# Cascades

# 2024 Annual General Meeting of Shareholders

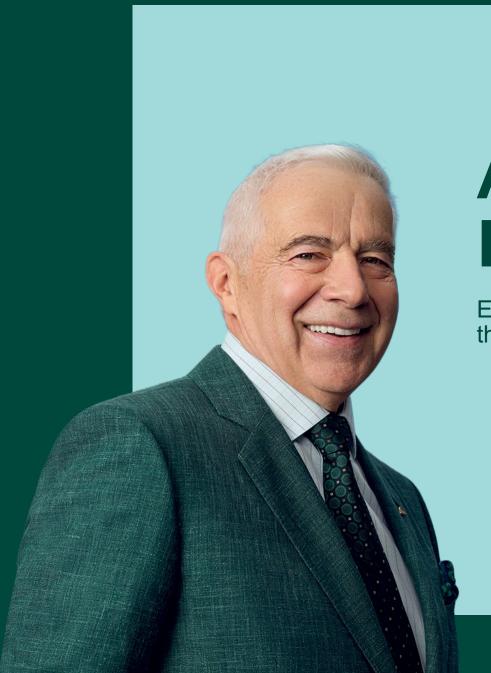


## DISCLAIMER

#### FORWARD-LOOKING STATEMENT

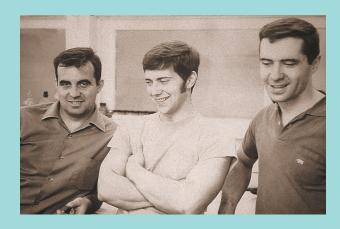
Certain statements that may be made today, including statements regarding future results and performance, are forward-looking statements within the meaning of securities legislation based on current expectations. The accuracy of such statements is subject to a number of risks, uncertainties and assumptions that may cause actual results to differ materially from those projected, including, but not limited to, the effect of general economic conditions, decreases in demand for Cascades Inc.'s ("Cascades," "CAS," the "Company," the "Corporation," "us" or "we") products, the prices and availability of raw materials, changes in the relative values of certain currencies, fluctuations in selling prices and adverse changes in general market and industry conditions. This presentation may also include price indices as well as variance and sensitivity analyses that are intended to provide the reader with a better understanding of the trends related to our business activities. These items are based on the best estimates available to the Corporation.





# Alain Lemaire

Executive Chairman of the Board of Directors



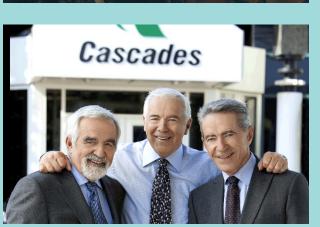
























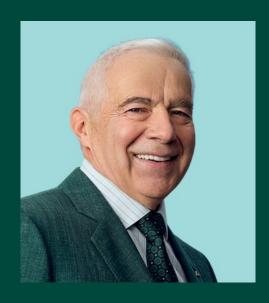
Word of Welcome



Opening of the 2024 Annual General Meeting



# Management Representatives



Alain Lemaire

Executive Chairman of the Board of Directors



Mario Plourde

President and Chief Executive Officer



Allan Hogg

Vice-President and Chief Financial Officer



Michael Guerra

**Corporate Secretary** 



# Meeting Procedures



Confirmation of the Mailing of the Notice of Meeting, Management Proxy Circular and Proxy Form

Rapport of the Scrutineers

Filing of the Audited Consolidated Financial Statements for the year ended December 31, 2023, and the Independent Auditor's Report

## **Election of Directors**

# Election of Directors



Alain Lemaire



Sylvie Lemaire



Sylvie Vachon



Mario Plourde



Michelle Cormier



Patrick Lemaire



Hubert T. Lacroix



Nelson Gentiletti



Mélanie Dunn



Elif Lévesque



Alex N. Blanco



## Appointment of the Independent Auditor



#### **PricewaterhouseCoopers LLP**

Partnership of chartered professional accountants

Advisory Vote on Executive Compensation Accepting the Corporation's Approach to Executive Compensation



