

CASCADES INC.

Institutional Investor Roadshow –
Western Canada

May 26-27, 2014



GREEN BY NATURE™

RECOVERY + PACKAGING + PAPER CASCADES.COM



DISCLAIMER

Certain statements in this presentation, 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 the Corporation's 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.

The financial information included in this presentation also contains certain data that are not measures of performance under IFRS ("non-IFRS measures"). For example, the Corporation uses earnings before interest, taxes, depreciation and amortization (EBITDA) because it is the measure used by management to assess the operating and financial performance of the Corporation's operating segments. Such information is reconciled to the most directly comparable financial measures, as set forth in the "Supplemental Information on Non-IFRS Measures" section of our most recent quarterly report or annual report.

Specific items are defined as items such as charges for or reversal of impairment of assets, for facility or machine closures, accelerated depreciation of assets due to restructuring measures, debt restructuring charges, gains or losses on sales of business units, unrealized gains or losses on derivative financial instruments that do not qualify for hedge accounting, foreign exchange gains or losses on long-term debt and other significant items of an unusual or non-recurring nature.

All amounts in this presentation are in Canadian dollars unless otherwise indicated.

INTRODUCTION

Where we come from

- Unique culture – green visionaries, turnarounds, entrepreneurial philosophy
- Business model challenged by strong CAD\$ and higher recycled fibre costs

Our recent performance and financial situation

- Cost inflation in 2011/2012 but less volatile cost environment at the moment
- Low economic growth in Canada and Europe but favorable FX
- Productivity and profitability improving → more to come
- 2011 negatively impacted our leverage ratios but the situation is improving

Our action plan

- Started at the end of 2011: a lot has been done but not completed yet
- Investments reflected on balance sheet but not yet in results
- New state-of-the-art Greenpac mill ramping-up according to plan

