

## International Paper Company

### Reconciliation of Non-GAAP Financial Measures

This presentation includes certain non-U.S. GAAP financial measures. The calculation of these measures, and a reconciliation to previously reported comparable measures calculated in accordance with U.S. generally accepted accounting principles (GAAP) is shown below. The Company believes that this information, when used in conjunction with information presented in accordance with U.S. GAAP, can facilitate a better understanding of the impact of various factors and trends on the Company's financial condition and results of operations. Management also uses these non-U.S. GAAP financial measures in making financial, operating and planning decisions and in evaluating the Company's performance. These non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation or as a substitute for an analysis of our results calculated in accordance with GAAP. In addition, because not all companies use identical calculations, our presentation of non-U.S. GAAP financial measures may not be comparable to similarly titled measures disclosed by other companies, including companies in our industry. This information should be used in conjunction with the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2020 and subsequently publicly filed financial reports.

**INTERNATIONAL PAPER COMPANY**  
**Reconciliation of Net Earnings (Loss) Attributable to International Paper Company to Adjusted Operating Earnings**  
Preliminary and Unaudited  
(In millions, except per share amounts)

	Three Months Ended June 30,		Three Months Ended March 31,		Six Months Ended December 31,	
	2020	2019	2020	2019	2020	2019
<b>Net Earnings (Loss) Attributable to International Paper Company</b>	\$ 266	\$ 292	\$ (141)	\$ (141)	\$ 125	\$ 716
Add back: Non-operating pension expense (income)	(11)	6	(5)	(5)	(16)	14
Add back: Net special items expense (income)	50	162	372	372	422	177
<b>Adjusted Operating Earnings</b>	<u>\$ 305</u>	<u>\$ 460</u>	<u>\$ 226</u>	<u>\$ 226</u>	<u>\$ 531</u>	<u>\$ 907</u>

	Three Months Ended June 30,		Three Months Ended March 31,		Six Months Ended December 31,	
	2020	2019	2020	2019	2020	2019
<b>Diluted Earnings per Common Share as Reported</b>	\$ 0.67	\$ 0.73	\$ (0.36)	\$ (0.36)	\$ 0.32	\$ 1.78
Add back: Non-operating pension expense (income)	(0.03)	0.01	(0.01)	(0.01)	(0.04)	0.03
Add back: Net special items expense (income)	0.13	0.41	0.94	0.94	1.07	0.45
<b>Adjusted Operating Earnings per Share</b>	<u>\$ 0.77</u>	<u>\$ 1.15</u>	<u>\$ 0.57</u>	<u>\$ 0.57</u>	<u>\$ 1.35</u>	<u>\$ 2.26</u>

**Notes:**

The Company calculates Adjusted Operating Earnings (non-GAAP) by excluding the after-tax effect of non-operating pension expense (income) and items considered by management to be unusual (special items) as reflected in the Consolidated Statement of Operations and related notes from the earnings reported under U.S. generally accepted accounting principles ("GAAP"). Management uses this measure to focus on on-going operations, and believes that it is useful to investors because it enables them to perform meaningful comparisons of past and present consolidated operating results. International Paper believes that using this information, along with net earnings, provides for a more complete analysis of the results of operations by quarter. Net earnings attributable to International Paper is the most directly comparable GAAP measure.

Since diluted earnings per share are computed independently for each period, six-month per share amounts may not equal the sum of respective quarters.

**INTERNATIONAL PAPER COMPANY**  
**Reconciliation of Cash Provided by Operations to Free Cash Flow**  
Preliminary and Unaudited  
(In millions)

	Three Months Ended		Three Months Ended		Twelve Months Ended December 31,		
	June 30,		March 31,		2019	2018	2017
	2020	2019	2020	2019			
<b>Cash Provided By (Used For) Operating Activities</b>	\$ 890	\$ 1,067	\$ 649	\$ 3,610	\$ 3,226	\$ 1,757	
Adjustments:							
Cash invested in capital projects, net of insurance recoveries	(252)	(335)	(286)	(1,276)	(1,572)	(1,391)	
Cash contribution to pension plan	-	-	-	-	-	1,250	
Cash payment for Kleen settlement	-	-	-	-	-	354	
<b>Free Cash Flow</b>	<b>\$ 638</b>	<b>\$ 732</b>	<b>\$ 363</b>	<b>\$ 2,334</b>	<b>\$ 1,654</b>	<b>\$ 1,970</b>	

Free cash flow is a non-GAAP measure and the most directly comparable GAAP measure is cash provided by operations. Management believes that free cash flow is useful to investors as a liquidity measure because it measures the amount of cash generated that is available, after reinvesting in the business, to maintain a strong balance sheet, pay dividends, repurchase stock, service debt and make investments for future growth. It should not be inferred that the entire free cash flow amount is available for discretionary expenditures. By adjusting for certain items that are not indicative of the Company's ongoing performance, free cash flow also enables investors to perform meaningful comparisons between past and present periods.