**Shareholder Proposals** 

Vote and Voting Results

2023 Highlights

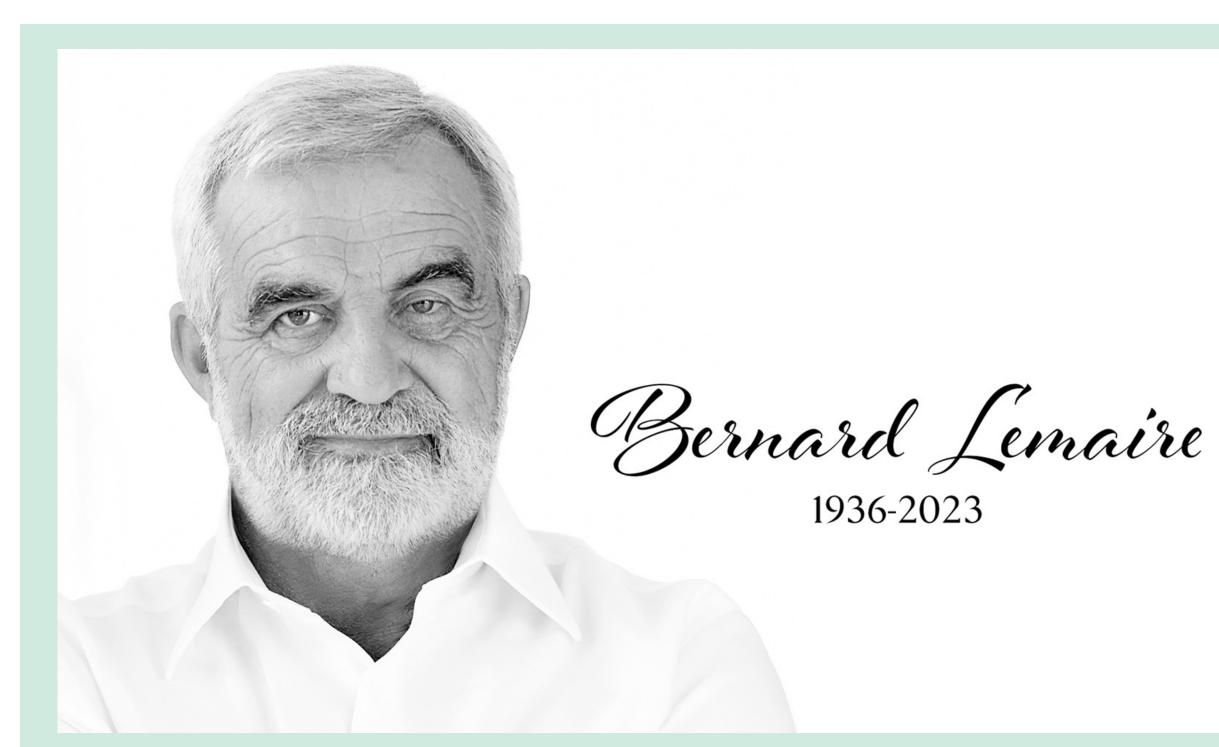
# **Mario Plourde**

President and **Chief Executive Officer** 













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# 2023 Highlights

#### **2023 IN REVIEW:**

- Commercial production started at the Bear Island facility
- Successfully delivered Tissue Papers profitability plan
- Increased cash flow from operating activities by 53% from 2022
- Good demand for packaging and tissue products
- Average raw material prices decreased in 2023, but began rising in the second half of the year
- Inflationary pressures on costs continued throughout 2023

#### FIRST PAPER ROLL

May 2<sup>nd</sup>, 2023





## 2023 Financial Results (\$M)



+13%

(1) EBITDA (A) = Adjusted earnings before interest, taxes, depreciation and amortization. EBITDA (A) Margin = EBITDA (A) as a percentage of EBITDA (A)1

**INCOME** 

&

Please click for supplemental information on non-IFRS Accounting Standards measures and other financial measures available on pages 48 to 54 of our 2023 Annual Report, Management Discussion & Analysis, available on SEDAR+ at www.sedarplus.ca.

