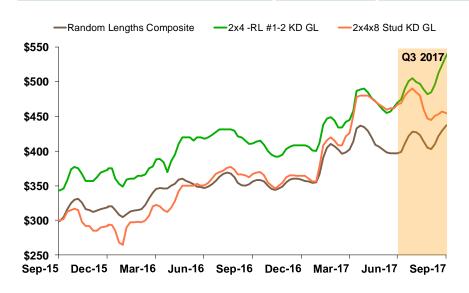
### Adjusted EBITDA: Q3'17 vs Q3'16



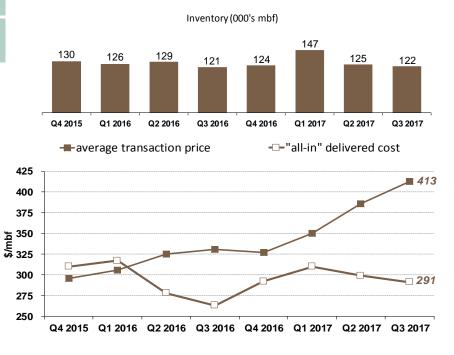


### **WOOD PRODUCTS**

(US\$mm)	Q3 2017	Q2 2017	
Sales	219	197	
Operating income	64	45	
EBITDA <sup>1</sup>	73	52	
Shipments (mmbf)	531	509	



- Q3 seasonally adjusted US housing starts unchanged vs. Q2
  - Single-family housing starts ↑ 2.6%
- Q3 Transaction price ↑ \$27/mbf vs. Q2
- Q3 Shipments of 531 mmbf
- Q3 Delivered cost ↓ \$8/mbf vs. Q2



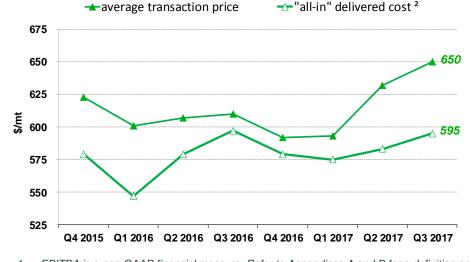
1. EBITDA is a non-GAAP financial measure. Refer to Appendices A and B for a definition and reconciliation of non-GAAP financial measures.



### MARKET PULP

(US\$mm)	Q3 2017	Q2 2017	
Sales	227	213	
Operating income	19	16	
EBITDA <sup>1</sup>	27	24	
Shipments (000's mt)	348	336	

- Global chemical pulp shipments ↑ 3.1% in Q3 vs. 2016
  - North America ↑ 3.8%; China ↑ 4.0%;
     Western Europe unchanged
  - 2017 global shipments ↑ 4.5% for softwood, ↑ 1.4% for hardwood
- Q3 Transaction price ↑ \$18/mt vs. Q2
- Q3 Shipments ↑ 12k mt vs. Q2
- Q3 Delivered cost ↑ \$12/mt vs. Q2



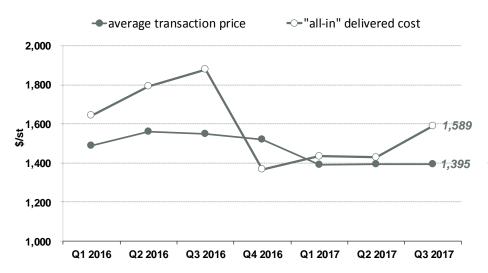


- 1. EBITDA is a non-GAAP financial measure. Refer to Appendices A and B for a definition and reconciliation of non-GAAP financial measures.
- 2. The "all-in" delivered cost is the total cost of each ton shipped (cost of sales, depreciation and amortization, distribution costs and selling, general and administrative expenses).



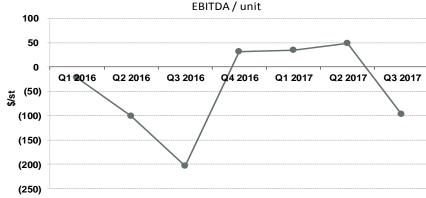
### **TISSUE**

(US\$mm)	Q3 2017	Q2 2017	
Sales	21	20	
Operating loss	(3)	(1)	
EBITDA <sup>1</sup>	(1)	-	
Shipments (000's st)	15	15	



- US consumption ↑ 1.3% in Q3 vs. 2016
  - Away-from-home shipments ↑ 3.0%
  - At-home shipments ↑ 1.3%
- Q3 Delivered cost ↑ \$160/st vs. Q2
- Q3 Transaction price unchanged vs. Q2
- Calhoun project \$7 million capex in Q3
- Hurricane Irma impact → 10 days of downtime



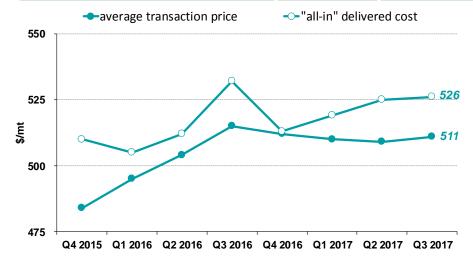


1. EBITDA is a non-GAAP financial measure. Refer to Appendices A and B for a definition and reconciliation of non-GAAP financial measures.



