



G L A T F E L T E R

Investor Meeting

February 2019

NYSE: GLT

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” and similar expressions to identify forward-looking statements. Any such statements are based on management’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 including, but not limited to: changes in industry, business, market, political and economic conditions in the U.S. and other countries in which the Company does business, demand for or pricing of its products, changes in tax legislation, governmental laws, regulations and policies, initiatives of regulatory authorities, technological changes and innovations, market growth rates, and cost reduction initiatives. 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 Glatfelter 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. More information about these factors is contained in Glatfelter’s filings with the U.S. Securities and Exchange Commission, which are available at www.glatfelter.com.

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.



The New Glatfelter

Creating a More Focused and Growth Oriented Platform

Recent Developments

- Divested Specialty Papers Business Unit
- Acquired Georgia-Pacific's European Nonwovens Business
- Start-up of new facility in Fort Smith, Arkansas

Leading Global Supplier of Engineered Materials for Consumer & Industrial Applications

- Leading positions in key segments
- Markets growing at GDP/GDP+
- Margin expansion opportunities
- Platform for organic and acquisition growth

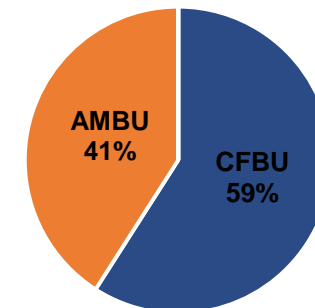
Improving Cash Flow Profile

- Less capital-intensive business
- More stable cash flows
- Solid Balance Sheet

Financial Highlights

(Proforma TTM 12/31/18)