Doing all the right things to improve a success story

OVERVIEW OF OUR OPERATIONS

Green packaging and tissue product offering

Packaging Products

Tissue Papers

Containerboard

Boxboard Europe

Specialty Products



1st containerboard
producer in Canada
6th in North America

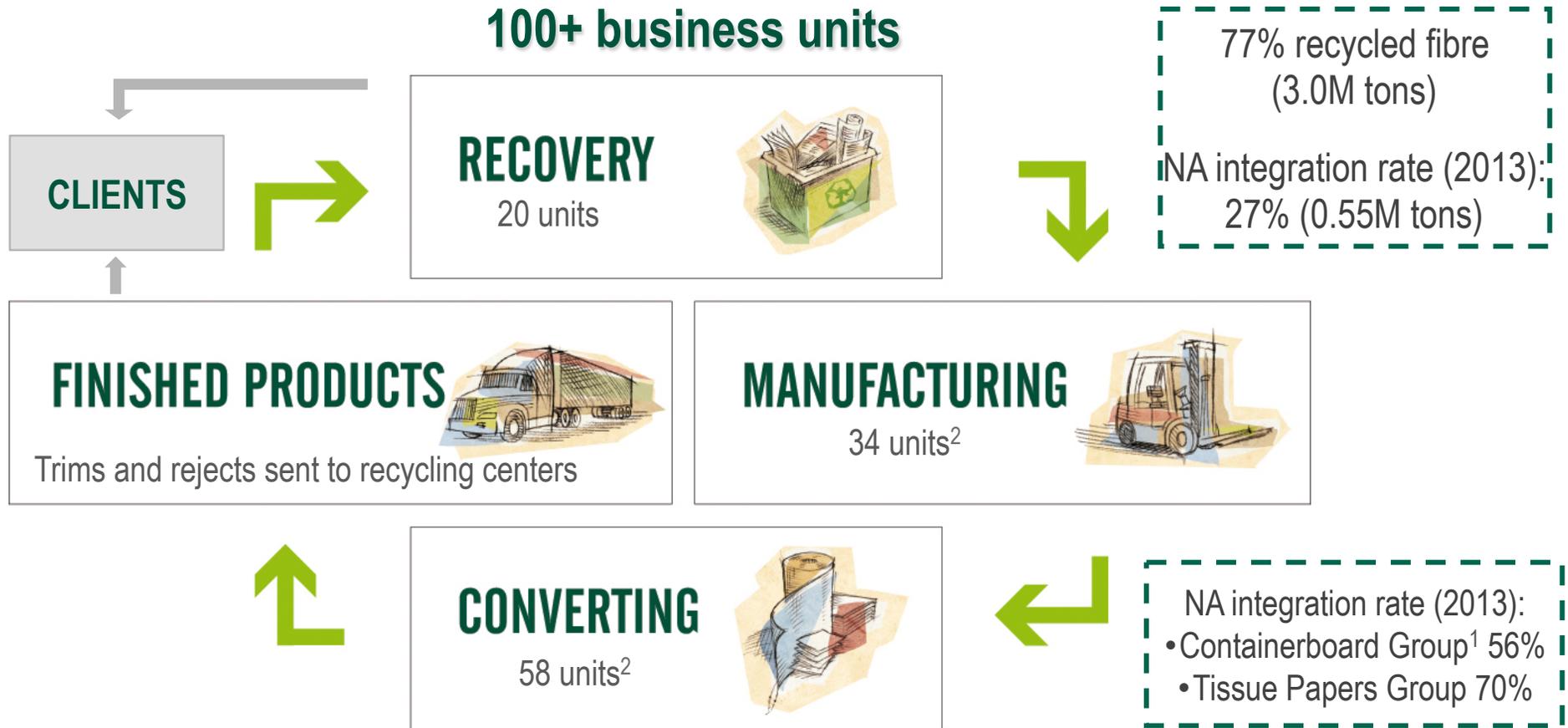
2nd
producer
in Europe

1st
paper collector in
Canada

1st tissue paper
producer in Canada
4th in North America

OVERVIEW OF OUR OPERATIONS

Closed-loop business model



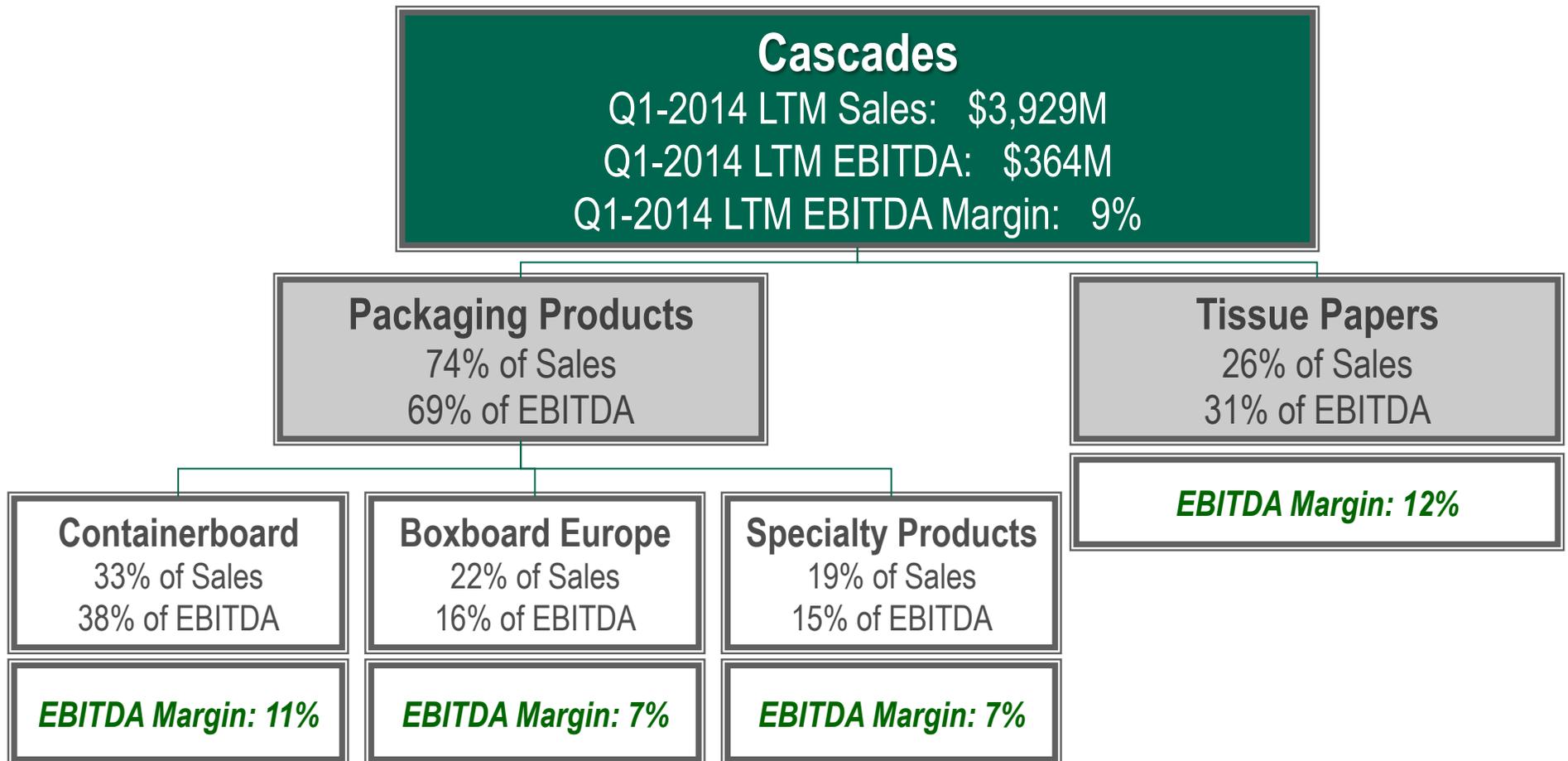
Upstream and downstream integration in North America

¹ Integration rate for our containerboard activities in North America.

² Including Reno De Medici's units and Greenpac. Also including 7 manufacturing/converting tissue papers units which are counted in both Converting and Manufacturing.

OVERVIEW OF OUR OPERATIONS

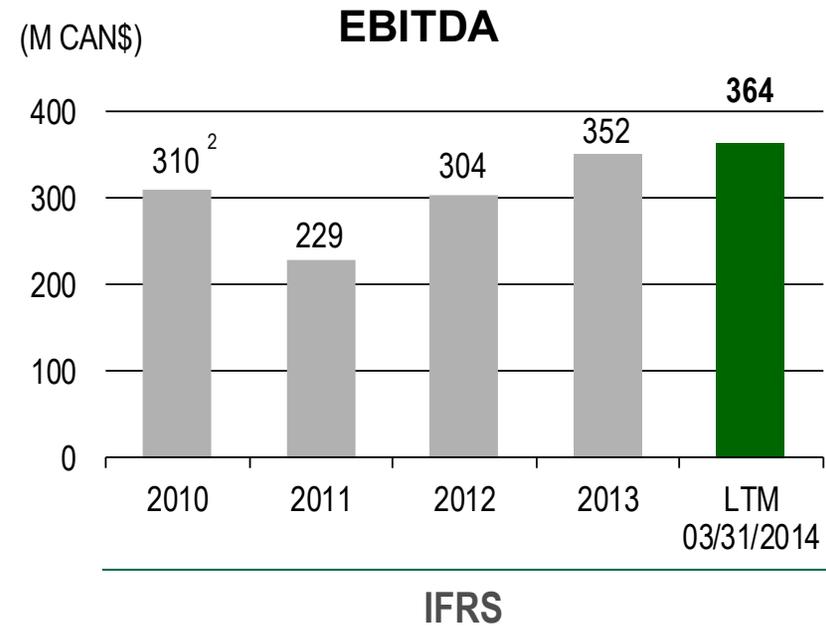
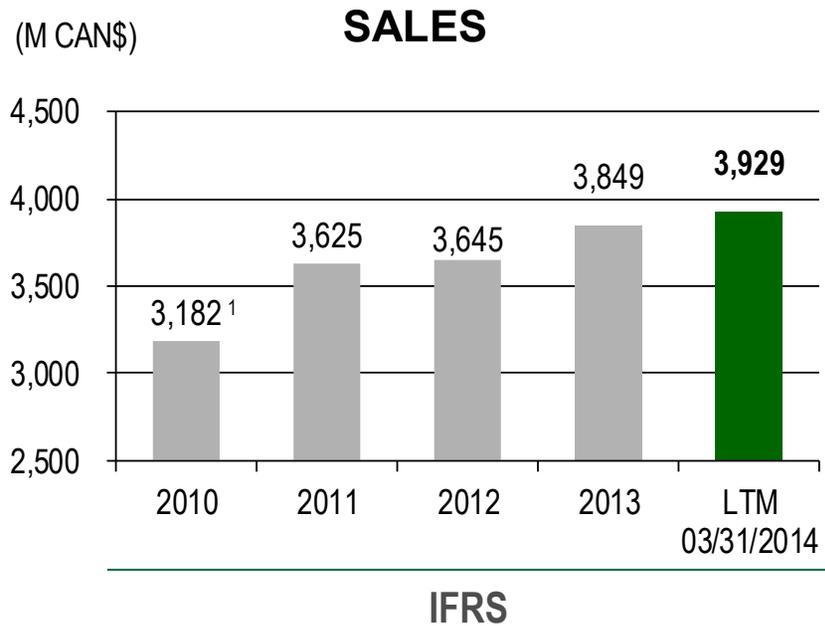
Balanced play in less cyclical sectors



EBITDA excluding specific items. Breakdown of sales and EBITDA before eliminations & corporate activities.

