

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 September 30, 2021 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 September 30,		Three Months Ended		Nine Months Ended September 30,	
	2021	2020	June, 30 2021	March, 31 2021	2021	2020
	Net Earnings (Loss) Attributable to International Paper Company	\$ 864	\$ 204	\$ 432	\$ 349	\$ 1,645
Add back: Non-operating pension expense (income)	(38)	(7)	(39)	(40)	(117)	(23)
Add back: Net special items expense (income)	(294)	83	28	(10)	(276)	505
Adjusted Operating Earnings	<u>\$ 532</u>	<u>\$ 280</u>	<u>\$ 421</u>	<u>\$ 299</u>	<u>\$ 1,252</u>	<u>\$ 811</u>

	Three Months Ended September 30,		Three Months Ended		Nine Months Ended September 30,	
	2021	2020	June, 30 2021	March, 31 2021	2021	2020
	Diluted Earnings per Common Share as Reported	\$ 2.20	\$ 0.52	\$ 1.09	\$ 0.88	\$ 4.16
Add back: Non-operating pension expense (income)	(0.10)	(0.02)	(0.10)	(0.10)	(0.29)	(0.05)
Add back: Net special items expense (income)	(0.75)	0.21	0.07	(0.02)	(0.70)	1.28
Adjusted Operating Earnings per Share	<u>\$ 1.35</u>	<u>\$ 0.71</u>	<u>\$ 1.06</u>	<u>\$ 0.76</u>	<u>\$ 3.17</u>	<u>\$ 2.06</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 (net 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. The Company 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, nine-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,		
	September 30,		June 30,		2020 2019 2018		
	2021	2020	2021		2020	2019	2018
Cash Provided By (Used For) Operating Activities	\$ 645	\$ 735	\$ 766		\$ 3,063	\$ 3,610	\$ 3,226
Adjustments:							
Cash invested in capital projects, net of insurance recoveries	(126)	(119)	(133)		(751)	(1,276)	(1,572)
Free Cash Flow	\$ 519	\$ 616	\$ 633		\$ 2,312	\$ 2,334	\$ 1,654

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	2020 Full Year	2021 1st Quarter	2021 2nd Quarter	2021 3rd Quarter	2021 4th Quarter	2021 Year to Date
Earnings (Loss) from Continuing Operations Before Income Taxes and Equity Earnings	650	399	432	916	-	1,747
Interest Expense, Net	444	92	57	93	-	242
Special Items	764	(17)	50	(338)	-	(305)
Non-operating pension expense (income)	(41)	(53)	(52)	(51)	-	(156)
EBIT before Special Items	1,817	421	487	620	-	1,528
Depreciation, amortization and cost of timber harvested	1,286	309	306	318	-	933
EBITDA before Special Items	3,103	730	793	938	-	2,461
Annualized EBITDA before Special Items	3,103	2,920	3,172	3,752	-	3,281
Annualized Net Sales	20,580	21,452	22,464	22,856	-	22,257
Adjusted EBITDA Margin	15.1%	13.6%	14.1%	16.4%	-	14.7%

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>	<u>2019</u> <u>Full Year</u>	<u>2020</u> <u>1st Quarter</u>	<u>2020</u> <u>2nd Quarter</u>	<u>2020</u> <u>3rd Quarter</u>	<u>2020</u> <u>4th Quarter</u>	<u>2020</u> <u>Year to Date</u>
Earnings (Loss) from Continuing Operations Before Income Taxes and Equity Earnings	1,604	(16)	261	282	123	650
Interest Expense, Net	491	117	116	112	99	444
Special Items	420	385	68	110	201	764
Non-operating pension expense (income)	<u>36</u>	<u>(6)</u>	<u>(14)</u>	<u>(11)</u>	<u>(10)</u>	<u>(41)</u>
EBIT before Special Items	2,551	480	431	493	413	1,817
Depreciation, amortization and cost of timber harvested	<u>1,301</u>	<u>322</u>	<u>312</u>	<u>320</u>	<u>332</u>	<u>1,286</u>
EBITDA before Special Items	<u>3,852</u>	<u>802</u>	<u>743</u>	<u>813</u>	<u>745</u>	<u>3,103</u>
Annualized EBITDA before Special Items	<u>3,852</u>	<u>3,208</u>	<u>2,972</u>	<u>3,252</u>	<u>2,980</u>	<u>3,103</u>
Annualized Net Sales	22,376	21,408	19,464	20,492	20,956	20,580
Adjusted EBITDA Margin	<u>17.2%</u>	<u>15.0%</u>	<u>15.3%</u>	<u>15.9%</u>	<u>14.2%</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.

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

\$ Millions	Q3 2021 North American Industrial Packaging
Business Segment Operating Profit	418
Depreciation, Amortization and Cost of Timber Harvested before Special Items	188
EBITDA before Special Items	606
Less: Recycling Business EBITDA	10
EBITDA before Special Items after Exclusions	596
Net Sales	3,738
Less: Trade Sales	162
Less: Recycling Business Net Sales	107
Net Sales after Exclusions	3,469
Adjusted EBITDA Margin	17.2%

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		Three Months Ended
	September 30,		June 30,
	2021	2020	2021
Net Earnings (Loss) from Continuing Operations as Reported Attributable to Ilim SA	\$ 182	\$ (60)	\$ 199
Add back: Net (earnings) loss attributable to non-controlling interest	(8)	2	(6)
Earnings (Loss) from Continuing Operations, Including Non-Controlling Interest - Ilim SA	190	(62)	205
Add back: Tax expense (benefit)	51	(16)	55
Add back: Interest expense, net	31	15	28
Earnings (Loss) From Continuing Operations, Before Interest and Taxes (EBIT)	272	(63)	288
Add back: Depreciation and amortization expense	46	42	47
Earnings (Loss) From Continuing Operations, Before Interest, Taxes and Depreciation (EBITDA)	318	(21)	335
Deduct: Foreign Exchange Gain (Loss) Impact, Primarily Related to US Dollar Denominated Net Debt		(138)	-
Adjusted Operating EBITDA - Ilim SA	\$ 318	\$ 117	\$ 335

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.