Sales: \$940 million

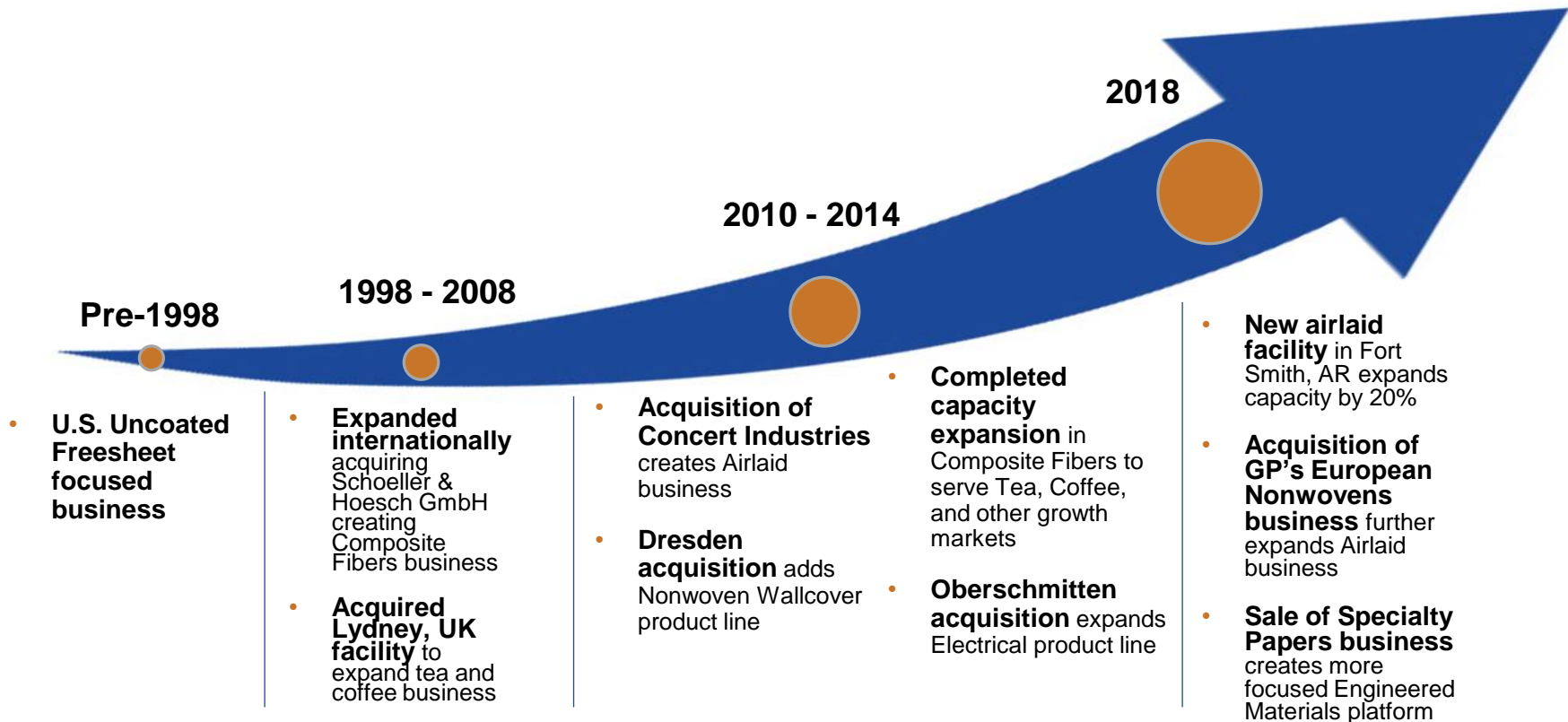


Adjusted EBITDA

\$88.6 million

9.4%

Building Momentum in Engineered Materials



About Advanced Airlaid Materials

Key Performance Characteristics

- Highly absorbent
- Very thin profile
- Soft, cloth-like feel
- Multi-layer capability to create dynamic fluid management systems

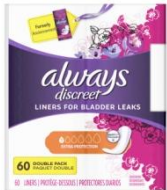
Primary Applications

- Absorbent core for feminine hygiene and adult incontinence products
- Moist wipes for consumer applications
- Disposable table top products
- Absorbent food pads

Primary Inputs

- Fluff pulp
- Synthetic fibers
- Super absorbent polymers
- Latex

Applications



Blue Chip Customers



Procter & Gamble



ROCKLINE INDUSTRIES



Johnson & Johnson



Kimberly-Clark



First Quality



Advanced Airlaid Materials Business Unit

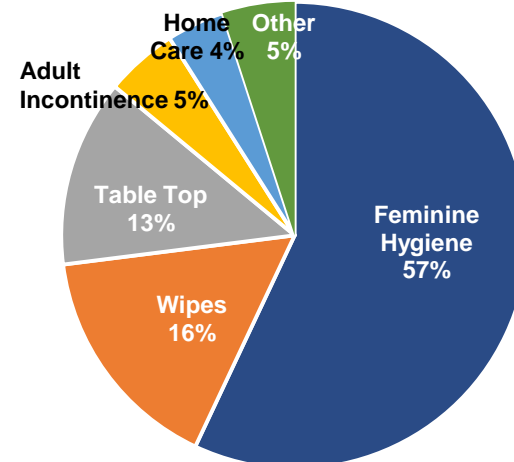
Key Success Factors

- Leading market positions
- Attractive long-term growth rates
 - Feminine Hygiene ~2%
 - Adult Incontinence ~6%
 - Wipes ~4%
 - Table Top ~4%
- Innovation and product development partner with key customers
- Strong operational excellence and continuous improvement program
- Track record of expanding margins

Airlaid Market Positions

Feminine Hygiene	#1
Adult Incontinence	#1
Table Top	#1
Wipes	#2

Sales Mix (*)



(*) - Pro-forma Sales mix including Steinfurt



Advanced Airlaid Materials Business Unit

Growth Catalysts

Start-up of New Facility in Fort Smith, Arkansas

- New state-of-the-art facility
- Expanded capacity by ~20% (20,000 MT)
- Supports growth in Wipes, Hygiene, and Table Top markets
- Investment completed in early 2018
- Commercial shipments began in Q1'18
- Drives substantial growth over next 2-3 years
 - Expect shipping volumes to increase 8% - 10% in 2019 vs. 2018 (excluding Steinfurt acquisition impact)

Steinfurt Acquisition

- Closed acquisition October 1 for purchase price of \$185 million
- Annual revenue of ~\$100 million
- Leading positions in Table Top and Wipes markets in Europe
- Total capacity of 32,000 MT
 - Total Glatfelter capacity ~150,000 MT
- Products and technology compliment existing business
- Synergy opportunity from improved efficiency across European platform and procurement
- Expect shipping volume of 28,000 MT's in 2019 and operating profit of \$7 million to \$9 million
 - Includes synergies of approximately \$2 million
 - Includes D&A of approximately \$7 million, including basis step-up