OUR FINANCIAL PERFORMANCE

Historical performance



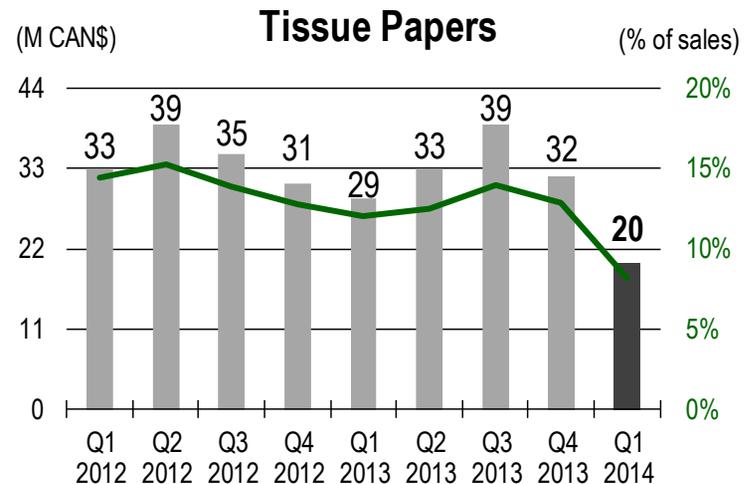
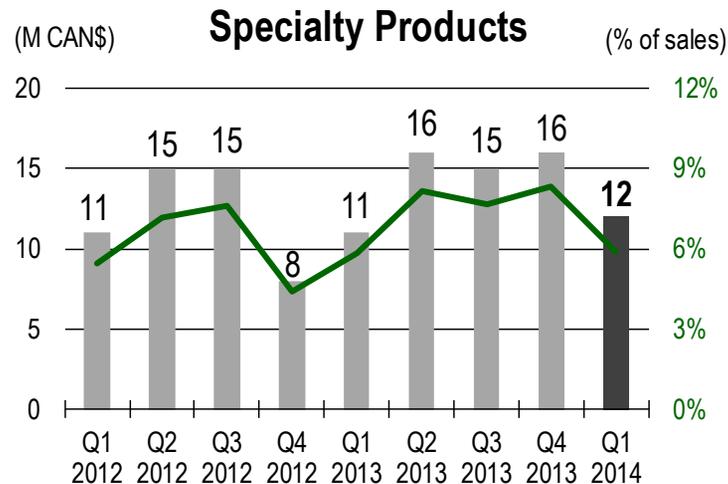
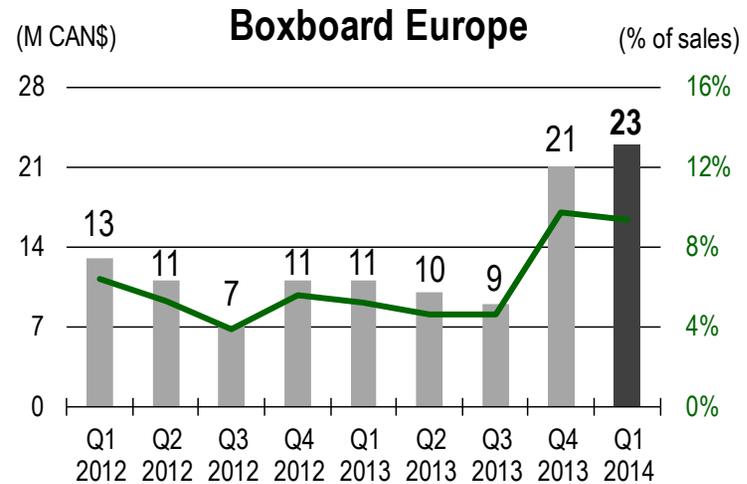
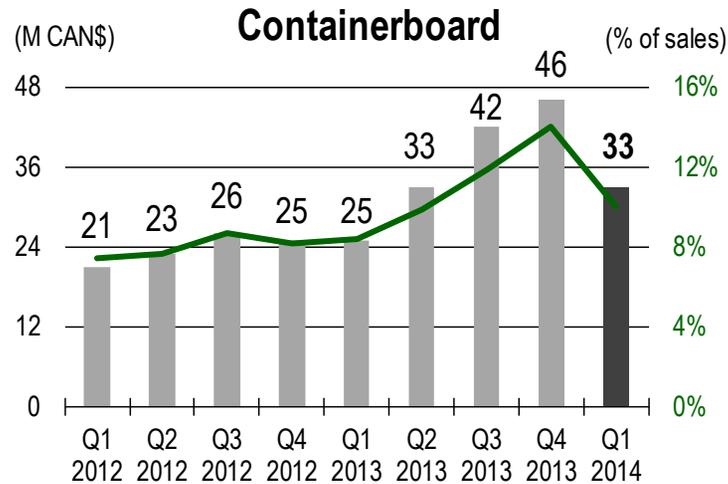
EBITDA excluding specific items.

Note 1 – Elimination of joint venture consolidation

Note 2 – Impact of Dopaco divestiture and elimination of joint venture consolidation