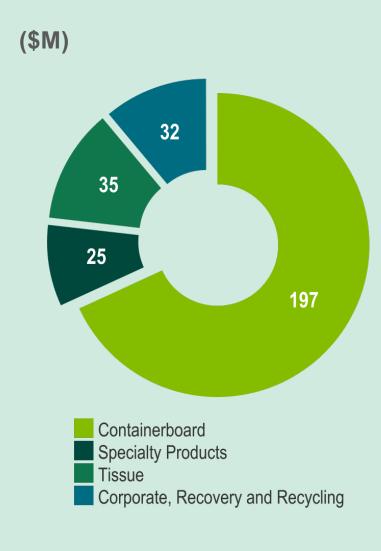


+4%

# **Capital Expenditures**

(excluding right-of-use assets, disposal of assets and accounts payable variation)

\$289 M



#### **MAJOR CAPITAL PROJECTS**

#### **CONTAINERBOARD**

- Bear Island project (Virginia, US)
- Equipment in the converting capacity in the USA

#### **SPECIALTY PRODUCTS**

 Thermoforming and extrusion equipment in the plastics sub-segment

## Net Debt Reconciliation<sup>1</sup>

(in \$M)



(1) Please click <u>here</u> for supplemental information on Non-IFRS Accounting Standards measures and other financial measures available on pages 48 to 54 of our 2023 Annual Report, Management Discussion & Analysis, available on SEDAR+ at www.sedarplus.ca.



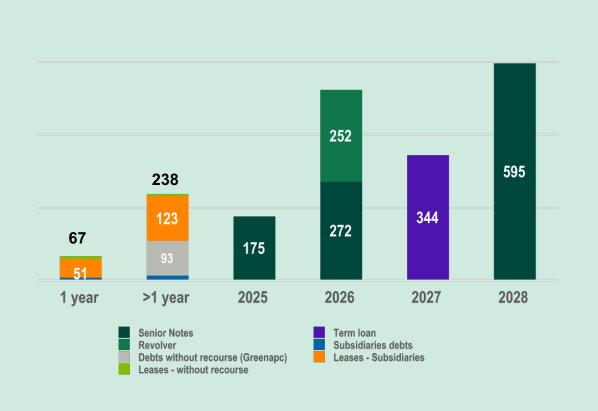
## **Consolidated Financials Ratios & Debt Maturities**

#### NET DEBT / EBITDA (A)<sup>1,2,3</sup>

# 4.7 x 4.0 x 3.8 x 3.6 x 3.5 x 2.5 x 3.4 x 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023

#### **LONG-TERM DEBT MATURITIES**

(as of December 31, 2023, in \$M)



<sup>(1)</sup> Please click here for supplemental information on Non-IFRS Accounting Standards measures and other financial measures available on pages 48 to 54 of our 2023 Annual Report, Management Discussion & Analysis, available on SEDAR+ at www.sedarplus.ca. (2) Pro-forma up to 2018 to include business acquisitions on a LTM basis, if applicable. (3) As reported in previous public filings. Figures have not been adjusted to reflect discontinued operations in this presentation. Please refer to "Discontinued Operations" section and Note 5 of the 2022 Audited Consolidated Financial Statements for more details about discontinued operations.



## **CONTAINERBOARD PACKAGING**

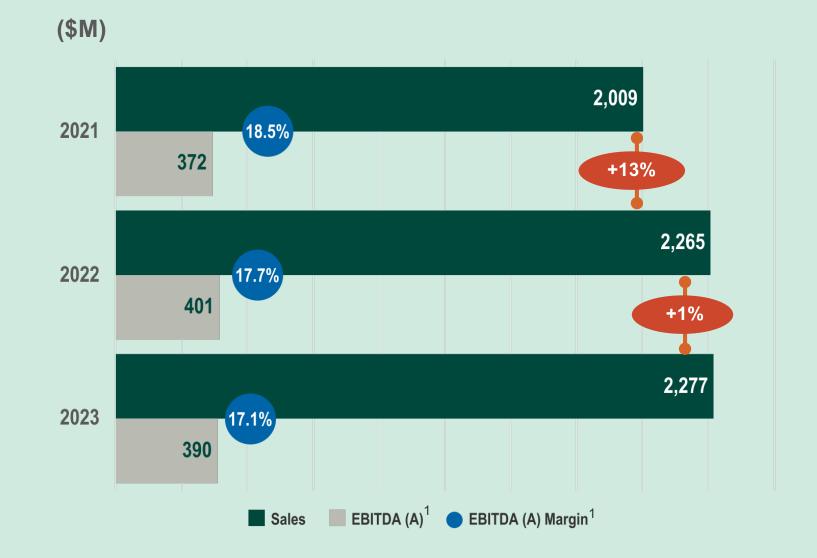
#### 2023 Highlights:

Stronger volumes

Favourable FX

Selling prices under pressure

Continued inflationary pressure on costs







#### 2023 Highlights:

Higher selling prices

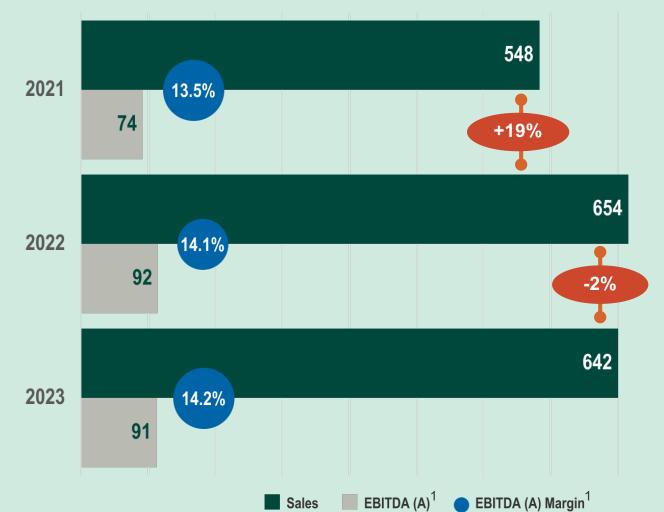
Favourable FX

Softer volume

Continued inflationary pressure on costs

## **SPECIALTY PRODUCTS**

(\$M)





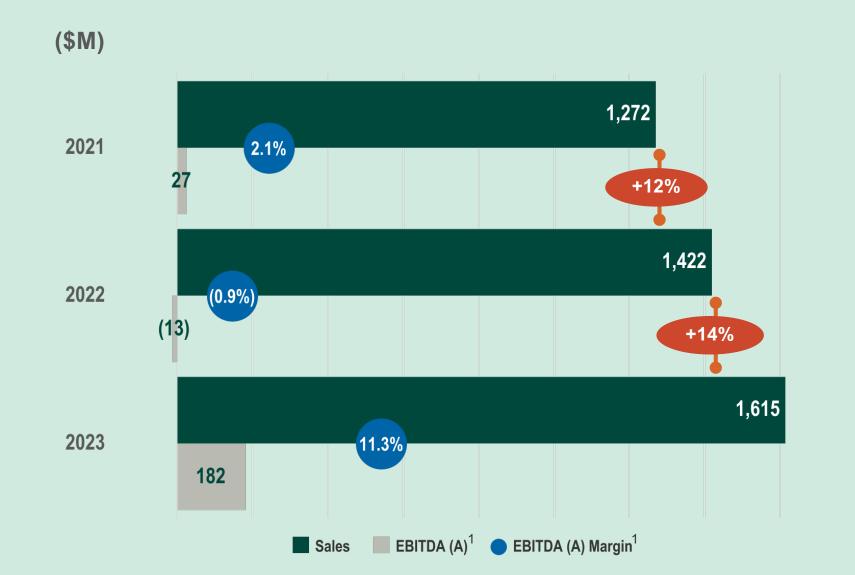
#### 2023 Highlights:

Higher selling prices

Benefits from significant repositioning of operational platform

Favourable raw material prices, FX and sales mix

### **TISSUE PAPERS**







Allan Hogg

Vice-President and Chief Financial Officer



# Q1 2024 Results



## Q1 2024 Results

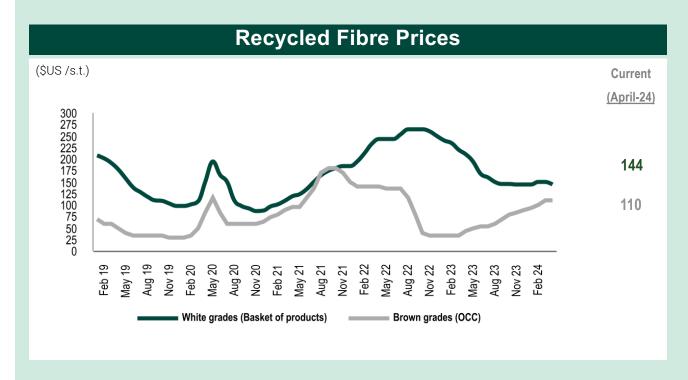
(in millions of Canadian dollars, except per common share amounts)