Advanced Airlaid Materials Business Unit

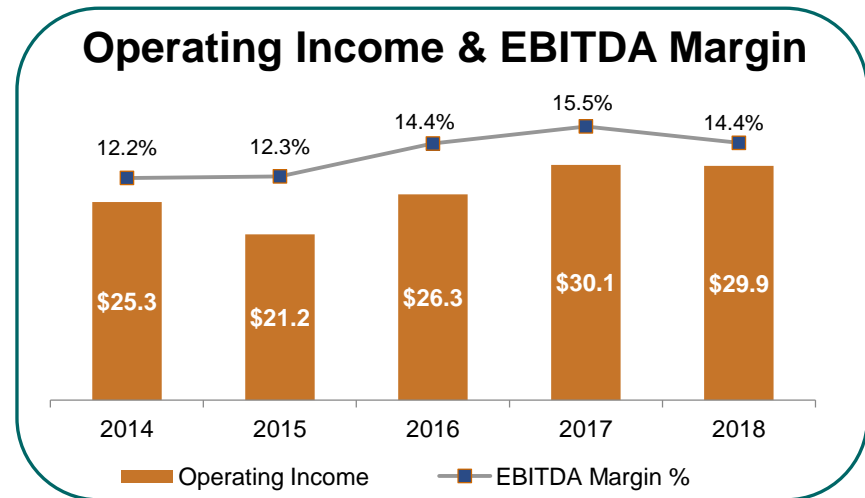
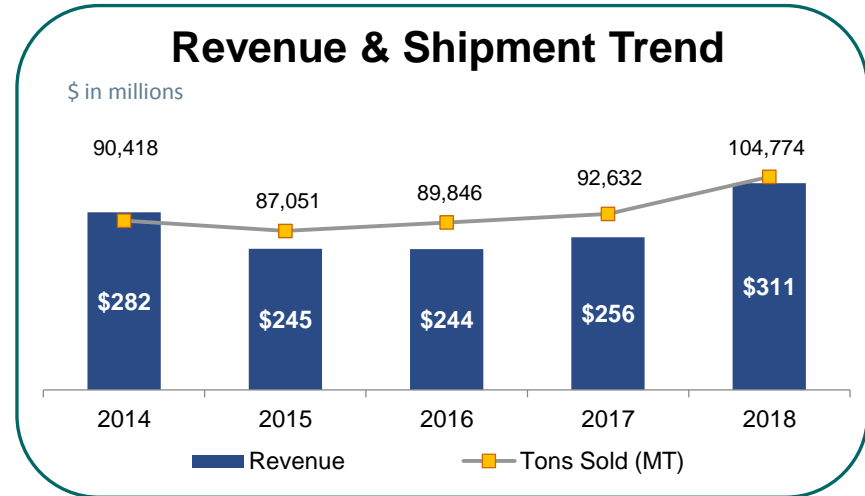
Financial Trends

Positioned for Growth

- Revenue up 21% in 2018
- New capacity provides significant upside
- Attractive long-term growth rates
- Closed acquisition October 1

Track Record of Improving Profitability and Margins

- Operational excellence program improving efficiencies
- Pass through of raw material cost changes
- Synergy opportunity of \$6 million from acquisition



About 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 and single-serve coffee filtration

Wallcover

Performance enhancing products for batteries and capacitors

Consumer applications such as dispersible wipes

Furniture and flooring applications

Primary Inputs

Softwood pulps

Abaca pulp

Specialty fibers

Applications



Blue Chip Customers



Composite Fibers Business Unit

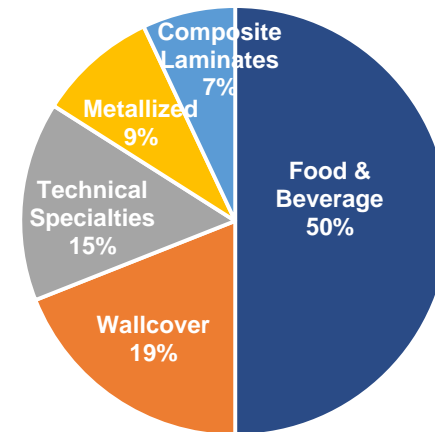
Key Success Factors

- Leading market positions
- Attractive long-term growth rates
 - Tea ~2%
 - Single Serve Coffee ~6%
 - Nonwoven Wallcover ~2%
 - Electrical ~4%
 - Wipes ~4%
- Superior product quality and strong manufacturing platform is a differentiator
- Innovation driving growth in specialty products in electrical and consumer applications
- Strong operational excellence and continuous improvement programs