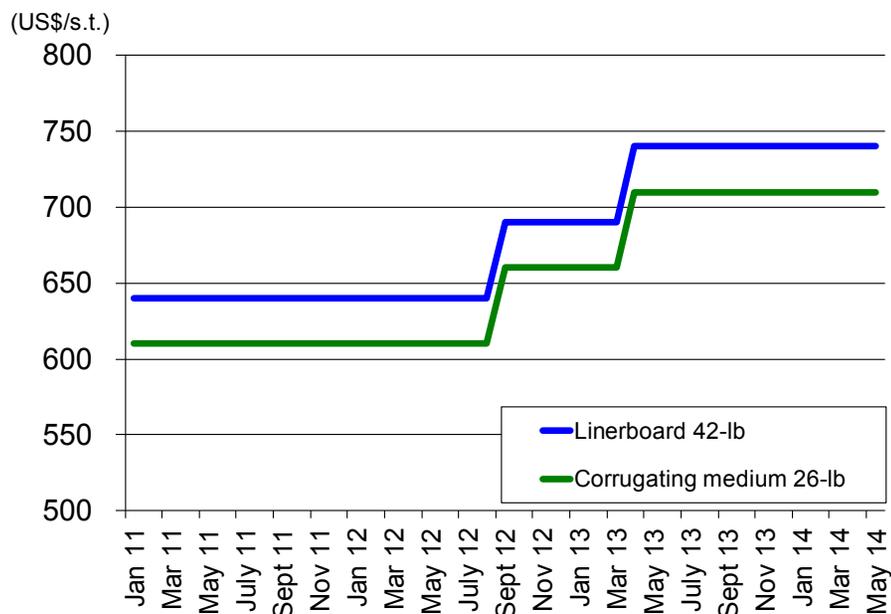
OUR FINANCIAL PERFORMANCE

Historical segmented EBITDA

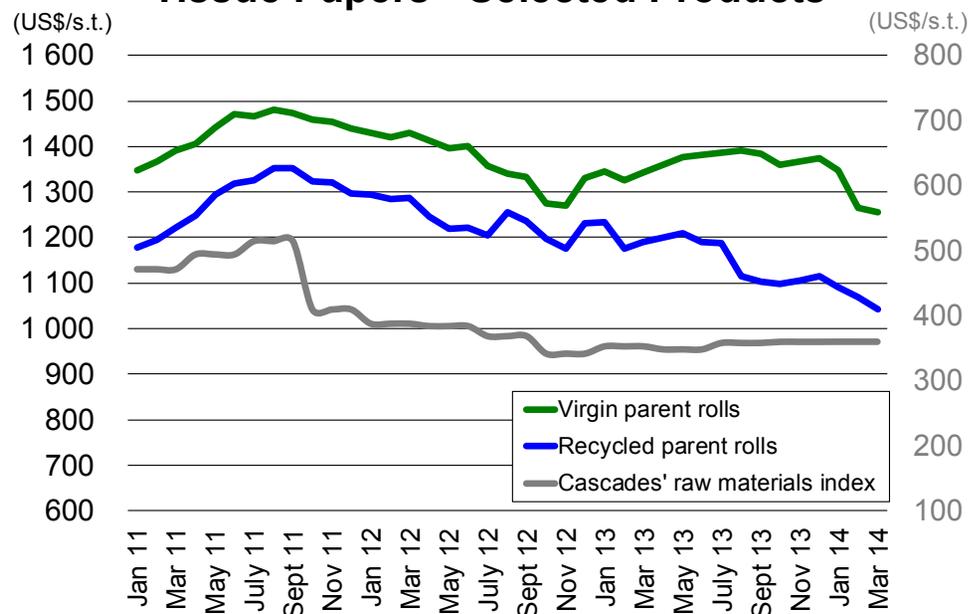


OUR BUSINESS DRIVERS – PRICES

Containerboard - Selected Products



Tissue Papers - Selected Products



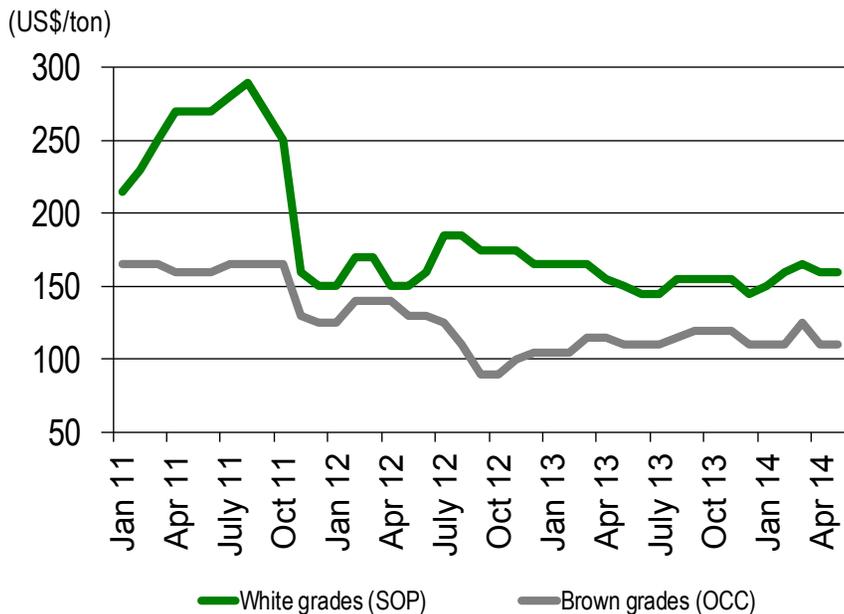
- Prices relatively stable throughout the year 2013 and 2014

- Recycled grade prices under pressure:
 - Additional capacity coming to market
 - Reasonable recovered paper prices

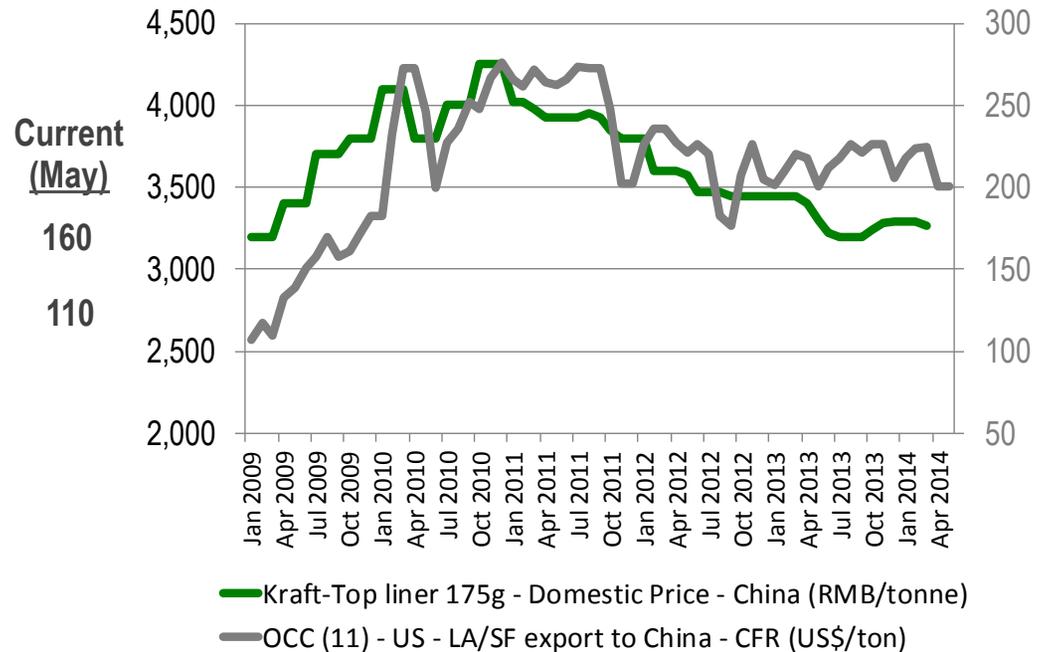
Beneficial containerboard price increases; temporary pressures in tissue

OUR BUSINESS DRIVERS – RAW MATERIAL COSTS

Recycled Fiber North American List Prices



US OCC Costs Highly Correlated with Asian Board Market



- Experts estimate Chinese collection rate at approx. 46%
- Will increase as domestic consumption increases

Partially due to harsh weather, brown grades increased by \$15/s.t. In March

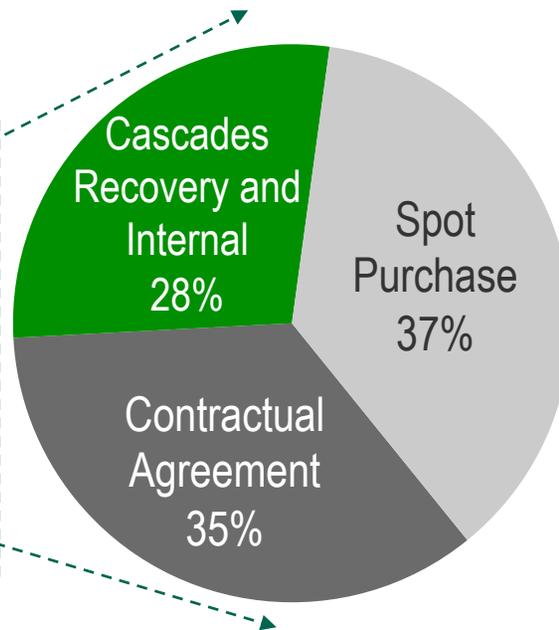
OUR BUSINESS DRIVERS – RAW MATERIAL STRATEGY