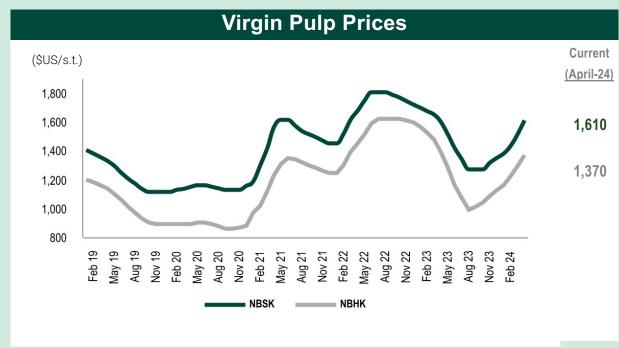
	Q1 2024	Q4 2023	Q1 2023
Sales	1,109	1,138	1,134
Operating income (loss)	9	(24)	(80)
EBITDA (A) <sup>1</sup>	103	122	134
Net loss	(20)	(57)	(75)
Adjusted net earnings (net loss) <sup>1</sup>		5	33
Net loss per common share	(\$0.20)	(\$0.57)	(\$0.75)
Adjusted net earnings (net loss) per common share <sup>1</sup>	\$	\$0.05	\$0.32



<sup>(1)</sup> Please click here for supplemental information on Non-IFRS Accounting Standards measures and other financial measures available on pages 26 to 31 of our 2024 Quarterly Report 1, Management Discussion & Analysis, available on SEDAR+ at www.sedarplus.ca.

### Raw Material Costs - Index List Prices





#### Recovered Paper Prices (\$US/s.t.)

White grades - Basket of products (Northeast average) Brown grades - OCC No. 11 (Northeast average)

#### Virgin Pulp Prices (\$US \$/tonne)

NBSK (Canadian sources delivered to Eastern US)

NBHK (Canada/US sources delivired to Eastern US)

Q1 2024	Q4 2023	Q1 2023	Q1/Q1	Q1/Q4
147	144	230	(36%)	2%
101	83	33	206%	22%
Q1 2024	Q4 2023	Q1 2023	Q1/Q1	Q1/Q4
4 4 4 4 0				
1,440	1,312	1,675	(14 %)	10 %



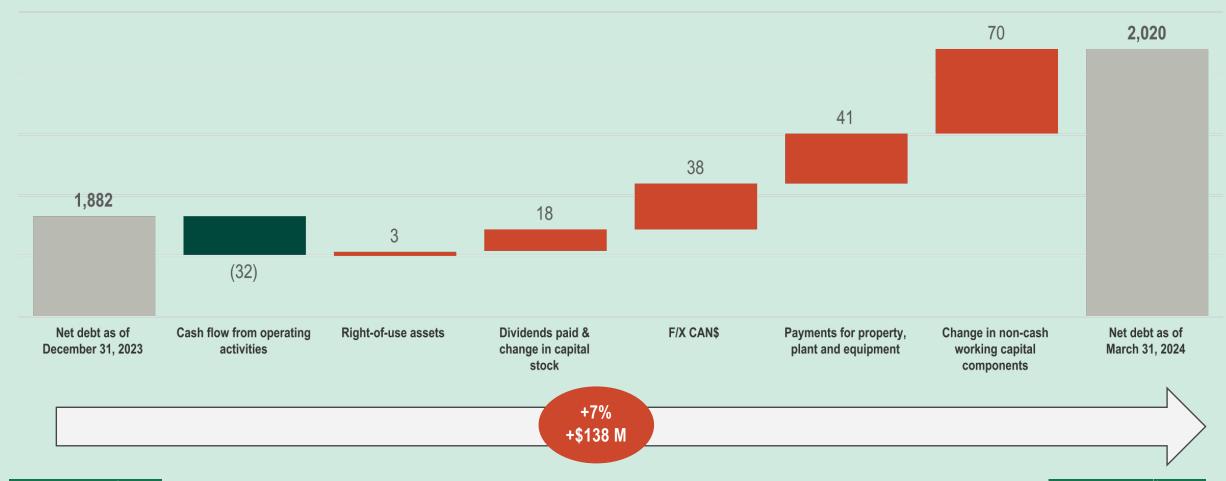
# EBITDA (A)<sup>1</sup> and Operating Income (Loss) Variance Q1 2024



<sup>(1)</sup> Please click <u>here</u> for supplemental information on Non-IFRS Accounting Standards measures and other financial measures available on pages 26 to 31 of our 2024 Quarterly Report 1, Management Discussion & Analysis, available on SEDAR+ at www.sedarplus.ca.