The non-GAAP financial measures presented in this release have limitations as analytical tools and should not be considered in isolation or as a substitute for an analysis of our results calculated in accordance with GAAP. In addition, because not all companies use identical calculations, the Company's presentation of non-GAAP measures in this release may not be comparable to similarly titled measures disclosed by other companies, including companies in the same industry as International Paper.

Management believes certain non-U.S. GAAP financial measures, when used in conjunction with information presented in accordance with U.S. GAAP, can facilitate a better understanding of the impact of various factors and trends on the Company's financial condition and results of operations. Management also uses these non-U.S. GAAP financial measures in making financial, operating and planning decisions and in evaluating the Company's performance.

International Paper Company  
Calculation of EBITDA before Special Items

\$ Millions	2019 Full Year	2020 1st Quarter	2020 2nd Quarter	2020 3rd Quarter	2020 4th Quarter	2020 Year to Date
Earnings (Loss) from Continuing Operations Before Income Taxes and Equity Earnings	1,604	(16)	261	-	-	245
Interest Expense, Net	491	117	116	-	-	233
Special Items	420	385	68	-	-	453
Non-operating pension expense (income)	36	(6)	(14)	-	-	(20)
EBIT before Special Items	2,551	480	431	-	-	911
Depreciation, amortization and cost of timber harvested	1,301	322	312	-	-	634
EBITDA before Special Items	<u>3,852</u>	<u>802</u>	<u>743</u>	<u>-</u>	<u>-</u>	<u>1,545</u>
Annualized EBITDA before Special Items	<u>3,852</u>	<u>3,208</u>	<u>2,972</u>	<u>-</u>	<u>-</u>	<u>3,090</u>
Annualized Net Sales	22,376	21,408	19,464			20,436
Adjusted EBITDA Margin	<u>17.2%</u>	<u>15.0%</u>	<u>15.3%</u>	<u>-</u>	<u>-</u>	<u>15.1%</u>

Adjusted EBIT, Adjusted EBITDA and Adjusted EBITDA Margin are all "non-GAAP financial measures" presented as supplemental measures of our performance and the most directly comparable GAAP measures for Adjusted EBIT and Adjusted EBITDA are operating income and net income, respectively. They are not presented in accordance with accounting principles generally accepted in the United States, or GAAP. The Company believes these measures provide additional meaningful information in evaluating the Company's performance over time, and that other companies use these and/or similar measures for similar purposes. However, Adjusted EBIT, Adjusted EBITDA and Adjusted EBITDA Margin have limitations as analytical tools, and you should not consider them in isolation, or as substitutes for analysis of our results as reported under GAAP. In addition, in evaluating Adjusted EBIT, Adjusted EBITDA and Adjusted EBITDA Margin, you should be aware that in the future we will incur expenses such as those used in calculating these measures. Our presentation of these measures should not be construed as an inference that our future results will be unaffected by unusual or nonrecurring items.

International Paper Company  
Calculation of EBITDA before Special Items

<u>\$ Millions</u>	2018 <u>Full Year</u>	2019 <u>1st Quarter</u>	2019 <u>2nd Quarter</u>	2019 <u>3rd Quarter</u>	2019 <u>4th Quarter</u>	2019 <u>Year to Date</u>
Earnings (Loss) from Continuing Operations Before Income Taxes and Equity Earnings	1,781	418	334	452	400	1,604
Interest Expense, Net	536	133	122	123	113	491
Special Items	214	21	164	96	139	420
Non-operating pension expense	<u>494</u>	<u>10</u>	<u>8</u>	<u>9</u>	<u>9</u>	<u>36</u>
EBIT before Special Items	3,025	582	628	680	661	2,551
Depreciation, amortization and cost of timber harvested	<u>1,322</u>	<u>314</u>	<u>320</u>	<u>326</u>	<u>341</u>	<u>1,301</u>
EBITDA before Special Items	<u>4,347</u>	<u>896</u>	<u>948</u>	<u>1,006</u>	<u>1,002</u>	<u>3,852</u>
Annualized EBITDA before Special Items	<u>4,347</u>	<u>3,584</u>	<u>3,792</u>	<u>4,024</u>	<u>4,008</u>	<u>3,852</u>
Annualized Net Sales	23,306	22,572	22,668	22,272	21,992	22,376
Adjusted EBITDA Margin	<u>18.7%</u>	<u>15.9%</u>	<u>16.7%</u>	<u>18.1%</u>	<u>18.2%</u>	<u>17.2%</u>