Our North American Recycled Fibre Supply

Our Strategy

- Short term:
 - constant review of our inventory strategy
- Long term:
 - ensure control over fiber supply
 - develop substitute grades
 - potential to increase virgin content in certain circumstances
 - continue to close the loop with customers retailers

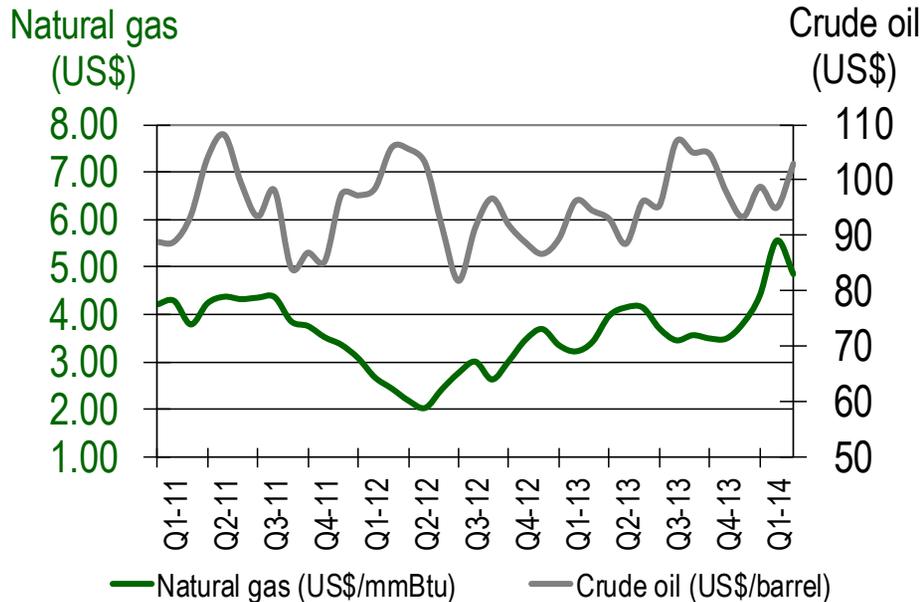
2013



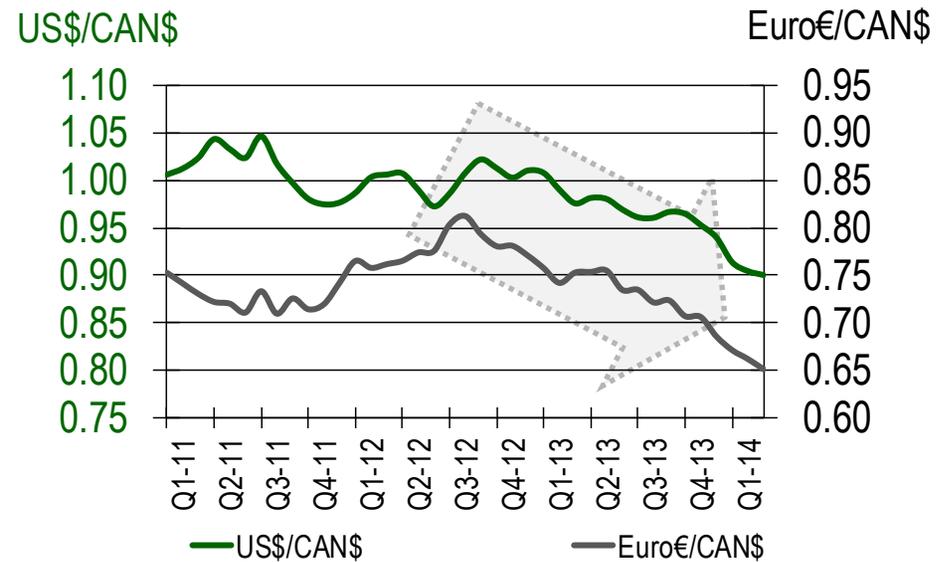
Currently control over 60% of our fibre supply despite greater concentration on the supply side