## Net Debt Reconciliation<sup>1</sup> Q1-2024

(in \$M)



Net debt ratio<sup>1</sup>: 3.4x

Net debt ratio<sup>1</sup>: 3.8x



#### Outlook

#### Mario Plourde

President and Chief Executive Officer



#### 2022-2024 Strategic Plan

#### **Our Top Priorities**

- Deliver on the Tissue Papers business profitability plan
- Ramp up the strategic Bear Island 100% recycled and lightweight containerboard facility
- Explore opportunities to grow our sustainable packaging business in the U.S. over the long-term
- Deliver on our comprehensive 4<sup>th</sup> Sustainability Action Plan, encompassing 15 targets
- Win the talent war through recruitment, training and development

#### **Status**





**ONGOING** 

**ONGOING** 

**ONGOING** 



#### 2022-2024 Strategic Plan

#### 2024 Objective

**May 2023** 

May 2024 Trend

1 Sales

~ \$5 billion

< \$5 billion

2 EBITDA (A)<sup>1</sup> Margin

12% - 14%

≤ 12%

3 CAPEX

~ \$175 million

≤ \$175 million

4 Free Cash Flow<sup>2,3</sup> / Sales

9% - 10%

≤ 9%

5 Shareholder Return

**Maintain Dividend** 

**Unchanged** 

6 Net debt / EBITDA (A)1

2.5x - 3.0x

> 3.0x

#### **Recognitions in Sustainability**













#### **Our Approach to Sustainability**



#### **Driving Positive Change**

Our results and sustainability action plan show that we are solution-driven and can enable our customers to reduce their environmental footprint through our value-added green products and services.

#### The road travelled



**4.7 x less** water effluent than the industry average <sup>1</sup>



**2.3 x less** energy consumed than the industry average<sup>1</sup>



**41% fewer** GHG emissions (scope 1 and 2) than the industry<sup>1</sup>



**82%** of the fibre bought to manufacture our products is recycled



Cascades is now a member of the United Nations Global Compact and our ESG strategy is aligned with the United Nations objectives

#### Where we're going



Aggressive targets to reduce GHG emissions reviewed and approved by the *Science Based Targets initiative* 



All our packaging will be recyclable, compostable or reusable by 2030



All of our employees will be trained on unconscious bias related to equity, diversity and inclusion by 2025



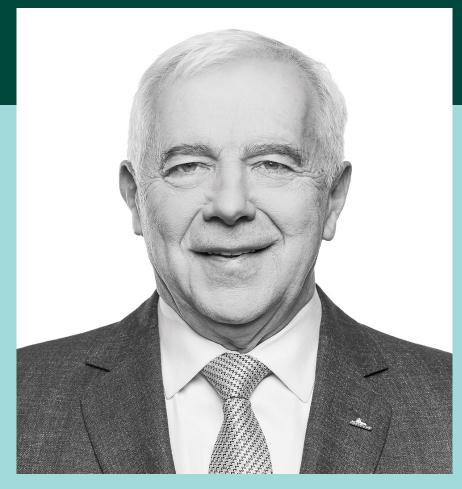
We aim for the same rigor in the consolidation and disclosure of our ESG data as we exercise in the preparation of our financial data

<sup>&</sup>lt;sup>1</sup>. Based on the North American Pulp & Paper industry average for 2023. Source: FisherSolve Next 4.0, 2023, Fisher International Inc.

#### **Innovative and Sustainable Solutions**



## Thank you



**Alain Lemaire** 



**Patrick Lemaire** 





## 15

**Questions Period** 

## 16

Adjournment of the Meeting

#### **INVESTORS**

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Director, Investor Relations

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#### **MEDIA**

#### Hugo D'Amours

Vice-president, Communications, Public Affairs and Sustainable Development

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#### 2024 Annual General Meeting of Shareholders

### Thank you!



# Cascades