GLATFELTER

# Deutsche Bank 13th Annual Global Materials Conference

June 8, 2022

NYSE: GLT

Dante C. Parrini, Chairman & CEO
Ramesh Shettigar, SVP – CFO & Treasurer

# Forward Looking Statements and Use of Non-GAAP Financial Measures

*Any statements included in this presentation which pertain to future financial and business matters are "forward-looking statements" within the meaning of the safe harbor provisions of the United States Private Securities Litigation Reform Act of 1995. The Company uses words such as "anticipates", "believes", "expects", "future", "intends", "plans", "targets", and similar expressions to identify forward-looking statements. Any such statements are based on the Company's current expectations and are subject to numerous risks, uncertainties and other unpredictable or uncontrollable factors that could cause future results to differ materially from those expressed in the forward-looking statements, which are described in the Company's filings with the U.S. Securities and Exchange Commission ("SEC"), including those set forth in the Risk Factors section and under the heading "Forward-Looking Statements" in the Company's most recently filed Annual Report on Form 10-K and Quarterly Report on Form 10-Q, which are available on the SEC's website at www.sec.gov. In light of these risks, uncertainties and other factors, the forward-looking matters discussed in this presentation may not occur and readers are cautioned not to place undue reliance on these forward-looking statements. The forward-looking statements speak only as of the date of this presentation and the Company undertakes no obligation, and does not intend, to update these forward-looking statements to reflect events or circumstances occurring after the date of this presentation.*

During the course of this presentation, certain non-U.S. GAAP financial measures will be presented. A reconciliation of these measures to U.S. GAAP financial measures is included in the appendix of this presentation.

# Glatfelter's Ongoing Evolution

## Pre-2018

- **Expanded internationally** *acquiring Schoeller & Hoesch GmbH creating Composite Fibers business*
- **Acquired Lydney, UK facility** *to expand tea and coffee business*
- **Acquisition of Concert Industries** *creates Airlaid Materials business*
- **Dresden acquisition** *adds Nonwoven Wallcover product line*
- **Completed capacity expansions** *in Composite Fibers to serve Tea, Coffee, and consumer growth markets*
- **Oberschmitten acquisition** *expands Electrical product line*

## 2018 - 2021

- **Sale of Specialty Papers business** *creates more growth focused and stable Engineered Materials platform*
- **Terminated and settled qualified pension plan** *and reverted $33 million cash back to company*
- **Fox River liability settled** *and paid $20.5 million as part of final settlement*
- **New airlaid facility** *in Fort Smith, AR expanded capacity by 20%*
- **Acquired 2 Georgia-Pacific airlaid facilities** *to expand capacity and capture and service long term demand for health and hygiene products*
- **Issued first "Sustainability" report in 2020** *formalizing our ESG priorities*
- **Relocated Corporate Headquarters to Charlotte, North Carolina** *to enhance access to resources and more diverse talent*
- **Acquired Jacob Holm** *to add complementary scale and best-in-class suite of nonwovens technologies, applications, and products*

## 2022 & Beyond

- **Execute integration** *of recent acquisitions with a focus on synergy capture and deleveraging*
- **Address inflation** *through pass-through of raw material costs and energy prices in Europe using dynamic pricing model*
- **Actively manage Russia/Ukraine geo-political crisis** *and its commercial impact (2021 revenues ~$95 million)*
- **Drive cash flow generation** *to pursue growth investments as balance sheet capacity permits*
- **Accelerate innovation** *to further expand engineered materials product portfolio*

# Glatfelter's Strategic Transformation

The New GLT → Transformation Actions & Value Creation → Investment Thesis

**The New GLT**

A Leading Engineered Materials Company
---
Multiple Growth Platforms
---
Accelerating Innovation
---
Committed to ESG and an Inclusive Culture

**Transformation Actions & Value Creation**

**Portfolio Realignment** →
- Sale of Specialty Papers - $360M
- Pension Plan Reversion - ~$33M
- Addition of Spunlace technology
- ~90% of Revenues from Essential Consumer Staples

**Strategic Growth** →
- Acquisitions
  - $360M (G-P EU & G-P US)
  - $304M (Jacob Holm)
- Organic
  - $90M (Ft. Smith)

**Shareholder Distributions** →
- Dividends of ~$25M annually

**Financial Capacity** →
- Issued $500M 8-year Bond at 4.75%
- Amended and Extended Credit Facility
- Leverage covenant flexibility for liquidity

**Investment Thesis**

GDP/GDP+ growth categories make up >80% of Portfolio:
- Wipes – 25%
- F&B – 22%
- Hygiene – 18%
- Electrical/TS – 7%
- Tabletop – 6%
- Health Care – 4%
---
Improved Cash Flows
---
Adj. EBITDA Growth:
2018 - $86M
2021– $120M