### **NEWSPRINT**

(US\$mm)	Q3 2017	Q2 2017	
Sales	199	201	
Operating loss	(6)	(7)	
EBITDA <sup>1</sup>	10	10	
Shipments (000's mt)	388	397	



- North American demand ↓ 8.6% in Q3 vs.
   2016
- World demand ↓ 11.2% in Q3 vs. 2016
- North American shipments-to-capacity ratio of 96% in September 2017
- Q3 Shipments ↓ 9k mt vs. Q2
- Q3 Transaction price ↑ \$2/mt vs. Q2
- Q3 Delivered cost ↑ \$1/mt vs. Q2
- Calhoun paper machine closure on Sept 30

Inventory (000's mt)

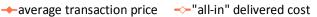


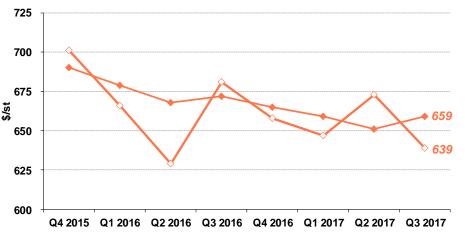
EBITDA is a non-GAAP financial measure. Refer to Appendices A and B for a definition and reconciliation of non-GAAP financial measures.



### **SPECIALTY PAPERS**

(US\$mm)	Q3 2017	Q2 2017		
Sales	219	227		
Operating income (loss)	7	(7)		
EBITDA <sup>1</sup>	18	4		
Shipments (000's st)	333	349		





- North American demand ↓ 7.7% in uncoated mechanical grades in Q3 vs. 2016
  - SC ↓ 13.0%
- North American demand ↓ 7.9% in coated mechanical grades in Q3 vs. 2016
  - Production ↓ 12.7%
  - Imports ↓ 4.3%
- Q3 Shipments ↓ 16k st vs. Q2
- Q3 Transaction price ↑ \$8/st vs. Q2
- Q3 Delivered cost ↓ \$34/st vs. Q2
- Closure of Calhoun paper machines on Sept 30
- Restart of paper machine at Alma in October

Inventory (000's st)



1. EBITDA is a non-GAAP financial measure. Refer to Appendices A and B for a definition and reconciliation of non-GAAP financial measures.



### P&L

#### **Selected financial information**

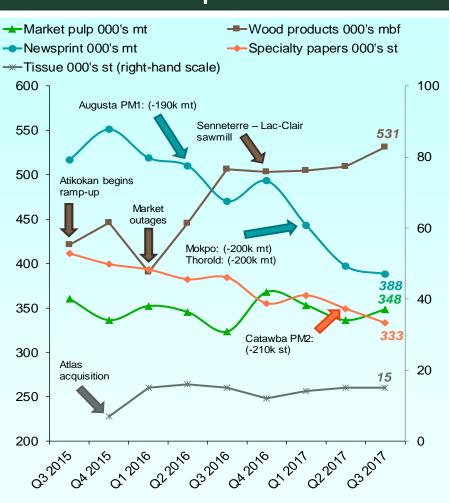
Q3 2017	vs Q2 2017	vs Q3 2016
Net income <sup>1</sup> \$31mm	+\$34mm	+\$16mm
Sales \$885mm	+3%	-
EPS <sup>1</sup> <b>\$0.34</b>	+\$0.37	+\$0.17
Adjusted EBITDA <sup>2</sup> <b>\$118mm</b>	+42%	+84%

### **Special items affecting net income** (pre-tax)

#### Q3 2017

- \$10mm of closure costs and impairment
- \$11mm in inventory write-downs related to closures
- \$7mm of foreign currency translation gain
- \$4mm of non-operating pension and OPEB<sup>3</sup> credits

# **Shipments**



- Excluding special items. Refer to Appendices A and B for a definition and reconciliation of non-GAAP financial measures. 1.
- 2. Adjusted EBITDA is a non-GAAP financial measure. Refer to Appendices A and B for a definition and reconciliation of non-GAAP financial measures.
- Other postretirement benefit.