Market Positions

Tea Bags	#1
Single-Serve Coffee	#1
Nonwoven Wallcover	#1

Sales Mix



Composite Fibers Business Unit

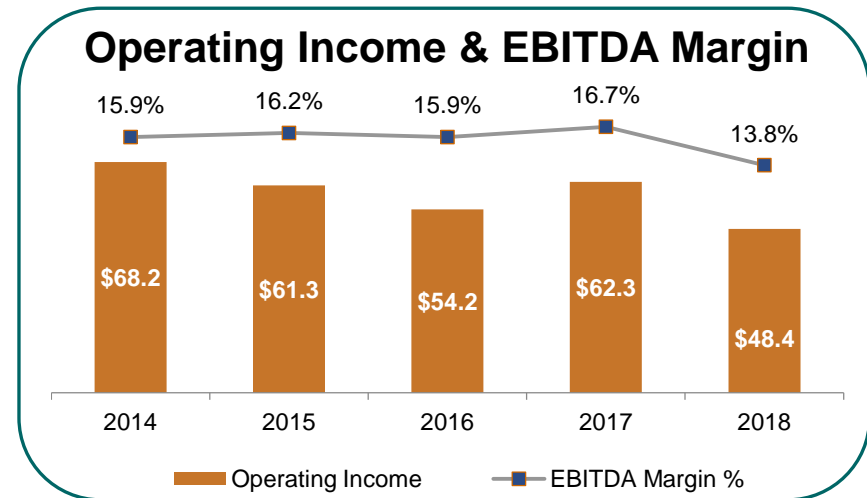
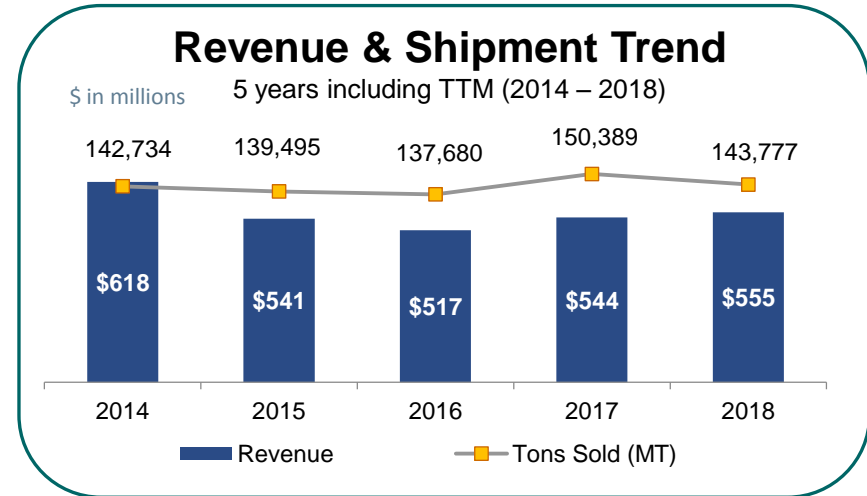
Financial Trends

Positioned for Growth

- Attractive long-term growth rates
- Strong growth in electrical and wipes
- Continuing runway for growth in single-serve coffee

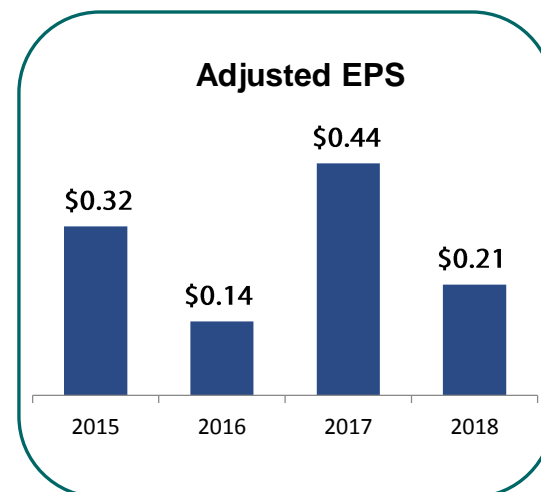
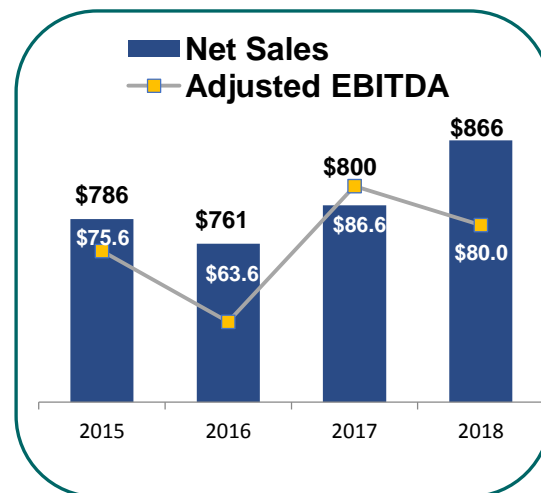
Improving Profit Outlook

- Expect to realize \$7 million to \$9 million in 2019 from price increases announced in Q4'18
- Operational excellence program improving efficiencies
 - Expect to reduce staffing levels by 50 in H1'19
- Significant increase in pulp prices impacted 2018 – prices beginning to moderate