**Enhancing Everyday Life®… Sustainably**

# Segment Update

# Airlaid Materials

### Key Performance Characteristics

Highly absorbent

Very thin profile

Soft, cloth-like feel

Multi-layer capability to create dynamic fluid management systems

### Primary Applications

Absorbent Hygiene Products

Personal Care and Home Care Wipes, Industrial Wipes

Disposable Tabletop Products

Absorbent Food Pads

### Primary Inputs

Fluff Pulp

Synthetic Fibers

Super Absorbent Polymers

Binder

### Applications

### Blue Chip Customers

P&G Procter&Gamble

hoffmaster Color·Fashion·Design

essity

NP NICE PAK

Edgewell PERSONAL CARE

rockline

Johnson & Johnson

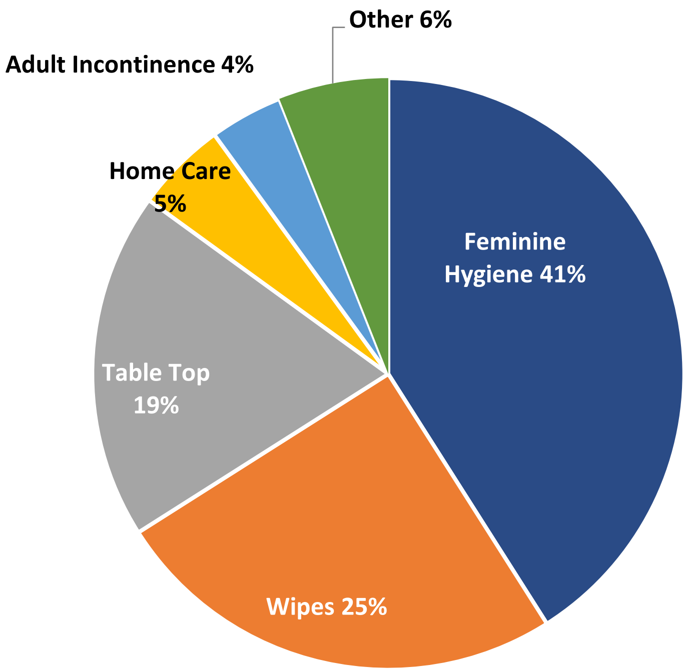
Kimberly-Clark

# Airlaid Materials
## Portfolio Summary

### Key Success Factors

- Megatrends driving demand:
  - Sustainability (~70% plant-based feedstock)
  - Health, hygiene and wellness
  - Convenience
  - Aging population
- Categories growing at normalized GDP/GDP+ rates:
  - Feminine Hygiene ~1-2%
  - Consumer Wipes ~3%
  - Tabletop ~2-3%
  - Adult Incontinence ~5%
- Raw material cost pass-through protection on ~70% of revenues
- Economies of scale, global manufacturing footprint and diversified product portfolio
- Innovation and product development partner for "Blue Chip" players
  - Sustainable bottle screw caps through joint innovation with ALPLA (BOC joint venture)

### Sales Mix



# Composite Fibers

## Key Performance Characteristics

Light weight substrates with wet strength

High quality improves efficiency on customer manufacturing equipment

Dimensional stability, dry stripability, and printability for wallcover

## Primary Applications

Tea Bag and Single-Serve Coffee

Wallcover and Decorative Laminate

Pasting Paper for Lead-Acid Batteries

Personal Care and Home Care Wipes

Glassine

## Primary Inputs

Softwood Pulps

Abaca Pulp

Specialty Fibers

## Applications

## Blue Chip Customers

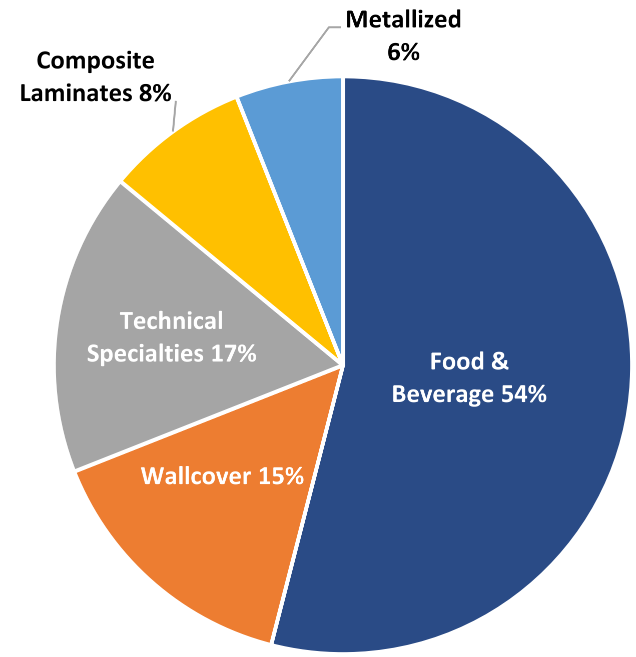
Keurig DrPepper, BIGELOW, JDE, Traditional Medicinals, Henkel, Palitra, Wilsonart International, Unilever, Tetley, Heineken, Trilliant Food | Beverage | Nutrition, sturmfoods, A.S. Création, rockline, CLARIOS

# Composite Fibers
## Portfolio Summary

**Key Success Factors**

- Megatrends driving demand:
  - Sustainability (~65% plant-based feedstock)
  - Convenience
  - Mobility
- Categories growing at normalized GDP/GDP+ rates:
  - Tea ~2%
  - Single Serve Coffee ~3%
  - Electrical ~3%
  - Composite Laminates ~2-3%
- Impacted by Russia/Ukraine conflict and related sanctions (Wallcover and Tea)
- Unrivaled inclined-wire manufacturing assets, captive abaca pulp supply and superior quality
- ~40% of revenue base converted to cost pass-through mechanism to protect against inflation

**Sales Mix**



# Spunlace

### Key Performance Characteristics

Softness

Highly absorbent

Low linting

Breathability

### Primary Applications

Personal Care Wipes

Home Care Wipes

Critical Cleaning
(Automotive, Aerospace, Printing)

Health and Skin Care Products

### Primary Inputs

Cellulosic Fibers

Synthetic Fibers

Fluff Pulp

### Applications


### Blue Chip Customers

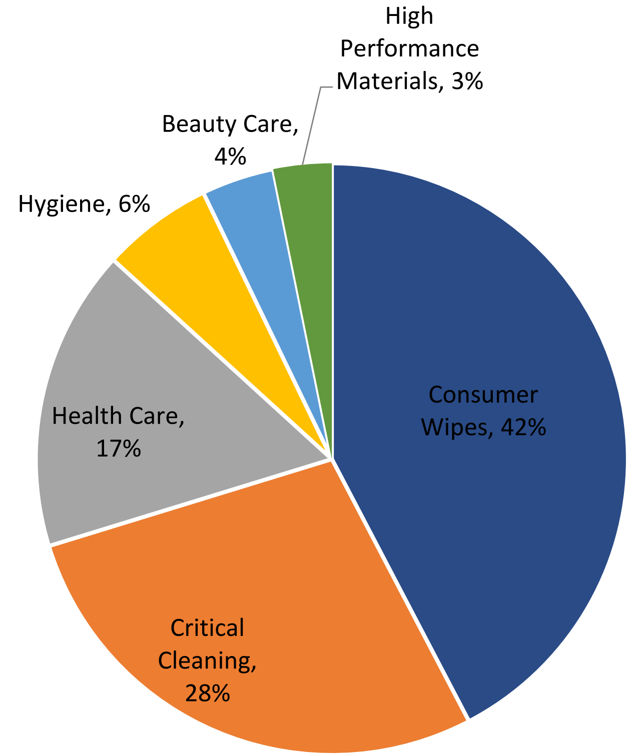
Procter&Gamble · Mölnlycke · rockline · CODI INTERNATIONAL · essity · NICE PAK · Georgia-Pacific

# Spunlace
## Portfolio Summary

### Key Success Factors

- Megatrends driving demand:
  - Health, hygiene and wellness
  - Aging population
  - Convenience
- Categories growing at normalized GDP/GDP+ rates:
  - Consumer Wipes ~3%
  - Critical Cleaning ~5%
  - Health Care ~3-4%
  - Hygiene ~5%
- EBITDA growth initiatives include:
  - Price increases & energy surcharges
  - Operational efficiencies
  - Cost reduction and overhead improvement
  - Synergy realization
- Branded finished goods footprint with diverse product portfolio and global manufacturing
- Innovation-focused to advance sustainable aspirations and deliver growth
  - ~60% plant-based feedstock