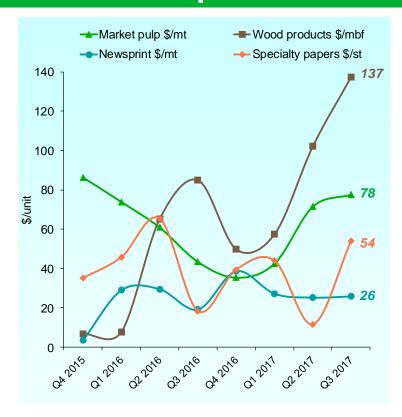


# PERFORMANCE METRICS

### « All-in » delivered cost<sup>1</sup>

### → Market pulp \$/mt --- Wood products \$/mbf -Newsprint \$/mt → Specialty papers \$/st 800 700 600 tiu 500 400 300 200

### EBITDA per unit<sup>1,2</sup>



- 1. Performance metrics related to our tissue segment are available on page 7.
- 2. EBITDA is a non-GAAP financial measure. Refer to Appendices A and B for a definition and reconciliation of non-GAAP financial measures.

EBITDA <sup>2</sup> contribution from	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17	Q3'17
cogen (in \$US millions)	8	13	13	9	10	13	9	9

### LIQUIDITY AND CASH FLOW

- Q3 capex of \$20mm \ \$27mm from Q2
- Q3 net cash provided by operations of \$39mm
- Repayments of \$7mm under revolving credit facilities in Q3
- Liquidity of \$400mm
- Cumulative duty deposits of \$62mm
- Repayments of \$30mm since the end of Q3

(US\$mm)	Q3 2017	vs Q2 2017	vs Q3 2016
Cash	38	38 -6	
Working capital	608	+28	+30
Total debt	832	-8	+105
Interest	13	+1	+3

Available liquidity		2017			2016			
(US\$mm)	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Total debt	832	840	881	762	727	611	611	591
Cash on hand	38	44	39	35	55	40	37	58
Available under revolving credit facilities	362	370	341	433	465	412	406	444



### **PENSION**

- Net pension & OPEB liability ↑ \$5 million in Q3
  - Mostly as a result of foreign exchange loss of \$33 million and the \$18 million increase from the Catawba
     PM2 closure, partially offset by defined benefit pension and OPEB contributions totaling \$39 million

(in \$US millions)	Q3'2017	2016	2015
Net pension liabilities	1,073	1,123	1,019
OPEB liabilities	182	172	174
Net pension and OPEB liabilities	1,255	1,295	1,193
U.S. GAAP discount rate at 12/31 <sup>1</sup>	N/A	3.8%	4.2%

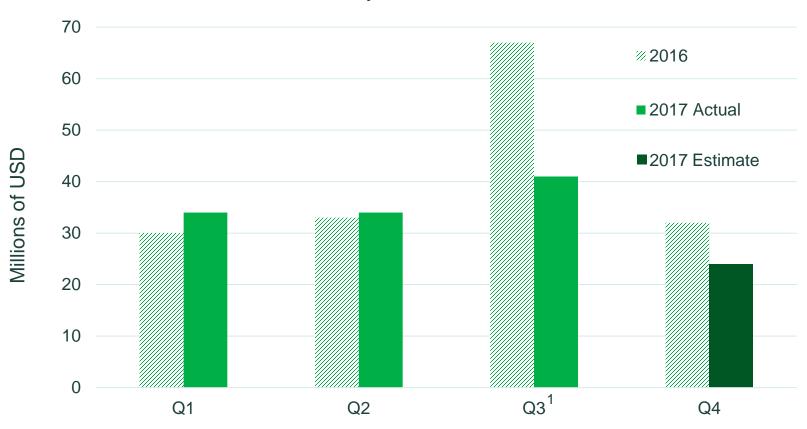
(in \$US millions)	2017E	Q3'2017	2016	2015
Pension contributions <sup>2</sup>	133	41	162	143
OPEB payments	12	3	13	13
Operating pension and OPEB costs <sup>3</sup>	40	11	42	44
Non-op. pension and OPEB (credits)/costs <sup>3,4</sup>	(10)	(4)	8	50
Total pension and OPEB costs <sup>5</sup>	30	7	50	94

- 1. Pension plans.
- 2. Includes defined benefit and defined contribution plans.
- . Starting in 2017, the amortization of prior service credits is retrospectively presented under "non-operating pension and OPEB costs." Amortization of prior service credits of \$15 million, \$16 million and \$16 million for the years ended December 31, 2017, 2016 and 2015 respectively, are currently presented as a reduction of costs under "non-operating pension and OPEB costs."
- Excluded from Adjusted EBITDA.
- Excluding closure-related pension and OPEB costs.



# **PENSION**

### **Quarterly Pension Contributions**



1. Contributions were reduced retroactively in the third quarter of 2017 by \$10 million following the finalization of the 2017 annual contributions to the Quebec pension plans in July. Q3 2017 also includes US pension plan contributions of \$17 million compared to \$7 million in Q1 and \$9 million in Q2, and capacity reduction contributions of \$11 million.