Earnings Trends

- Revenue growth over last 3 years at 3% CAGR
 - Driven by growth in hygiene, wipes, and single-serve coffee and recovery in wallcover
- Well-positioned for growth to accelerate
 - New capacity (Fort Smith)
 - Steinfurt acquisition
 - Key markets growing
- Significant rise in raw material costs affecting near-term profitability
- Expect to reduce corporate shared services costs by \$14 million - \$16 million by end of 2019
- Expect to reduce interest expense by \$6 million in 2019
- Expect tax rate of 40% in 2019 declining to 30% in 2021



Note: Results are from continuing operations with an assumed tax rate of 40% for 2015-2017; Net sales and Adjusted EBITDA in millions



Cash flow

- Lower cash flow from continuing operations in 2018 of \$ 59.2 million
 - Increased working capital
 - Lower earnings
- 2018 Capital expenditures lower with completion of airlaid capacity expansion in early 2018
 - 2018 includes \$13.5 million for airlaid capacity expansion versus \$45.6 million in 2017
- Expect significant improvement in cash flow from continuing operations in 2019 and beyond
 - Lower capital expenditures (\$23 million to \$28 million in 2019)
 - EBITDA growth
 - Improved working capital

(in millions)	2016	2017	2018
Adjusted EBITDA from continuing operations	\$63.6	\$86.6	\$80.0
Change in working capital (*)	(7.7)	17.7	(19.0)
Taxes paid	(14.0)	(9.3)	(15.2)
Interest paid	(13.2)	(12.7)	(14.9)
Other	2.4	(29.1)	(36.9)
Cash Flow from continuing Operations	31.1	53.2	(6.0)
Less: Capital expenditures	(61.2)	(80.8)	(42.1)
Free Cash Flow	(30.1)	(27.6)	(48.1)
Adjustment for major capital projects	30.7	45.6	13.5
Adjusted Free Cash Flow	\$0.6	\$18.1	(\$34.6)

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.



Balance Sheet and Liquidity

- Cash and debt reflects:
 - Steinfurt acquisition for \$185 million
 - SPBU divestiture with net proceeds of \$308 million
- Expect liquidity to improve in 2019
 - Profit growth from business units
 - Reduction in corporate shared services costs
 - Lower capital expenditures
- Liquidity based on leverage covenant of 4.5x which drops to 4.0x at December 31, 2019
- Paid \$20.5 million in January 2019 related to Fox River settlement
- Intend to redeem 5³/₈% Notes on February 28, 2019 which will significantly reduce interest expense

(in millions)	31-Dec-16	31-Dec-17	31-Dec-18
Cash	\$55.4	\$116.2	\$142.7
Debt			
Current portion of long term debt	9.0	11.3	10.8
5 ³ / ₈ % Notes, due October 2020	250.0	250.0	250.0
Term Loans 1.3% - 2.4% due 2022 - 2025	54.6	50.8	37.7
Revolving credit agreement	61.6	171.2	114.5
Unamortized deferred financing costs	(2.6)	(1.9)	(1.3)
Total Debt	\$372.6	\$481.4	\$411.7
Net Debt	\$317.2	\$365.2	\$269.1
Shareholders' Equity	\$653.8	\$708.9	\$538.9
TTM Adj. EBITDA	\$154.1	\$152.7	\$88.6
Leverage*	2.1	2.4	3.0
Available Liquidity	\$232.0	\$183.7	\$152.9

Notes: (*) -For leverage calculation, 2017 EBITDA reflects EBITDA at that point of time including discontinued operations and 2018 EBITDA includes full year of Steinfurt financials
The above calculation is not intended to be used for purposes of calculating debt covenant compliance.

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Investment Highlights

Leading Positions in Growing Engineered Materials Markets

- Global #1 market share in feminine hygiene, adult incontinence, table top, tea bags, single-serve coffee, and nonwoven wallcover
- Growing position in specialty wipes
- Steinfurt acquisition bolsters Airlaid business
- Markets growing 2% - 6%

Innovation Driving Opportunities

- Deep knowledge of materials, manufacturing technology, and product performance
- Innovation driving growth in specialty wipes, hygiene, and electrical products
- Delivering customized and innovative product solutions in partnership with key strategic customers

Operational Excellence

- Robust Continuous Improvement program driving efficiencies
- Lean and Six Sigma concepts and tools
- Focused on waste reduction, improving machine speeds and uptime, and change over efficiency
- Corporate shared services costs to be reduced by \$14 million to \$16 million by end of 2019