### Sales Mix



# Financial Update

# Near Term Financial Priorities

**Available Liquidity**

- Focused on maximizing financial flexibility and maintaining access to liquidity
- $400 million revolving credit facility for liquidity purposes largely undrawn

**Leverage Expectations and Conservatism**

- Amended debt covenant to allow maximum leverage up to 6.75x thru Q4 2023 for added financial flexibility under current economic and geopolitical environment
- Commitment to de-leveraging via combination of EBITDA growth, achievement of acquisition synergies and voluntary debt prepayment
- Demonstrated meaningful deleveraging after previous major acquisitions (Concert, Dresden, Steinfurt)
- Continue required capital expenditures to efficiently maintain operating assets

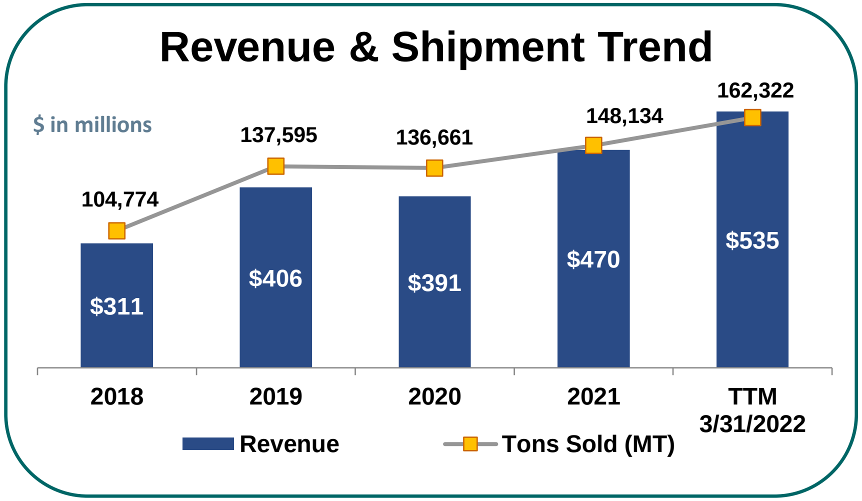
# Airlaid Materials
## Financial Trends

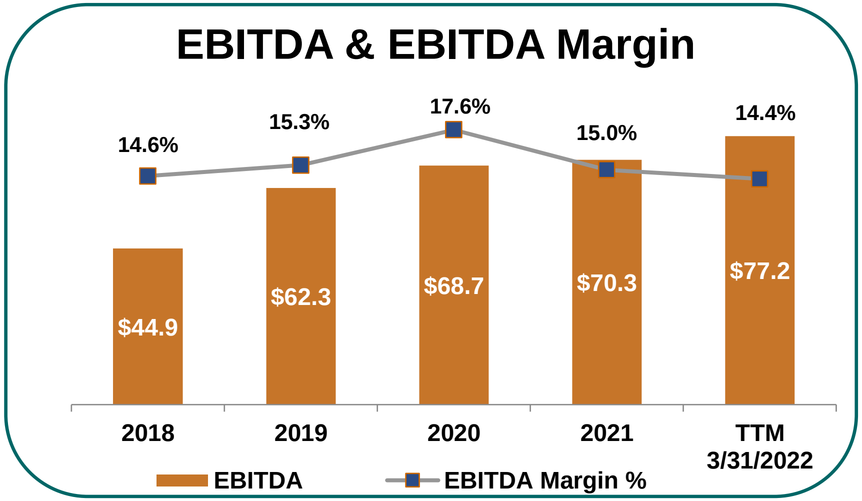
### Positioned for Volume Growth

- Volume grew in all product categories except tabletop in 2020, which was negatively impacted by COVID restrictions
- 2021 growth primarily driven by addition of Mount Holly acquisition; Hygiene experienced softer demand as customers continued destocking in the first half of 2021 but recovered to normalized levels during the 2nd half
- TTM 2022 reflects tabletop recovery and addition of Mount Holly as of May 2021

### Track Record of Improving Profitability and Margins

- Strong operational excellence and CI programs improving efficiencies
- Pass through of raw material cost changes (on ~70% of revenue) allows for margin preservation during inflationary environments
  - Also successfully increased prices on non pass-through customers
  - Implemented energy surcharges in Q4-2021 and Q1-2022 to offset rising energy costs in Europe
- Profitability improved in 2nd half of 2021 and Q1 2022 due to more normalized demand and addition of Mount Holly
  - Expect annual synergies of $4m to $6m within 24 months from Mount Holly acquisition
  - Overall margin decline driven by customer inventory de-stocking in 1H of 2021 and higher selling prices in recent quarters from inflationary cost pass through to customers