## **2017 PRIORITIES**

# 1. Operating performance improvement

Particularly in our specialty papers segment

# 2. Improved financial flexibility

- Meeting our 2017 capex target of \$185 million
- Leverage reduced with \$48 million of borrowings repaid since the first quarter despite \$35 million in duties for 2017 YTD

### 3. Lumber duties

- Lower average preliminary duty rate than other Canadian producers
- Softwood lumber exports from Central Canada to the United States should be free of any trade barriers



### **OUTLOOK**

### Pulp:

Market dynamics evolved more favorably than expected and further increases in pricing are anticipated in the fourth quarter. We believe 2018 will be better than originally expected

#### Tissue:

Sales remain the top priority; senior leadership deploying every effort to establish a solid foothold in the market

### **Wood Products:**

Fundamentals to continue to strengthen. Even without a resolution of the softwood lumber trade dispute, the segment will remain a key contributor to 2018 performance

### Paper:

Global capacity reductions resulted in higher operating rates. Price increases have been announced in Q4 across our paper product offering





### RESOLUTE FOREST PRODUCTS INC. RECONCILIATION OF OPERATING INCOME AND NET INCOME ADJUSTED FOR SPECIAL ITEMS

A reconciliation of our operating income, net income and net income per share reported before special items is presented in the tables below. See Note 1 to the Reconciliations of Non-GAAP Measures regarding our use of non-GAAP measures contained in our November 2, 2017, press release available on our website.

Three months ended September 30, 2017 (unaudited, in millions, except per share amounts)	Ope incon	Net income (loss)		EPS		
GAAP, as reported	\$	48	\$	24	\$	0.26
Adjustments for special items:						
Foreign exchange gain		-		(7)		(0.08)
Closure costs, impairment and other related charges		10		10		0.11
Inventory write-downs related to closures		11		11		0.12
Start-up costs		3		3		0.03
Net gain on disposition of assets		(2)		(2)		(0.02)
Non-operating pension and OPEB credits		(4)		(4)		(0.04)
Other expense, net		-		1		0.01
Income tax effect of special items		-		(5)		(0.05)
Adjusted for special items	\$	66	\$	31	\$	0.34

Three months ended September 30, 2016 (unaudited, in millions, except per share amounts)	•	erating ne (loss)	 income oss)	]	EPS
GAAP, as reported	\$	10	\$ 14	\$	0.15
Adjustments for special items:					
Start-up costs		1	1		0.01
Non-operating pension and OPEB costs		2	2		0.03
Other income, net		-	(1)		(0.01)
Income tax effect of special items		-	(1)		(0.01)
Adjusted for special items	\$	13	\$ 15	\$	0.17



Nine months ended September 30, 2017 (unaudited, in millions, except per share amounts)	•	erating ne (loss)	ncome oss)	EPS
GAAP, as reported	\$	(5)	\$ (97)	\$ (1.07)
Adjustments for special items:				
Foreign exchange gain		-	(10)	(0.11)
Closure costs, impairment and other related charges		82	82	0.91
Inventory write-downs related to closures		24	24	0.26
Start-up costs		18	18	0.20
Net gain on disposition of assets		(2)	(2)	(0.02)
Non-operating pension and OPEB credits		(8)	(8)	(0.09)
Other income, net		-	(1)	(0.01)
Income tax effect of special items		-	(8)	(0.09)
Adjusted for special items	\$	109	\$ (2)	\$ (0.02)

Nine months ended September 30, 2016 (unaudited, in millions, except per share amounts)	-	rating ne (loss)	income oss)	EPS		
GAAP, as reported	\$	(8)	\$ (36)	\$	(0.40)	
Adjustments for special items:						
Foreign exchange gain		-	(3)		(0.04)	
Closure costs, impairment and other related charges		37	37		0.41	
Inventory write-downs related to closures		5	5		0.06	
Start-up costs		5	5		0.06	
Net gain on disposition of assets		(2)	(2)		(0.02)	
Non-operating pension and OPEB costs		6	6		0.07	
Other income, net		-	(11)		(0.13)	
Income tax effect of special items		-	(6)		(0.07)	
Adjusted for special items	\$	43	\$ (5)	\$	(0.06)	



### RESOLUTE FOREST PRODUCTS INC. RECONCILIATION OF EBITDA AND ADJUSTED EBITDA

A reconciliation of our net income including noncontrolling interests to EBITDA and Adjusted EBITDA is presented in the tables below. See Note 1 to the Reconciliations of Non-GAAP Measures regarding our use of the non-GAAP measures EBITDA and Adjusted EBITDA contained in our November 2, 2017, press release available on our website.