Reconciliation of Non-GAAP Information to U.S. GAAP  
Calculation of Adjusted EBITDA Margin before Special Items

<u>\$ Millions</u>	<u>Q2 2020</u> North American Industrial Packaging
Business Segment Operating Profit	434
Depreciation, Amortization and Cost of Timber Harvested before Special Items	181
EBITDA before Special Items	<u>615</u>
Less: Recycling Business EBITDA	2
EBITDA before Special Items after Exclusions	<u><u>613</u></u>
Net Sales	3,241
Less: Trade Sales	173
Less: Recycling Business Net Sales	66
Net Sales after Exclusions	<u>3,002</u>
Adjusted EBITDA Margin	<u><u>20.4%</u></u>

We use the non-GAAP financial measures Adjusted EBIT and Adjusted EBITDA margin, along with other factors, to evaluate our segment performance against our peers. We believe that investors use these measures to evaluate our performance relative to our peers. However, these non-GAAP measures have limitations as analytical tools, and you should not consider them in isolation, or as substitutes for analysis of our results as reported under GAAP.

Reconciliation of Non-GAAP Information to U.S. GAAP  
Calculation of Adjusted EBITDA Margin before Special Items

\$ Millions	Q1 2020	Q2 2020	YTD 2020	Q1 2019	Q2 2019	YTD 2019
	EMEA	EMEA	EMEA	EMEA	EMEA	EMEA
	Industrial Packaging	Industrial Packaging	Industrial Packaging	Industrial Packaging	Industrial Packaging	Industrial Packaging
Business Segment Operating Profit	10	5	15	(15)	(7)	(22)
Depreciation, Amortization and Cost of Timber Harvested before Special Items	15	15	30	11	12	23
EBITDA before Special Items	25	20	45	(4)	5	1
Net Sales	350	297	647	339	331	670
Adjusted EBITDA Margin	7.1%	6.7%	7.0%	(1.2%)	1.5%	0.1%

We use the non-GAAP financial measures Adjusted EBIT and Adjusted EBITDA margin, along with other factors, to evaluate our segment performance against our peers. We believe that investors use these measures to evaluate our performance relative to our peers. However, these non-GAAP measures have limitations as analytical tools, and you should not consider them in isolation, or as substitutes for analysis of our results as reported under GAAP.

**INTERNATIONAL PAPER COMPANY**

**Reconciliation of Net Earnings (Loss) Attributable to Ilim SA to EBIT, Operating EBITDA and Adjusted Operating EBITDA**

Preliminary and Unaudited

In millions except for per share amounts

	Three Months Ended June 30,		Three Months Ended March 31,
	2020	2019	2020
<b>Net Earnings (Loss) from Continuing Operations as Reported Attributable to Ilim SA</b>	<b>\$ 125</b>	<b>\$ 137</b>	<b>\$ (58)</b>
Add back: Net (earnings) loss attributable to non-controlling interest	(5)	(5)	3
<b>Earnings (Loss) from Continuing Operations, Including Non-Controlling Interest - Ilim SA</b>	<b>130</b>	<b>142</b>	<b>(61)</b>
Add back: Tax expense (benefit)	34	41	(16)
Add back: Interest expense, net	20	23	25
<b>Earnings (Loss) From Continuing Operations, Before Interest and Taxes (EBIT)</b>	<b>184</b>	<b>206</b>	<b>(52)</b>
Add back: Depreciation and amortization expense	39	32	37
<b>Earnings (Loss) From Continuing Operations, Before Interest, Taxes and Depreciation (EBITDA)</b>	<b>223</b>	<b>238</b>	<b>(15)</b>
Deduct: Foreign Exchange Gain (Loss) Impact, Primarily Related to US Dollar Denominated Net Debt	85	16	(128)
<b>Adjusted Operating EBITDA - Ilim SA</b>	<b>\$ 138</b>	<b>\$ 222</b>	<b>\$ 113</b>

The Company calculates Adjusted Operating EBITDA (non-GAAP) by excluding the effects of non-controlling interest expense, tax expense, net interest expense, depreciation expense and the effect of foreign exchange gains and losses driven primarily by US dollar denominated net debt. Management uses this measure to focus on on-going operations, and believes that it is useful to investors because it enables them to perform meaningful comparisons of past and present operating results. International Paper believes that using this information, along with net earnings, provides for a more complete analysis of the results of operations by quarter. Net earnings attributable to Ilim SA is the most directly comparable GAAP measure.