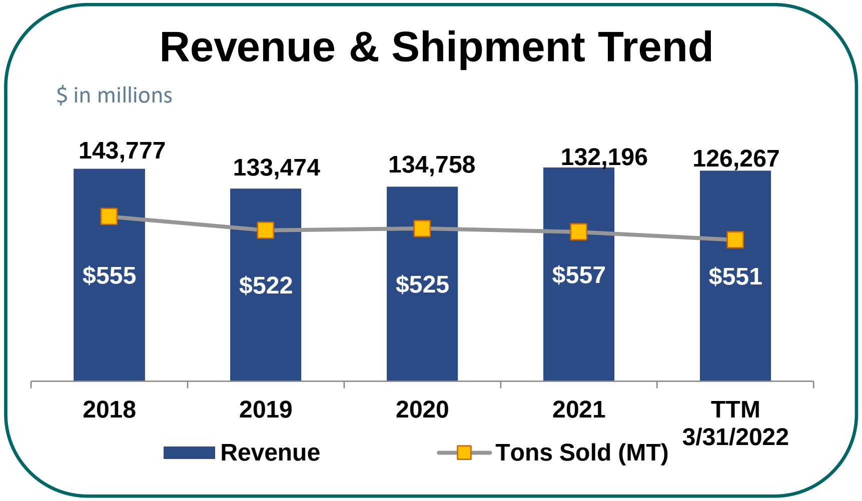
# Composite Fibers
## Financial Trends

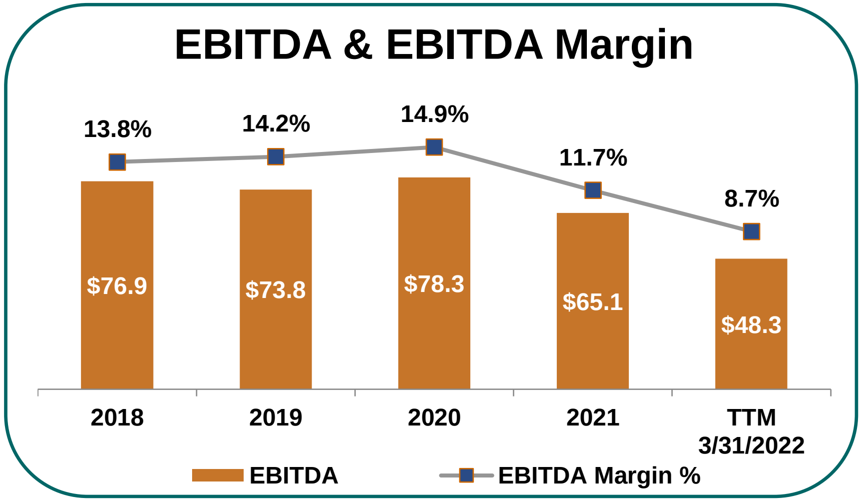
### Stable revenues despite near-term volume impacts

- Steady growth in coffee and electrical categories including high demand in composite laminates and technical specialties during pandemic
- Wallcover and tea volume in Russia/Ukraine severely impacted by conflict in Q1 2022 and ensuing sanctions
  - Recorded asset and goodwill impairment charge of ~$121 million in Q1 2022
- Actively pursuing new customers & products to improve asset utilization in Dresden

### Profitability impacted by inflation and Russia/Ukraine conflict

- Margin profile steadily improving since 2018; 2021 severely impacted by inflationary pressures, particularly in 2nd half of 2021
- Announced price increases in Q1-21 and Q3-21 and energy surcharges in Q4-21 and Q1 2022 to offset rising input costs (wood pulp, energy and logistics)
- Targeting conversion to dynamic pricing model on 50% of revenue base by end of 2022
  - Converted 35% of revenue to dynamic model by end of Q1 2022
- Q1 2022 profitability impacted by Russia/Ukraine conflict and resulting higher energy costs in Europe



# Spunlace
## Financial Trends

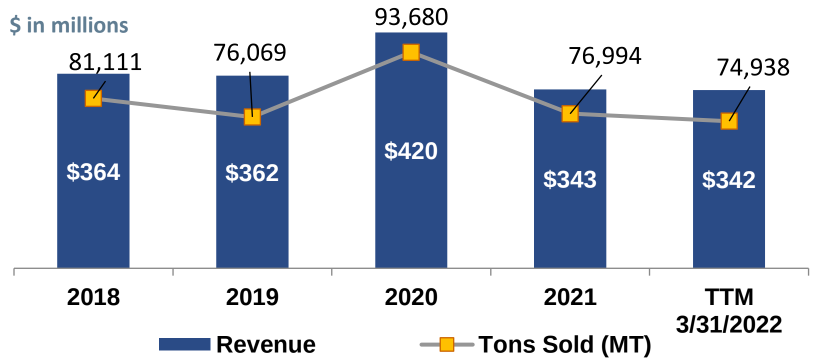
### Positioned for volume growth recovery

- Peak revenue in 2020 driven by global surge in demand for nonwoven materials arising from COVID
- 2021 volume softness due to supply chain inventory correction starting in mid-2021
- Applications such as Automotive, Aerospace and Hospital Operating Room recovering after slowdown due to COVID

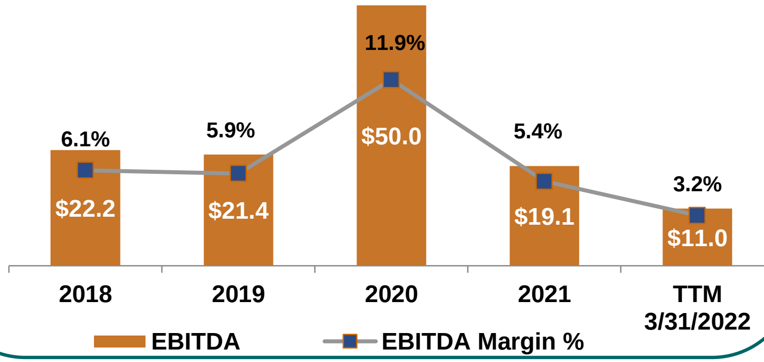
### Profitability impacted by inflation

- Operational excellence and CI programs improving efficiencies; most sites currently operating below full capacity
- Pass-through of raw material inflation in place with larger consumers and medical accounts; majority of Sontara business on annual pricing
- Implemented price increases and temporary energy surcharges in Q4’21 (EMEA only) and Q1’22 (global) to offset rising input costs
- Enhanced integration efforts to address near term challenges and accelerate profit turnaround

**Revenue & Shipment Trend**




**EBITDA* & EBITDA Margin**




*(*) EBITDA based on IFRS. Figures translated to USD at USD/DKK = 6.28 for pre-acquisition periods.*

# Cash Flow

- **TTM Q1 2022 Adjusted Free Cash Flow from continuing operations ~ $78.5 million lower versus same period last year**
  - Adjusted EBITDA lower by ~$13 million
  - Higher working capital usage of $35 million
    - Termination of Spunlace factoring program $15m
    - Higher A/R driven by price increases, and
    - Higher inventory due to volume and RM/Energy inflation
  - Higher taxes paid of ~$4 million driven by higher Canadian withholding/income taxes (adjusted for one-time events like CARES Act refund)
  - Higher capital expenditures of ~$11 million, including Mount Holly and Spunlace
- **2022 Outlook:**
  - Expect capital expenditures to be approximately $45 to $50 million, including $7 million to $8 million for Spunlace integration
  - Expect depreciation and amortization expense to be approximately $68 million

| (in millions) | TTM 3/31/2021 | TTM 3/31/2022 |
|---|---|---|
| Adjusted EBITDA | $123.8 | $110.7 |
| Change in working capital (*) | 4.0 | (30.5) |
| Taxes paid | 9.9 | (20.3) |
| Interest paid | (6.2) | (7.0) |
| Other | (23.0) | (42.1) |
| **Cash Flow from continuing Operations** | **$108.6** | **$10.8** |
| Less: Capital expenditures | (26.5) | (37.0) |
| **Free Cash Flow** | **$82.0** | **($26.2)** |
| Less: Adjustments to Free Cash Flow (1) | (0.0) | 29.8 |
| **Adjusted Free Cash Flow** | **$82.0** | **$3.5** |