Three months ended September 30, 2017 (unaudited, in millions)	Market pulp			Tissue	Wood products			Ne	ewsprint	Specialty papers	Co	rporate and other	Total
Net income (loss) including noncontrolling interests	\$	19	\$		(3)	\$	64	\$	(6)	\$ 7	\$	(55) \$	26
Interest expense									` '			13	13
Income tax provision												15	15
Depreciation and amortization		8			2		9		16	11		6	52
EBITDA	\$	27	\$		(1)	\$	73	\$	10	\$ 18	\$	(21) \$	106
Foreign exchange gain												(7)	(7)
Closure costs, impairment and other related charges												10	10
Inventory write-downs related to closures												11	11
Start-up costs												3	3
Net gain on disposition of assets												(2)	(2)
Non-operating pension and OPEB credits												(4)	(4)
Other expense, net												1	1
Adjusted EBITDA	\$	27	\$		(1)	\$	73	\$	10	\$ 18	\$	(9) \$	118

Three months ended September 30, 2016 (unaudited, in millions)	Market pulp			Tissue	e Wood products			N	Newsprint	Specialty papers	Co	orporate and other	Total
Net income (loss) including noncontrolling interests Interest expense Income tax benefit	\$	4	\$		(5)	\$	36	\$	(8)	\$ (4)	\$	(8) \$ 10 (14)	<b>15</b> 10 (14)
Depreciation and amortization		10			2		7		17	11		` 4	51
EBITDA	\$	14	\$		(3)	\$	43	\$	9	\$ 7	\$	(8) \$	62
Start-up costs												1	1
Non-operating pension and OPEB costs												2	2
Other income, net												(1)	(1)
Adjusted EBITDA	\$	14	\$		(3)	\$	43	\$	9	\$ 7	\$	(6) \$	64



Nine months ended September 30, 2017 (unaudited, in millions)	Mark	Market pulp		Tissue		products	Nev	vsprint		pecialty papers	Cor	rporate and other	Total
National description of the state of the sta	•	40	•	(4)	•	420	•	(47)	•	4	•	(247) ¢	(02)
Net income (loss) including noncontrolling interests	\$	42	\$	(4)	Þ	129	Ф	(17)	Ф	4	Ф	(247) \$	<b>(93)</b> 36
Interest expense												36	
Income tax provision												63	63
Depreciation and amortization		24		4		25		49		34		17	153
EBITDA	\$	66	\$	-	\$	154	\$	32	\$	38	\$	(131) \$	159
Foreign exchange gain												(10)	(10)
Closure costs, impairment and other related charges												82	82
Inventory write-downs related to closures												24	24
Start-up costs												18	18
Net gain on disposition of assets												(2)	(2)
Non-operating pension and OPEB credits												(8)	(8)
Other income, net												(1)	(1)
Adjusted EBITDA	\$	66	\$	-	\$	154	\$	32	\$	38	\$	(28) \$	262

Nine months ended September 30, 2016 (unaudited, in millions)	Market pulp			Tissue Wood products N			Newsprint			Specialty papers	Co	orporate and other	To	otal
Net income (loss) including noncontrolling interests	\$	33	\$	(11)	\$	52	\$	(17)	\$	16	\$	(105)	<b>S</b>	(32)
Interest expense	•		•	(,	•		•	(,	•		•	29		29
Income tax provision												9		9
Depreciation and amortization		28		6		23		56		34		10		157
EBITDA	\$	61	\$	(5)	\$	75	\$	39	\$	50	\$	(57) \$	\$	163
Foreign exchange gain												(3)		(3)
Closure costs, impairment and other related charges												37		37
Inventory write-downs related to closures												5		5
Start-up costs												5		5
Net gain on disposition of assets												(2)		(2)
Non-operating pension and OPEB costs												6		6
Other income, net												(11)		(11)
Adjusted EBITDA	\$	61	\$	(5)	\$	75	\$	39	\$	50	\$	(20) \$	<b></b>	200