Improved Cash Flow Profile and Strong Balance Sheet

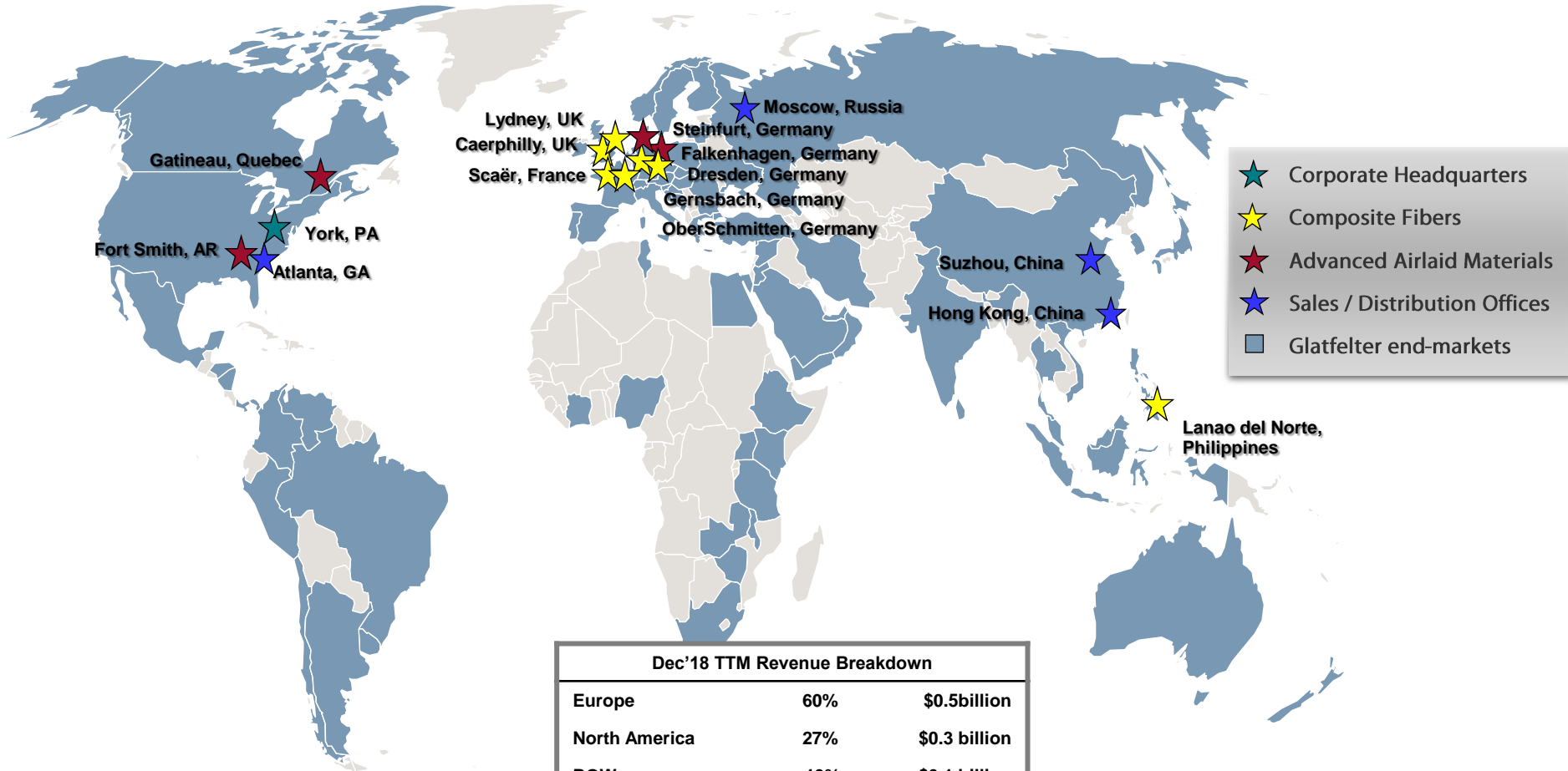
- More stable cash flows
- Less capital intensity
- Balance sheet capacity to fuel organic and acquisition growth opportunities
- Attractive dividend



Appendix

Flexible Operating Platforms Strong Global Reach

Glatfelter's strong global production platform in core geographies is enhanced by key sales and distribution operations



Dec'18 TTM Revenue Breakdown		
Europe	60%	\$0.5billion
North America	27%	\$0.3 billion
ROW	13%	\$0.1 billion
Total	100%	\$0.9 billion