*Notes:*
*(*) - Working capital is defined as accounts receivable plus inventories less accounts payable.*
*The sum of individual amounts set forth above may not agree to the column totals due to rounding.*

*(1) – Slide 35 in appendix includes the details for the Adjustments to Free Cash Flow and recasts prior quarters to align with full year presentation*

*Note: Adjusted EBITDA for all periods presented has been modified to add back share-based compensation consistent with the newly amended credit agreement.*

# Balance Sheet and Liquidity

- **Net Leverage increased to 4.8x* at March 31, 2022 versus 3.8x at December 31, 2021, driven by lower earnings and higher working capital usage**
- **Compliant with all financial covenants**
- **Amended debt covenant to 6.75x maximum leverage thru Q4 2023 to provide financial flexibility during current economic and geopolitical environment**

| (in millions) | 31-Dec-20 | 31-Dec-21 | 31-Mar-22 |
|---|---|---|---|
| **Cash** | **$99.6** | **$138.4** | **$80.5** |
| | | | |
| **Debt** | | | |
| Current portion of long term debt | 25.1 | 26.4 | 25.5 |
| Short term debt | - | 22.8 | 25.4 |
| $500 million 4.75% bond | - | 500.0 | 500.0 |
| Term Loans 1.3% - 2.4% due 2022 - 2025 | 253.5 | 239.5 | 228.5 |
| Revolving credit agreement | 36.8 | 10.0 | 41.1 |
| Unamortized deferred financing costs | (1.9) | (11.4) | (11.3) |
| **Total Debt** | **313.5** | **787.4** | **809.2** |
| | | | |
| **Net Debt** | **$213.9** | **$648.9** | **$728.8** |
| **Shareholders' Equity** | **$577.9** | **$542.8** | **$416.7** |
| **TTM Adj. EBITDA (*)** | **125.3** | **140.0** | **118.3** |
| **Available Liquidity** | **$274.8** | **$258.0** | **$66.3** |

*Notes:*
*(*) TTM Pro forma Adjusted EBITDA as of March 31, 2022 and December 31, 2021 includes Mount Holly EBITDA and Spunlace segment EBITDA for the applicable period not under Glatfelter ownership. EBITDA calculation modified to add back share-based compensation consistent with the newly amended credit agreement;*
*The sum of individual amounts set forth above may not agree to the column totals due to rounding.*
*(*) - Debt covenant compliance ratio of 4.8x as of March 31, 2022 includes additional add backs permitted under credit agreement*

# Sustainability & Innovation Update

# Commitment to Sustainability

## Long Standing Core Values

***Committed to sustainability and being a responsible corporate citizen***

1 > Integrity

2 > Financial Discipline

3 > Mutual Respect

4 > Customer Focus

5 > Environmental Responsibility

6 > Social Responsibility

## ESG Priorities

### Environmental Responsibility

- Innovation and Environmental Responsible Products
- Environmental Impact Management

### Social Responsibility

- Occupational Health & Safety
- Diversity, Equity & Inclusion
- Product Safety & Quality
- Community & Employee Engagement

### Governance and Ethics

- Corporate Governance
- Ethics and Integrity

**EcoVadis Silver Medal Recipient**

# Enhancing Everyday Life... Sustainably

SILVER
2021
ecovadis
Sustainability Rating

**Focused on building a more sustainable portfolio based on eco-friendly materials, product circularity, high quality and robust product safety**

**-3% GHG emissions**
**-2% Water Usage**
(2018-2019)

**6,800 MWh of electricity** from cogeneration (2019)

### Natural Fibers: Competitive Advantage

- Majority of product content - natural cellulose fibers
- **Continue pursuit of building a sustainable brand -** Jacob Holm (JH) acquisition
  - JH: ~50% of raw material inputs plant based / all natural fibers
  - JH Goal: sustainable alternative for 100% of all SKUs by 2030

### Low TCIR

Consistently ranked in the top quartile of safety performance in the industry

### Sustainable Supply Chain

Supplier Code of Conduct

### Rainforest Alliance™

standards for environmental, social and economic sustainability for suppliers

### 38%

Board of Directors – Women & Minority

- Board oversight structure for ESG
- Human Rights Policy
- Published 1st Sustainability Report in 2020
- Formalizing environmental measures and goals

# Innovation Efforts

➢ **Innovation continues to be a key area of focus for growth and sustainability initiatives:**

## Priorities

- Leveraging plant-based inputs that support growing sustainability megatrend
- Developing new materials and applications using extensive and evolving technology platforms
- Accelerating IP protection efforts on new-to-world products and technologies
- Advancing partnerships outside of GLT to bolster joint development and know-how
- Maintaining focus on developing fit-for-purpose products for more price sensitive regions and applications

## Recognitions

- **Industry Recognition:**
  - IDEA22 Sustainability Advancement Award for Blue Ocean Closures partnership
  - Index 20 Innovation Award for Sontara Dual nonwoven wipes
  - GlatPure™ Backsheet Nominated for Hygienix Innovation Award
  - GlatClean™ Nominated for World of Wipes Innovation Award
- **Supplier Recognition:**
  - KDP Continuous Improvement Award and 'Supplier of the Year'
  - Rockline Industries' Innovation Award
- **Certifications:**
  - ''Fine to Flush'' Certificate for Dispersible Wipes (UK)