Financial and Operating Statistics (Page 1 of 5)										
			2016 (1)		-	-		2017 (1)		
(in millions, except per share amounts and otherwise indicated)	First	Second	Third	Fourth	Total	First	Second	Third	Fourth	Total
Income Statement Data	·						<del></del>			
Sales	\$ 877	\$ 891	\$ 888	\$ 889	\$ 3,545	\$ 872	\$ 858	\$ 885		\$ 2,615
Operating income (loss)	-	(18)	10	(18)	(26)	(6)	(47)	48		(5)
Interest expense	(10)	(9)	(10)	(9)	(38)	(11)	(12)	(13)		(36)
Other income (expense), net	13	-	1	(7)	7	-	5	6		11
Net income (loss) including noncontrolling interests	(7)	(40)	15	(44)	(76)	(46)	(73)	26		(93)
Net income (loss) attributable to noncontrolling interests	1	2	1	1	5	1	1	2		4
Net income (loss) attributable to Resolute Forest Products Inc.	(8)	(42)	14	(45)	(81)	(47)	(74)	24		(97)
Diluted net income (loss) per share attributable to Resolute Forest Products Inc. common shareholders	\$ (0.09)	\$ (0.47)	\$ 0.15	\$ (0.50)	\$ (0.90)	\$ (0.52)	\$ (0.82)	\$ 0.26		\$ (1.07)
Dividends declared per common share	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		\$ -
Average diluted shares outstanding (in thousands)	89,610	89,818	90,392	90,068	89,882	90,195	90,344	91,639		90,390
Ending shares outstanding (in thousands)	89,493	89,505	89,507	89,751	89,751	89,751	89,751	89,798	!	89,798
Financial Position										
Cash and cash equivalents	\$ 37	\$ 40	\$ 55	\$ 35	\$ 35	\$ 39	\$ 44	\$ 38		\$ 38
Working capital (2)	620	573	578	580	580	630	580	608		608
Fixed assets, net	1,811	1,801	1,839	1,842	1,842	1,866	1,779	1,737		1,737
Total assets	4,289	4,245	4,312	4,277	4,277	4,335	4,171	4,232		4,232
Current portion of long-term debt	1	1	1	1	1	1	1	-		-
Long-term debt, net of current portion	610	610	726	761	761	880	839	832		832
Net debt (3)	574	571	672	727	727	842	796	794		794
Liquidity <sup>(4)</sup>	443	452	520	468	468	380	414	414		414
Total Resolute Forest Products Inc. shareholders' equity	1,932	1,899	1,919	1,693	1,693	1,655	1,590	1,607		1,607
Noncontrolling interests	14	16	17	18	18	19	20	22		22
Total equity	1,946	1,915	1,936	1,711	1,711	1,674	1,610	1,629	!	1,629
Cash Flow Information										
Cash flows provided by (used in) operations	\$ 6	\$ 63	\$ (18)	\$ 30	\$ 81	\$ (39)	\$ 99	\$ 39		\$ 99
Cash invested in fixed assets	(47)	(52)	(78)	(72)	(249)	(69)	(47)	(20)		(136)
Dispositions of assets	5	-	-	-	5	-	-	3		3
Decrease (increase) in countervailing duty cash deposits on supercalendered paper	(6)	(6)	(5)	(6)	(23)	(5)	(7)	(5)		(17)
Decrease (increase) in countervailing duty cash deposits on softwood lumber	-	-	-	-	-	-	(4)	(14)		(18)
Cash flows provided by (used in) investing activities	(48)	(59)	(82)	(84)	(273)	(75)	(54)	(39)		(168)
Issuance of long-term debt	-	-	46	-	46	-	-	-		-
Net borrowings under revolving credit facilities	20	-	70	35	125	118	(41)	(7)		70
Cash flows provided by (used in) financing activities	20	(1)	115	35	169	118	(41)	(8)		69



Financial and Operating Statistics (Page 2 of 5)													
			2	2016 <sup>(1)</sup>						20	)17 <sup>(1)</sup>		
(in millions, except per unit items and otherwise indicated)	First			Third	Fo	ourth	Total	First	Second		hird	Fourth	Total
Sales													
Market pulp	\$ 211	\$ 210	\$	198	\$	217	\$ 836	\$ 209	\$ 213	\$	227		\$ 649
Tissue	23	24		23		19	89	20	20		21		61
Wood products	119	145		168		164	596	177	197		219		593
Newsprint	257	257		242		253	1,009	226	201		199		626
Specialty papers	 267	255	_	257		236	1,015	 240	227	.	219		686
Total sales	\$ 877	\$ 891	\$	888	\$	889	\$ 3,545	\$ 872	\$ 858	\$	885		\$ 2,615
Shipments to Third Parties (thousands of units)													
Market pulp (mt)	352	345		323		368	1,388	353	336		348		1,037
Tissue (st)	15	16		15		12	58	14	15		15		44
Wood products (mbf)	390	445		506		503	1,844	505	509		531		1,545
Newsprint (mt)	519	510		470		493	1,992	443	397		388		1,228
Specialty papers (st)	 393	382	_	384		355	1,514	364	349	.	333		1,046
Average Transaction Price per Unit													
Market pulp (\$/mt)	\$ 601	\$ 607	\$	610	\$	592	\$ 602	\$ 593	\$ 632	\$	650		\$ 625
Tissue (\$/st)	1,489	1,560		1,549		1,521	1,530	1,391	1,395		1,395		1,393
Wood products (\$/mbf)	306	325		331		327	323	350	386		413		384
Newsprint (\$/mt)	495	504		515		512	506	510	509		511		510
Specialty papers (\$/st)	679	668		672		665	671	659	651		659		656