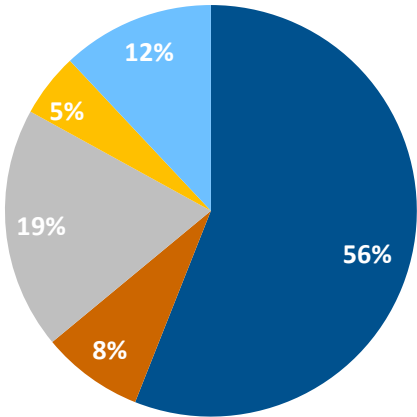
Summary of Sale of Specialty Papers

- Closed sale of the Specialty Papers business unit on October 31 to Pixelle Specialty Solutions LLC, an affiliate of Lindsay Goldberg (“Purchaser”)
- Sale price of \$360 million on a cash free, debt free basis
 - Purchaser assuming approximately \$38 million of retiree healthcare liabilities
 - Net cash proceeds of approximately \$323 million
- Price is subject to a customary post-closing working capital adjustment as well as an adjustment for the final measurement of retiree healthcare liabilities assumed by Purchaser
- Purchaser also assumed approximately \$210 million in pension liabilities relating to Specialty Papers’ employees and will receive approximately \$280 million of related assets from Glatfelter’s existing pension plan
 - Glatfelter’s remaining pension plan will continue to be significantly overfunded; no contributions expected for the foreseeable future
- Glatfelter will be required to reimburse Purchaser up to \$7.5 million if certain assets require additional repairs after the closing
- Transaction costs of approximately \$12 million

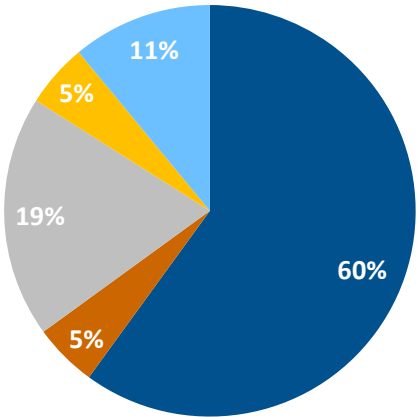


Cost of Goods Sold Breakdown

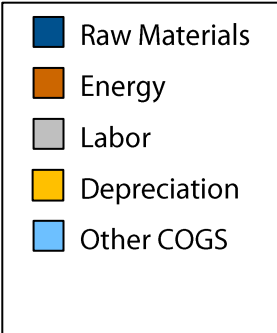
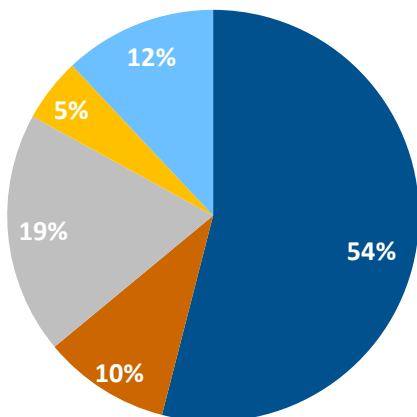
— Total Glatfelter —



— Advanced Airlaid Materials —



— Composite Fibers —



Capital Expenditures

Capital Expenditures Estimate

(in millions)	2017A	2018A	2019E
Normal Capital Expenditures	\$35	\$29	\$23 - \$28
Major Projects			
Capacity expansion (AMBU)	\$46	\$13	\$0
Total	\$81	\$42	\$23 - \$28

- **Advanced Airlaid Materials capacity expansion project completed**
 - Commercial shipments started in Q1'18
- **Expect total capital expenditures to be \$23 million to \$28 million in 2019**
- **Depreciation and amortization expense for 2019 estimated to be \$52 million**

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



Effective Tax Rate

- Drivers of tax rate
 - Blended rate on foreign earnings is approximately 26%
 - U.S. tax on foreign earnings (Global Intangible Low Taxed Income – GILTI)
 - Glatfelter currently generating a loss in U.S. and cannot recognize tax benefit
- Estimated tax rate for 2019 of approximately 40%
 - Glatfelter utilizing NOL's in U.S.
 - When using NOL's cannot take 50% deduction or use foreign tax credits to reduce GILTI
- Expect tax rate to begin to improve in 2020 as NOL's are fully utilized and U.S. earnings improve
 - Estimated tax rate for 2020 of approximately 35%
 - Estimated tax rate for 2021 of approximately 30%