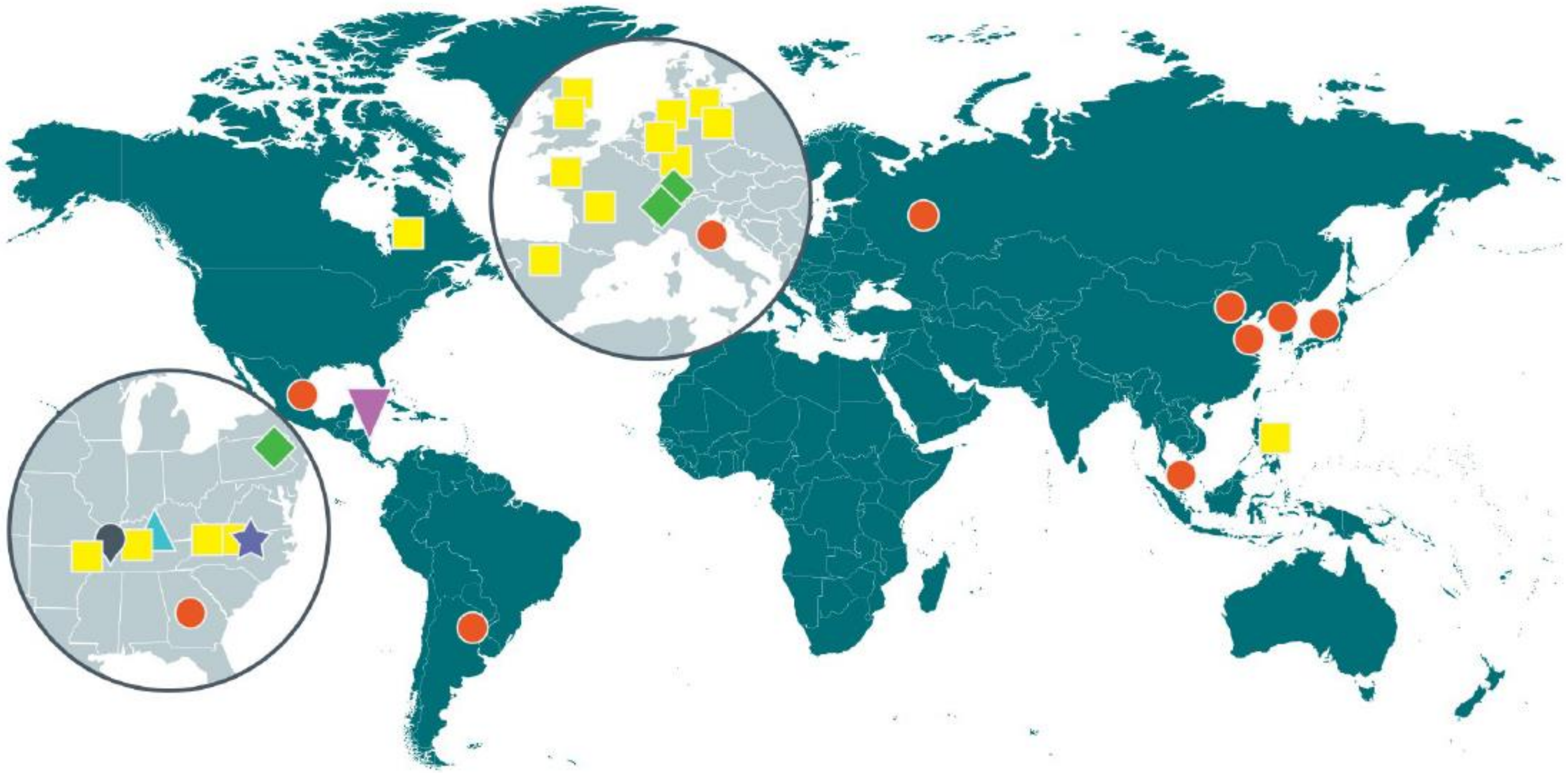
# Key Investment Highlights

1. Significant scale improvement and portfolio realignment creating attractive stand-alone platform for growth & returns
2. Diversification by end-customer, product application and technologies improved by Jacob Holm acquisition
3. Leading category positions across a number of products
4. Enhancing protection mechanisms to address raw material & energy inflation through dynamic pricing
5. Commitment to conservative financial policy
6. Focused on Innovation and Sustainability

GLATFELTER

# Appendix

# Glatfelter Locations (~ 3,300 PEOPLE)



**Corporate Headquarters**
Charlotte, NC

**3 Global Centers**

**10 Sales and Distribution Centers**

**16 Manufacturing Sites**

**USA**
Fort Smith, AR; Old Hickory, TN; Mt. Holly, NC; Asheville, NC
**Germany**
Gernsbach, Falkenhagen, Dresden, Ober-Schmitten, Steinfurt
**Canada**
Gatineau, QC

**United Kingdom**
Lydney, Caerphilly
**France**
Scaer, Soultz
**Spain**
Asturias
**Philippines**
Lanao del Norte

**R&D Center**
Memphis, TN

**Converting Site**
Madison, TN

**Abaca Processing Site**
Costa Rica

# Glatfelter Airlaid Materials Sites

Falkenhagen, Germany

~400 employees

3 Airlaid Lines
- Latex-bonded
- Multi-bonded
- 55 – 600 g/sqm

3 Slitters

3 Single-Lane Festooner Lines

Fort Smith, Arkansas, USA

~70 employees

1 Airlaid Line
- Thermo-bonded
- Multi-bonded
- 50 – 55 g/sqm (specialized for thin product)

Gatineau, Quebec, Canada

~300 employees

2 Airlaid Lines
- Thermo-bonded
- Multi-bonded
- 50 – 600 g/sqm

2 Single-Lane Festooner Lines

Mount Holly, NC, USA

~135 employees

2 Airlaid Lines
- Latex-bonded
- Multi-bonded
- Thermal Bonded
- 45 – 300 g/sqm

Steinfurt, Germany

~200 employees

2 Airlaid Lines
- Latex-bonded
- Multi-bonded
- 50 – 300 g/sqm

3 Slitters

3 Single-Lane Festooner Lines

# Glatfelter Composite Fibers Sites

**Caerphilly, United Kingdom**

~60 employees

- 3 Laquering Machines
- 2 Metallizers

**Dresden, Germany**

~120 employees

- 1 Duplex-Fourdrinier
- 65 – 175 g/sqm
- 3.40 mm
- Synthetic fiber preparation and dosing technologies

**Gernsbach, Germany**

~600 employees

- 5 Inclined-Wire Machines
- 9 Slitters
- 1 Embossing Calendar
- 8 – 100 g/sqm

**Lydney, United Kingdom**

~270 employees

- 3 Inclined-Wire Machines
- 12.3 – 60 g/sqm
- 2.20 – 4.20 m deckles

# Glatfelter Composite Fibers Sites (continued)

Ober-Schmitten, Germany

~170 employees

- 4 Fourdriniers
- 1.50 – 1.70 m for glassine paper
- 1.90 – 2.10 m for capacitor paper

Scaer, France

~120 employees

- 2 Inclined-Wire Machines
- 9 – 60 g/sqm
- 1.60 – 1.80 m deckles

Newtech Pulp - Philippines

~140 employees

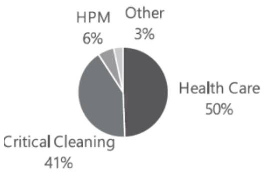
- Dedicated Abaca Pulp site
- Produces a variety of specialty pulps for F&B
- Main supplier of GLT Abaca pulp for all production sites