Financial and Operating Statistics (Page 3 of 5)															
,				2016 <sup>(1)</sup>							2	017 <sup>(1)</sup>			
(in millions, except per unit items and otherwise indicated)	 First	Second		Third	Fo	ourth	Total	Fi	rst	Second	.	Third	Fourth	To	otal
Operating Income (Loss)															
Market pulp	\$ 19	\$ 1	\$	4	\$	4	\$ 37	\$	7	\$ 16	\$	19		\$	42
Tissue	(2)	(	4)	(5)		1	(10)		-	(1)		(3)			(4)
Wood products	(4)	2	)	36		17	69		20	45		64			129
Newsprint	(5)	(	4)	(8)		1	(16)		(4)	(7)		(6)			(17)
Specialty papers	5	1	5	(4)		3	19		4	(7)		7			4
Corporate and other	 (13)	(5	5)	(13)		(44)	(125)		(33)	(93)		(33)			(159)
Total operating income (loss)	\$ -	\$ (1	3) \$	10	\$	(18)	\$ (26)	\$	(6)	\$ (47)	\$	48		\$	(5)
Selling, General and Administrative Expenses															
Market pulp	\$ 7	\$	7 \$	8	\$	6	\$ 28	\$	8	\$ 8	\$	9		\$	25
Tissue	2		3	2		2	9		2	1		2			5
Wood products	5		7	6		4	22		6	7		7			20
Newsprint	10		Э	10		8	37		10	8		10			28
Specialty papers	6		7	7		5	25		7	6		7			20
Corporate and other	 8		7	4		9	28		10	7	_	8			25
Total selling, general and administrative expenses	\$ 38	\$ 4	) \$	37	\$	34	\$ 149	\$	43	\$ 37	\$	43		\$	123
Operating Cost per Unit															
Market pulp (\$/mt)	\$ 547	\$ 57	\$	597	\$	579	\$ 575	\$	575	\$ 583	\$	595		\$	584
Tissue (\$/st)	1,643	1,79	2	1,878		1,367	1,682	1	1,435	1,429		1,589			1,485
Wood products (\$/mbf)	317	27	3	263		292	286		310	299		291			300
Newsprint (\$/mt)	505	51	2	532		513	515		519	525		526			523
Specialty papers (\$/st)	 666	62	9	681		658	658		647	673	.	639			653
Product Inventory (thousands of units)															
Market pulp (mt)	94	8	3	100		91	91		92	94		100			100
Tissue (st)	5		3	4		5	5		8	8		10			10
Wood products (mbf)	126	12	Э	121		124	124		147	125		122			122
Newsprint (mt)	104	9	6	105		105	105		107	114		98			98
Specialty papers (st)	78	8	3	75		92	92		100	93	_	86	<u> </u>		86