Reconciliation of Non-GAAP measures

Adjusted EBITDA for continuing operations

<i>In millions</i>	2015	2016	2017	2018
Net Income (Loss)	\$ 64.6	\$ 21.6	\$ 7.9	\$ (177.6)
Adjust: (Income) loss from discontinued ops	(34.2)	(35.7)	(13.5)	177.2
Add: Taxes from continuing operations	0.2	(28.4)	25.1	7.7
Add: Depreciation and Amortization	37.3	39.5	42.1	47.5
Add: Net Interest Expense	14.8	13.6	13.1	15.0
EBITDA from continuing operations	\$ 82.7	\$ 10.6	\$ 74.6	\$ 69.8
<u>Adjustments / Exclusions:</u>				
Pension settlement charge	-	7.3	-	-
Gains on Timberland Sales and Transaction Related Costs	(20.9)	-	(0.2)	(3.2)
Asset impairment charge	1.2	-	-	-
Airlaid Capacity Expansion	-	2.7	10.9	7.1
Cost optimization actions (net of asset write off)	2.3	3.1	1.3	0.4
Costs related to strategic initiatives	0.2	-	-	5.9
Fox River environmental matter	10.0	40.0	-	-
Adjusted EBITDA from continuing operations	\$ 75.6	\$ 63.6	\$ 86.6	\$ 80.0

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 used for leverage calculation

<i>In millions</i>	2016	2017	2018
Net Income (Loss)	\$ 21.6	\$ 7.9	\$ (177.6)
Adjust: (Income) loss from discontinued ops	-	-	177.2
Add: Taxes from continuing operations	(10.7)	31.4	7.7
Add: Depreciation and Amortization	65.8	76.0	47.5
Add: Net Interest Expense	15.6	17.5	15.0
EBITDA	\$ 92.2	\$ 132.9 (*)	\$ 69.8
EBITDA from Steinfurt operations (Sep'18 YTD)	-	-	8.6
<u>Adjustments / Exclusions:</u>			
Pension settlement charge	7.3	-	-
Gains on Timberland Sales and Transaction Related Costs	-	(0.2)	(3.2)
Airlaid Capacity Expansion	2.7	10.9	7.1
Specialty Paper Environmental Compliance	8.3	3.6	-
Cost optimization actions (net of asset write off)	3.5	5.5	0.4
Costs related to strategic initiatives	-	-	5.9
Fox River environmental matter	40.0	-	-
Adjusted EBITDA	\$ 154.1 (*)	\$ 152.7 (*)	\$ 88.6 (*)

Notes: (*) -For leverage calculation, historical periods reflects EBITDA at that point of time including discontinued operations and 2018 EBITDA includes Sep'18 YTD Steinfurt financials
 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 for continuing operations

<i>In millions</i>	2015	2016	2017	2018
Net Income (Loss)	\$ 64.6	\$ 21.6	\$ 7.9	\$ (177.6)
Adjust: (Income) loss from discontinued ops, net of tax	(34.2)	(35.7)	(13.5)	177.2
Income (loss) from continuing operations	30.4	(14.2)	(5.6)	(0.4)
<u>Adjustments / Exclusions:</u>				
Pension settlement charge	-	7.3	-	-
Gains on Timberland Sales and Transaction Related Costs	(20.9)	-	(0.2)	(3.2)
Asset impairment charge	1.2	-	-	-
Airlaid Capacity Expansion	-	2.7	10.9	7.1
Cost optimization actions	2.3	3.1	2.6	0.4
Costs related to strategic initiatives	0.2	-	-	5.9
Fox River environmental matter	10.0	40.0	-	-
Income Tax impact on adjustments	1.3	(19.4)	18.8	(0.5)
Total adjustments	(5.8)	33.6	32.0	9.6
Adjusted income from continuing operations	24.6	19.4	26.4	9.2
Normalizing tax rate to 40% provision (2015 - 2017)	10.4	13.1	6.8	-
Adjusted earnings for continuing operations	\$ 14.1	\$ 6.3	\$ 19.6	\$ 9.2
Adjusted EPS for continuing operations	\$ 0.32	\$ 0.14	\$ 0.44	\$ 0.21
<i>Weighted average shares</i>	43,942	44,129	44,439	43,768

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



Reconciliation of Non-GAAP measures

Net Debt and Leverage

Net debt & Leverage	December 31	December 31	December 31
<i>In millions</i>	2016	2017	2018
Current Portion of Long-Term Debt	\$9.0	\$11.3	\$10.8
Long-Term Debt	363.6	470.1	401.0
Total Debt	372.6	481.4	411.7
Less: Cash	(55.4)	(116.2)	(142.7)
Net Debt	<u>\$317.2</u>	<u>\$365.2</u>	<u>\$269.1</u>
Net Debt	\$317.2	\$365.2	\$269.1
Divided by: TTM Adjusted EBITDA	154.1	152.7	88.6
Leverage*	<u>2.1x</u>	<u>2.4x</u>	<u>3.0x</u>

Notes: * For leverage calculation, the TTM EBITDA reflects EBITDA at that point of time including discontinued operations
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