# Glatfelter Spunlace Sites

## Old Hickory, TN, USA

~170 employees

3 Spunlace Lines
- 640m sqm Capacity




## Madison, TN, USA

~85 employees

Converting

## Asturias, Spain

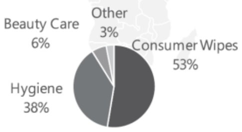
~110 employees

1 Spunlace Line
- 160m sqm


## Soultz, France

~180 employees

2 Spunlace Lines
- 505m sqm




## Ashville, NC, USA

~180 employees

2 Spunlace Lines
- 470m sqm

# Reconciliation of Non-GAAP measures

## Adjusted EBITDA from Continuing Operations

| *In millions* | 2018 | 2019 | 2020 | 2021 | TTM 3/31/2022 |
|---|---|---|---|---|---|
| **Net Income (loss)** | **$ (177.6)** | **$ (21.5)** | **$ 21.3** | **$ 6.9** | **$ (109.8)** |
| Exclude: Income from discontinued operations, net of tax | 177.2 | (3.7) | (0.5) | (0.2) | (0.2) |
| Add: Taxes from continuing operations | 7.7 | (9.2) | 11.6 | 7.0 | (17.0) |
| Add: Depreciation and Amortization | 47.5 | 50.8 | 56.6 | 61.4 | 66.2 |
| Add: Net Interest Expense | 15.0 | 9.3 | 6.6 | 12.3 | 18.6 |
| EBITDA from continuing operations | $ 69.8 | $ 25.7 | $ 95.6 | $ 87.4 | $ (42.2) |
| Adjustments / Exclusions: | | | | | |
| Share-based compensation | 6.3 | 3.6 | 5.7 | 5.1 | 4.8 |
| Pension settlement expenses, net | - | 75.3 | 6.2 | - | - |
| Gains on Timberland Sales and Transaction Related Costs | (3.2) | (1.6) | (1.4) | (5.2) | (7.4) |
| Goodwill and other asset impairment charges | - | - | 0.9 | - | 117.3 |
| Russia / Ukraine conflict charges | - | - | - | - | 3.9 |
| Restructuring charge - Metallized operations (net of accelerated depreciation) | - | - | 7.2 | - | - |
| Cost optimization actions | 0.4 | 8.6 | 6.0 | 0.9 | 1.5 |
| COVID-19 incremental costs | - | - | 2.7 | - | - |
| Corporate headquarters relocation (net of asset write off) | - | - | 0.9 | 0.6 | 0.5 |
| Strategic initiatives (1) | 13.0 | 1.3 | 1.6 | 30.9 | 32.2 |
| Fox River environmental matter | - | (2.5) | - | - | - |
| **Adjusted EBITDA from continuing operations (2)** | **$ 86.3** | **$ 110.3** | **$ 125.3** | **$ 119.6** | **$ 110.7** |

*(1) The amount for 2018 includes approximately $2.9 million of foreign currency gains associated with the financing for the Steinfurt acquisition*
*(2) Adjusted EBITDA for all periods presented has been modified to add back share-based compensation consistent with the newly amended credit agreement*

*Note: The sum of individual amounts set forth above may not agree to the column totals due to rounding.*

# Reconciliation of Non-GAAP measures

## Pro-forma Adjusted EBITDA used for leverage calculation

| *In millions* | 2020 | 2021 | TTM 3/31/2022 |
|---|---|---|---|
| **Net Income (loss)** | **$ 21.3** | **$ 6.9** | **$ (109.8)** |
| Exclude: Income from discontinued operations, net of tax | (0.5) | (0.2) | (0.2) |
| Add: Taxes from continuing operations | 11.6 | 7.0 | (17.0) |
| Add: Depreciation and Amortization | 56.6 | 61.4 | 66.2 |
| Add: Net Interest Expense | 6.6 | 12.3 | 18.6 |
| EBITDA | 95.6 | 87.4 | (42.2) |
| EBITDA from Mount Holly Operations | - | 2.1 | (1.7) |
| EBITDA from Spunlace Operations | | 18.3 | 9.3 |
| <u>Adjustments / Exclusions:</u> | | | |
| Share-based compensation | 5.7 | 5.1 | 4.8 |
| Gains on Timberland Sales and Transaction Related Costs | (1.4) | (5.2) | (7.4) |
| Goodwill and other asset impairment charges | 0.9 | - | 117.3 |
| Russia / Ukraine conflict charges | - | - | 3.9 |
| Pension settlement expenses, net | 6.2 | - | - |
| Restructuring charge - Metallized operations (net of accelerated depreciation) | 7.2 | - | - |
| Cost optimization actions | 6.0 | 0.9 | 1.5 |
| COVID-19 incremental costs | 2.7 | - | - |
| Corporate headquarters relocation (net of asset write off) | 0.9 | 0.6 | 0.5 |
| Strategic initiatives | 1.6 | 30.9 | 32.2 |
| **Adjusted EBITDA from continuing operations** (1) | **$ 125.3** | **$ 140.0 (*)** | **$ 118.3 (*)** |

*(1) Adjusted EBITDA for all periods presented has been modified to add back share-based compensation consistent with the newly amended credit agreement*

*(*) TTM Pro forma Adjusted EBITDA as of March 31, 2022 and December 31, 2021 includes Mount Holly EBITDA and Spunlace segment EBITDA for the applicable periods not under Glatfelter ownership*

# Reconciliation of Non-GAAP measures

## Adjusted EPS from Continuing Operations

| *In millions* | Q1 2021 | Q1 2022 |
|---|---|---|
| **Net Income (loss)** | **$ 8.4** | **$ (108.3)** |
| Adjust: Discontinued ops, net of tax | - | - |
| **Net Income (loss) from continuing operations** | **8.4** | **(108.3)** |
| Adjustments / Exclusions: | | |
| Gains on Timberland Sales and Transaction Related Costs | (0.9) | (3.0) |
| Goodwill and other asset impairment charges | - | 117.3 |
| Russia / Ukraine conflict charges | - | 3.9 |
| Corporate headquarters relocation | 0.2 | 0.1 |
| Cost optimization actions | - | 0.9 |
| Strategic initiatives | 0.6 | 1.8 |
| Income Tax impacts and other adjustments | 0.2 | (19.1) |
| Total adjustments | 0.1 | 102.1 |
| **Adjusted income from continuing operations** | **$ 8.5** | **$ (6.2)** |
| **Adjusted EPS for continuing operations** | **$ 0.19** | **$ (0.14)** |