OUR BUSINESS DRIVERS – ENERGY AND FX

Energy costs higher than last year



A prolonged weakness of the CAN\$ would be a game changer

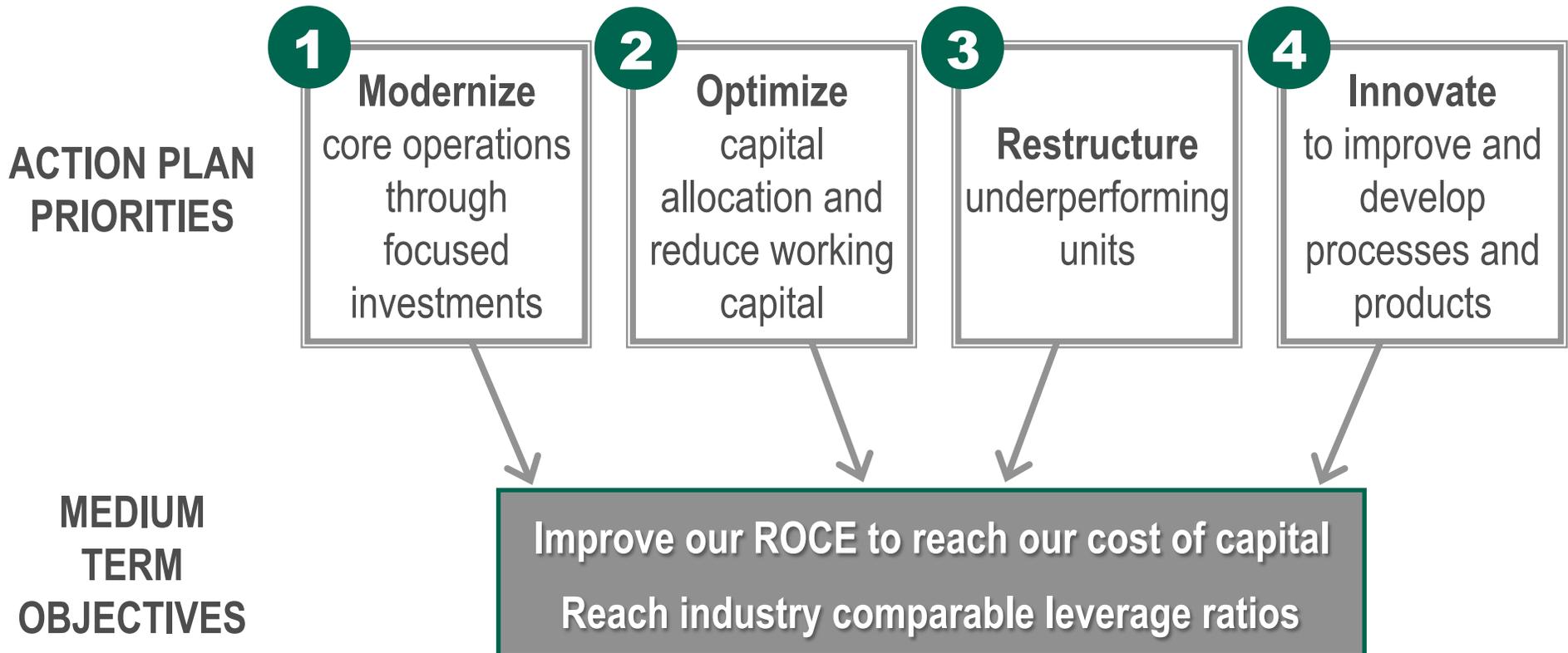


- EBITDA sensitivity of \$5M to every change of 0.01 CAN\$ vs US\$

Recent price increase for natural gas; recent reversal of the CAN\$

OUR STRATEGIC ACTION PLAN

Four priorities



1

Modernize core operations through focused investments

Initiatives undertaken since the beginning of our Action Plan

Containerboard – Manufacturing

- Construction of the Greenpac linerboard mill in Niagara Falls, NY

Containerboard – Converting

- Consolidation of our platform in Ontario

Boxboard – Converting

- Consolidation of our folding carton platform in Canada

Tissue Papers – Manufacturing

- Installation of a new paper machine in Oregon (Q4-2014)

Tissue Papers – Converting

- Additional converting capacity in Arizona early in 2014

OUR NEW GREENPAC LINERBOARD MILL

Key Facts

- Largest recycled linerboard mill in NA:
 - 1,500 s.t./day of lightweight recycled linerboard (26 pounds)
- Product differentiation
- State-of-the-art equipment
- Take-or-pay agreement for 81% of the mill's output
- Significant ownership at 59.7%
 - Partners include a pension fund and two independent converters

Ramp-up Highlights

- Satisfied with productivity and board quality
- Average production Q1-2014: 944 tons/day
- Produced to capacity for a few days in April
- Positive EBITDA since Q4-2013



ILLUSTRATIVE GREENPAC CONTRIBUTION TO EPS

Cascades' EPS (excluding specific items)	
2011	(\$0.14)
2012	\$0.05
2013	\$0.31
LTM 03/31/2014	\$0.36

Greenpac EBITDA (M\$)	Depreciation & Interest (M\$)	Income tax (39%) (M\$)	Net income (M\$)	CAS' interest	CAS' share of income (M\$)	Impact on Cascades EPS	Value per share using 7x EBITDA multiple
60	40	8	12	59.7%	7	\$0.08	\$0.76
80	40	16	24	59.7%	15	\$0.16	\$1.65
100	40	23	37	59.7%	22	\$0.23	\$2.54
Sensitivity	± 10						± \$0.45

Greenpac has the potential to contribute significantly to Cascades EPS

THE CONTAINERBOARD MARKET

Changing landscape: Leading 3 North American Producers representing 62% of the market

% of total capacity

2007 Industry Participants

①	Smurfit Stone	20%
②	Weyerhaeuser	16%
③	IP	11%
④	Georgia Pacific	11%
⑤	Temple Inland	9%
⑥	PCA	6%
⑦	Cascades	3%
	Others	24%

Top-5 67%

2013 Industry Participants

①	IP	33%
②	Rock Tenn	19%
③	Koch/GP	10%
④	PCA	10%
⑤	Kapstone	4%
⑥	Cascades	4%
⑦	Pratt	3%
	Others	17%

Top-5 76%

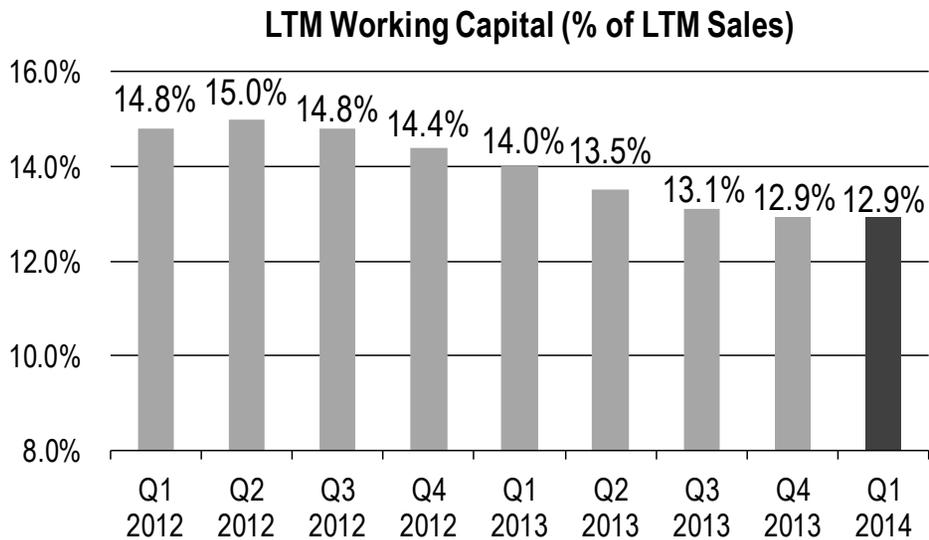
Cascades has maintained its market share in a consolidated industry