Financial and Operating Statistics (Page 4 of 5)	I																		
					20	16 <sup>(1)</sup>									20	17 <sup>(1)</sup>			
(in millions)	F	irst	Seco	ond	Th	nird	Fo	ourth	T	otal	F	irst	Sec	cond	Th	nird	Fourth	To	otal
Net Income (Loss) Including Noncontrolling Interests																		l	
Market pulp	\$	19	\$	10	\$	4	\$	4	\$	37	\$	7	\$	16	\$	19		\$	42
Tissue		(2)		(4)		(5)		1		(10)		-		(1)		(3)		l	(4
Wood products		(4)		20		36		17		69		20		45		64		l	129
Newsprint		(5)		(4)		(8)		1		(16)		(4)		(7)		(6)		l	(17
Specialty papers		5		15		(4)		3		19		4		(7)		7		l	4
Corporate and other		(20)		(77)		(8)		(70)		(175)		(73)		(119)		(55)		l	(247
Total net income (loss) including noncontrolling interests	\$	(7)	\$	(40)	\$	15	\$	(44)	\$	(76)	\$	(46)	\$	(73)	\$	26		\$	(93
Interest Expense	\$	10	\$	9	\$	10	\$	9	\$	38	\$	11	\$	12	\$	13		\$	36
Income Tax Provision (Benefit)	\$	10	\$	13	\$	(14)	\$	10	\$	19	\$	29	\$	19	\$	15		\$	63
Depreciation and Amortization										-								1	
Market pulp	\$	7	\$	11	\$	10	\$	9	\$	37	\$	8	\$	8	\$	8		\$	24
Tissue		2		2		2		(1)		5		1		1		2		l	4
Wood products		7		9		7		8		31		9		7		9		l	25
Newsprint		20		19		17		18		74		16		17		16		l	49
Specialty papers		13		10		11		11		45		12		11		11		l	34
Corporate and other		3		3		4		4		14		5		6		6		l	17
Total depreciation and amortization	\$	52	\$	54	\$	51	\$	49	\$	206	\$	51	\$	50	\$	52		\$	153
EBITDA (5)																			
Market pulp	\$	26	\$	21	\$	14	\$	13	\$	74	s	15	\$	24	\$	27		\$	66
Tissue		_		(2)	Ť	(3)	·	_	'	(5)		1	·	_	ľ	(1)		1	_
Wood products		3		29		43		25		100		29		52		73		l	154
Newsprint		15		15		9		19		58		12		10		10		l	32
Specialty papers		18		25		7		14		64		16		4		18		l	38
Corporate and other		3		(52)		(8)		(47)		(104)		(28)		(82)		(21)		l	(131
Total EBITDA	\$	65	s	36	\$	62	s	24	\$	187	\$	45	\$	8	\$	106		\$	159
Special Items (5)											_							. —	
Foreign exchange (gain) loss	\$	(6)	\$	3	\$	_	\$	10	\$	7	\$	_	\$	(3)	\$	(7)		\$	(10
Closure costs, impairment and other related charges	•	-	,	37	•	_	Ť	25		62	•	7	Ť	65	, ·	10			82
Inventory write-downs related to closures		_		5		_		2		7		4		9		11		l	24
Net (gain) loss on disposition of assets		(2)		-		_		-		(2)				-		(2)		l	(2
Non-operating pension and OPEB costs (credits)		2		2		2		2		8		(3)		(1)		(4)		l	(8
Start-up costs		3		1		1		3		8		8		7		3		l	18
Other (income) expense, net		(7)		(3)		(1)		(3)		(14)		-		(2)		1		l	(1
Total special items	\$	(10)	\$	45	\$	2	\$	39	\$	76		16	\$	75	\$	12		\$	103
Adjusted EBITDA <sup>(5)</sup>		(10)		.0							Ť								
Market pulp	\$	26	\$	21	\$	14	\$	13	\$	74	\$	15	\$	24	\$	27		\$	66
Tissue				(2)	*	(3)	_	-		(5)	Ť	1	*		Ĭ .	(1)		1	-
Wood products		3		29		43		25		100		29		52		73		l	154
Newsprint		15		15		9		19		58		12		10		10		l	32
Specialty papers		18		25		7		14		64		16		4		18		l	38
Corporate and other		(7)		(7)		(6)		(8)		(28)		(12)		(7)		(9)		l	(28
Total adjusted EBITDA	\$	55		81	\$	64	s	63		263		61	\$	83	\$	118		\$	262



#### Financial and Operating Statistics (Page 5 of 5)

#### Notes

- <sup>1</sup> In the first quarter of 2017, we changed our presentation of segment operating income to reallocate the amortization of prior service credits component of pension and other postretirement benefit (or "OPEB") costs from the reportable segments to corporate and other. Current service costs will continue to be allocated to the reportable segments. We now also treat the amortization of prior service credits component of pension and OPEB costs as a special item to be adjusted for purposes of establishing our non-GAAP performance measures, listed below, together with our non-operating pension and OPEB costs and credits. This approach is consistent with the indicators management uses internally to evaluate performance. Prior period amounts have been reclassified to conform to the 2017 presentation.
- <sup>2</sup> We define working capital as current assets less current liabilities excluding cash and cash equivalents and debt.
- <sup>3</sup> We define net debt as total debt less cash and cash equivalents.
- <sup>4</sup> We define liquidity as cash and cash equivalents and availability under our credit facilities.
- <sup>5</sup> EBITDA by reportable segment is calculated as net income (loss) including noncontrolling interests from the consolidated statements of operations, allocated to each of our reportable segments (market pulp, tissue, wood products, newsprint and specialty papers) in accordance with FASB ASC 290, "Segment Reporting," adjusted for depreciation and amortization. EBITDA for corporate and other is calculated as net income (loss) including noncontrolling interests from the consolidated statements of operations, after the allocation to reportable segments, adjusted for interest expense, income taxes, and depreciation and amortization.

Adjusted EBITDA means EBITDA, excluding special items, such as foreign exchange gains and losses, closure costs, impairment and other related charges, inventory write-downs related to closures, start-up costs, gains and losses on disposition of assets, non-operating pension and OPEB costs and credits and other charges or credits. Special items are allocated to corporate and other.

We believe that using these non-GAAP measures is useful because they are consistent with the indicators management uses internally to measure the Company's performance, and it allows the reader to more easily compare our ongoing operations and financial performance from period to period. EBITDA and adjusted EBITDA are internal measures, and therefore may not be comparable to those of other companies. These non-GAAP measures should not be viewed as substitutes to financial measures determined under GAAP in our consolidated statements of operations in our filings with the SEC.