*Note: The sum of individual amounts set forth above may not agree to the column totals due to rounding.*

# Reconciliation of Non-GAAP measures

## Adjusted EPS from Continuing Operations

| *In millions* | 2018 | 2019 | 2020 | 2021 | TTM 3/31/2022 |
|---|---|---|---|---|---|
| **Net Income (loss)** | **$ (177.6)** | **$ (21.5)** | **$ 21.3** | **$ 6.9** | **$ (109.8)** |
| Adjust: Discontinued ops, net of tax | 177.2 | (3.7) | (0.5) | (0.2) | (0.2) |
| **Income (loss) from continuing operations** | **(0.4)** | **(25.2)** | **20.8** | **6.7** | **(110.0)** |
| Adjustments / Exclusions: | | | | | |
| Pension settlement expenses, net | - | 75.3 | 6.2 | - | - |
| Gains on Timberland Sales and Transaction Related Costs | (3.2) | (1.6) | (1.4) | (5.2) | (7.4) |
| Goodwill and other asset impairment charges | - | - | 0.9 | - | 117.3 |
| Russia / Ukraine conflict charges | - | - | - | - | 3.9 |
| COVID-19 incremental costs | - | - | 2.7 | - | - |
| Debt refinancing fees | - | 1.0 | - | - | - |
| Cost optimization actions | 0.4 | 8.6 | 6.0 | 0.9 | 1.8 |
| Restructuring charge - Metallized operations | - | - | 11.1 | - | - |
| Strategic initiatives [1] | 13.0 | 1.3 | 1.6 | 30.9 | 32.2 |
| Fox River environmental matter | - | (2.5) | - | - | - |
| Corporate headquarters relocation | - | - | 1.1 | 0.6 | 0.5 |
| Income Tax impact and other adjustments | (0.5) | (23.7) | (11.5) | (6.3) | (25.5) |
| Total adjustments | 9.6 | 58.4 | 16.6 | 20.9 | 122.9 |
| **Adjusted income from continuing operations** | **9.2** | **33.2** | **37.4** | **27.6** | **13.0** |
| **Adjusted EPS for continuing operations** | **$ 0.21** | **$ 0.75** | **$ 0.84** | **$ 0.61** | **$ 0.29** |

*(1) The amount for 2018 includes approximately $2.9 million of foreign currency gains associated with the financing for the Steinfurt acquisition.*

*Note: The sum of individual amounts set forth above may not agree to the column totals due to rounding.*

# Reconciliation of Non-GAAP measures

## Adjusted Free Cash Flow from Continuing Operations

| In millions | Q1 2021 | Q1 2022 |
|---|---|---|
| Adjusted EBITDA [1] | $31.9 | $23.0 |
| Change in working capital | (27.7) | (69.2) |
| Taxes paid | (3.5) | (8.2) |
| Interest paid | (1.4) | (1.5) |
| Other | (5.4) | (10.3) |
| **Cash Flow from continuing Operations** | **($6.0)** | **($66.2)** |
| Less: Capital expenditures | (5.4) | (12.3) |
| **Free Cash Flow** | **($11.4)** | **($78.6)** |
| Fox River Payments | 0.3 | 1.3 |
| Strategic Initiatives | 0.7 | 1.4 |
| Cost Optimization | 1.2 | 0.6 |
| Metallized Restructuring | 1.1 | 0.0 |
| HQ Relocation | 0.3 | (0.6) |
| Tax payments (refunds) on adjusting items | (1.1) | 0.6 |
| Less: Adjustments to Free Cash Flow | 2.5 | 3.2 |
| **Adjusted Free Cash Flow** | **($8.9)** | **($75.4)** |

*(1) Adjusted EBITDA for all periods presented has been modified to add back share-based compensation consistent with the newly amended credit agreement*
*Note: The sum of individual amounts set forth above may not agree to the column totals due to rounding*

# Reconciliation of Non-GAAP measures
## Adjusted Free Cash Flow from Continuing Operations

| In millions | TTM 3/31/2021 | TTM 3/31/2022 |
|---|---|---|
| Adjusted EBITDA (1) | $123.8 | $110.7 |
| Change in working capital | 4.0 | (30.5) |
| Taxes paid | 9.9 | (20.3) |
| Interest paid | (6.2) | (7.0) |
| Other | (23.0) | (42.1) |
| **Cash Flow from continuing Operations** | **$108.6** | **$10.8** |
| Less: Capital expenditures | (26.5) | (37.0) |
| **Free Cash Flow** | **$82.0** | **($26.2)** |
| Fox River Payments | 3.7 | 3.2 |
| Pension Settlement | 6.2 | 0.0 |
| Strategic Initiatives | 1.9 | 23.6 |
| Airlaid Expansion | 0.0 | 0.0 |
| Cost Optimization | 3.1 | 2.0 |
| Metallized Restructuring | 6.4 | (0.1) |
| HQ Relocation | 1.3 | 0.4 |
| COVID19 related costs | 2.5 | 0.0 |
| Taxes (Refunds) on adjusting items | (25.2) | 0.8 |
| Less: Adjustments to Free Cash Flow | (0.0) | 29.8 |
| **Adjusted Free Cash Flow** | **$82.0** | **$3.5** |

*(1) Adjusted EBITDA for all periods presented has been modified to add back share-based compensation consistent with the newly amended credit agreement*
*Note: The sum of individual amounts set forth above may not agree to the column totals due to rounding*

# Reconciliation of Non-GAAP measures

## Adjusted EBITDA from continuing operations

| *In thousands* | Q1 2021 | Q4 2021 | Q1 2022 |
|---|---|---|---|
| Composite Fibers Operating Profit (Loss) | $16,066 | $4,482 | ($335) |
| Addback: Depreciation & Amortization | 6,979 | 6,806 | 6,519 |
| Composite Fibers EBITDA | $23,045 | $11,287 | $6,184 |
| | | | |
| Airlaid Materials Operating Profit | $7,197 | $11,876 | $12,221 |
| Addback: Depreciation & Amortization | 5,848 | 7,723 | 7,629 |
| Airlaid Materials EBITDA | $13,046 | $19,599 | $19,850 |
| | | | |
| Spunlace Operating Profit (Loss) | $- | ($1,338) | ($1,572) |
| Addback: Depreciation & Amortization | - | 1,693 | 2,914 |
| Spunlace EBITDA | $- | $355 | $1,342 |

*Note: The sum of individual amounts set forth above may not agree to the column totals due to rounding.*