2

Optimize capital allocation and reduce working capital

Selected initiatives undertaken since the beginning of our Action Plan

Corporate – Working cap initiative

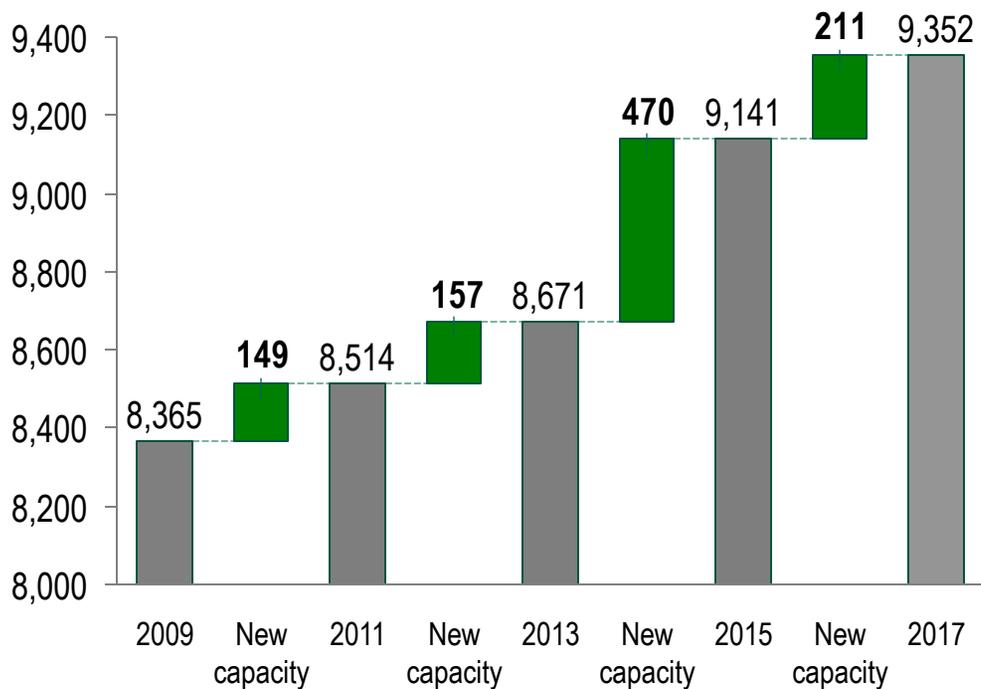


Tissue Papers – Western US

- Acquisition and conversion of Boise paper machine next to our existing tissue machine to:
 - increase our capacity by 55,000 tons on a faster timeline
 - improve the overall operating efficiency of the mill
 - increase market reach at a reduced capital cost per ton
- \$35M cost and start-up in Q4-2014

THE TISSUE PAPERS MARKET

Future capacity additions CAGR of 1.9%, not so far from annual consumption growth



Sources: RISI, Company reports and estimates

Top 5 – North American Tissue Producers

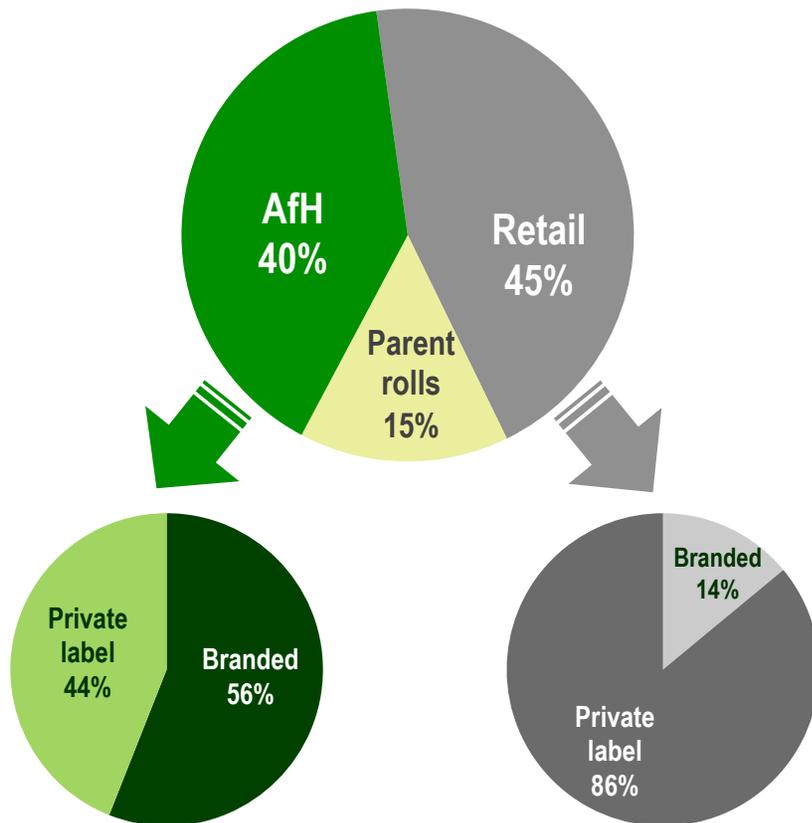
% of total capacity

1	Koch/GP	29%
2	P&G	16%
3	Kimberly-Clark	15%
4	Cascades	7%
5	SCA	6%
	Others	27%

Total - 2013 **8,671**

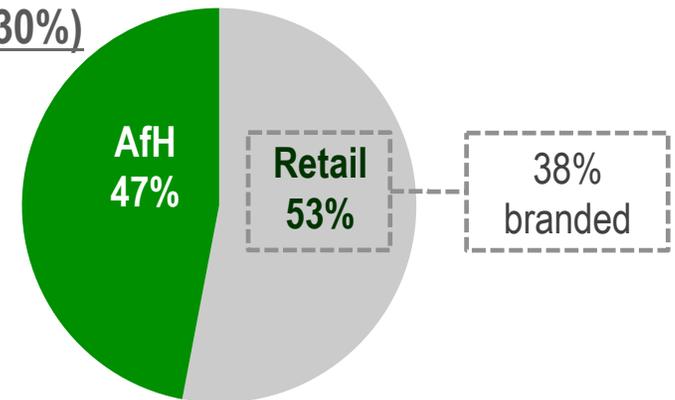
OUR POSITIONNING IN THE TISSUE PAPERS SEGMENT

Cascades' Tissue Papers 2013 Sales – End-Users

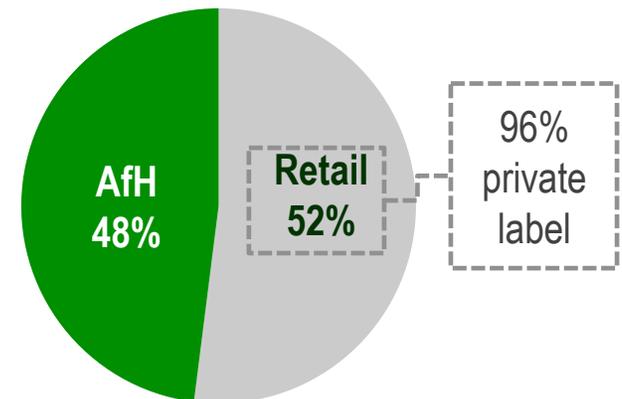


Cascades' Tissue Papers 2013 Sales – Countries

Canada (30%)



US (70%)



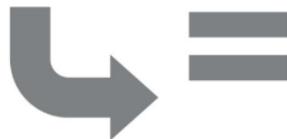
OUR EQUITY INVESTMENT IN BORALEX

652 MW in operation

\$102 million EBITDA



CONTRACTED							PIPELINE
FRANCE		CANADA					Europe or Canada
2014	2015	2014	2014	2014	2015	2015	
Fortel-Bonnières	St-François	Jamie Creek	Seigneurie de Beaupré (phase II)	Témiscouata I (municipal)	Côte-de-Beaupré (municipal)	Témiscouata II	
23 MW	23 MW	22 MW	68 MW	25 MW	25 MW	50 MW	+/- 100 MW
WIND	WIND	HYDRO	WIND	WIND	WIND	WIND	WIND EQUIVALENT
2029	2030	2054	2034	2034	2035	2035	
Total project investment (millions \$) ⁽¹⁾							
\$60 - \$65	\$65 - \$70	\$55 - \$60	\$180 - \$190	\$65 - \$70	\$65 - \$70	\$150 - \$160	
Boralex's ownership							
75%	75%	100%	50%	51%	51%	100%	100%



+/- 950 MW Pro Forma attributable to Boralex ⁽²⁾

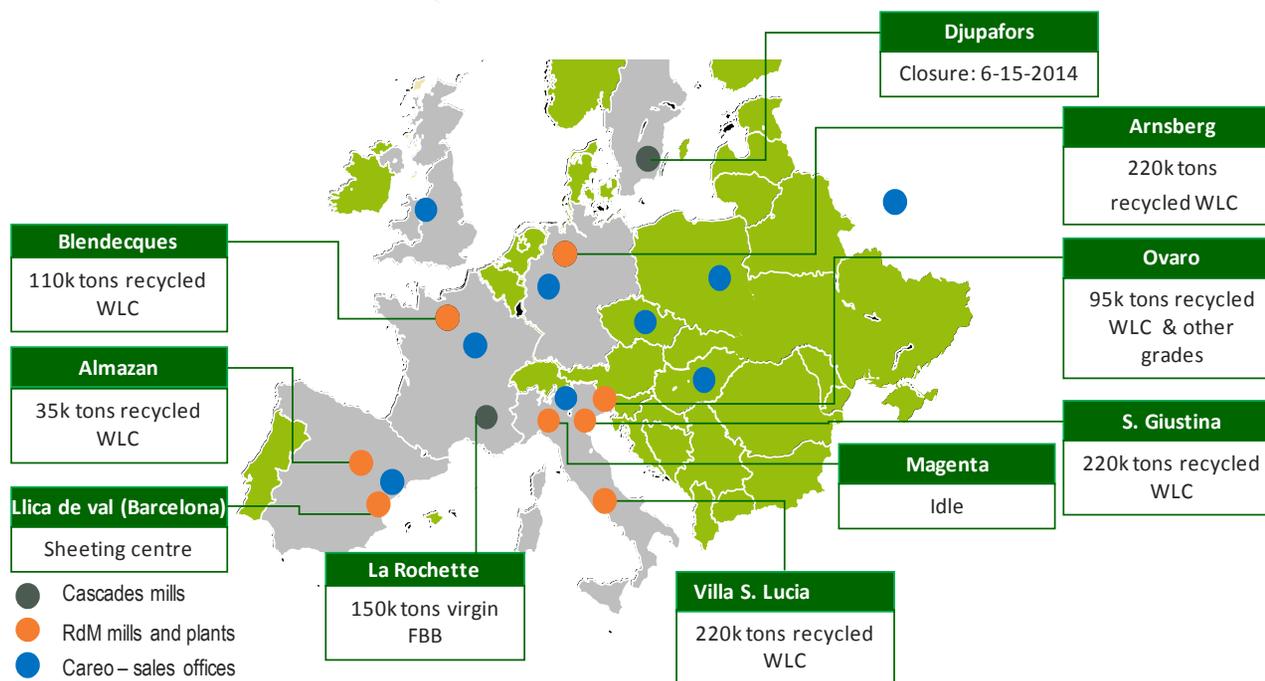
More than \$200 million EBITDA in 2016 ⁽²⁾

- Valuation does not fully reflect growth potential
- Current BLX share price: ~ \$14.00 - represents ± \$2.00/share for CAS

Boralex has tremendous pipeline of projects

OUR INTEREST IN RENO AND OUR EUROPEAN PLATFORM

- Results from 2007 transaction: we received a 31% interest in exchange for our recycled mills
- We now **own ~58%** of public Italian company (fully consolidated in our EBITDA)
- Allowed for **rationalization of production capacity** and amalgamation of sales forces



RdM achievements

- From 10 to 7 machines with same production capacity
- Implementation of Paneuropean direct sales network
- > €90M of capex to modernize asset base
- €12M of fixed cost saving program achieved

3

Restructure underperforming units

Difficult decisions taken since the beginning of our Action Plan

- **14 closures**

- Containerboard: 1 manufacturing mill + 5 converting plants
- Boxboard North America: 1 converting plant
- Boxboard Europe: 2 mills + 1 paper machine; closure of our Sweden boxboard mill to occur on June 15, 2014
- Specialty Products: 1 pulp mill + 1 specialty packaging plant
- Tissue: 1 napkin plant

- **4 sales**

- | | |
|----------------------------------|-------------------------------|
| • Containerboard – Manufacturing | Avot-Vallée mill |
| • Boxboard – Manufacturing | Versailles mill |
| • Boxboard – Converting | Dopaco business, Hebron plant |

4

Innovate to improve and develop processes and products



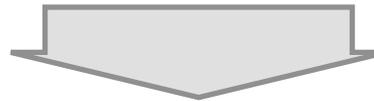
**Ultrafit –
Cup tray**



Won prestigious HAVI
Global Supplier of the
Year and McDonald's
System First Award



**Antibacterial
Towel**



Won prestigious
Innovative Technology
by Novation



**Moka –
Beige bath tissue**



**EVOK™ – Polystyrene foam
packaging using recycled
material**

OUR SPECIALTY PRODUCTS GROUP

2013 sales of \$965M in four main sectors of activities (including joint ventures)

Recycling and Recovery (20 units)

- 32% of sales
- Largest recycled paper collector in Canada



Specialty Papers (6 units)

- 37% of sales
- Eco-friendly fine and security papers



Industrial Packaging (12 units)

- 16% of sales
- Leading producer of papermill packaging
- \$10-15M EBITDA under equity method



Consumer Packaging (7 units)

- 15% of sales
- Largest producer of honeycomb in Canada



Stable source of revenues and platform for innovation

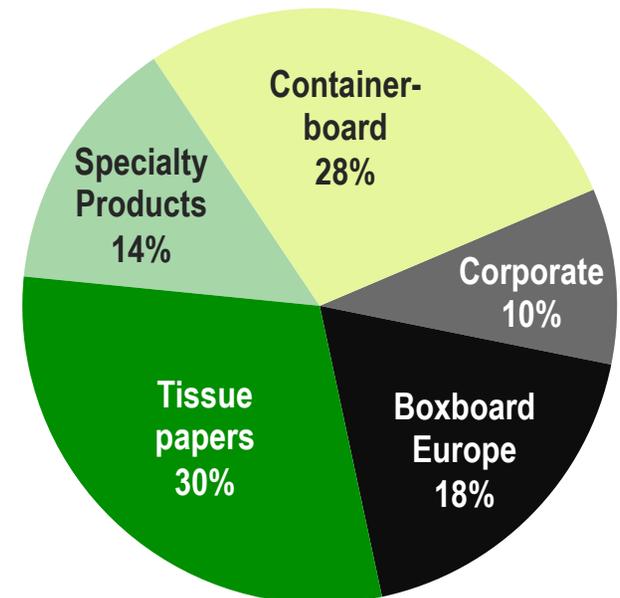
OUR FINANCIAL SITUATION

Investment program

- Capital expenditures for 2013 stood at \$172M (\$157M excluding IT)
- 2014 level to revolve around \$160M, including IT
 - Including ~\$60-70M of maintenance capex
 - Amount subject to change depending on operating results and economic conditions
 - Mostly dedicated towards tissue activities

Capital Expenditures Distribution for FY2013 - \$157M

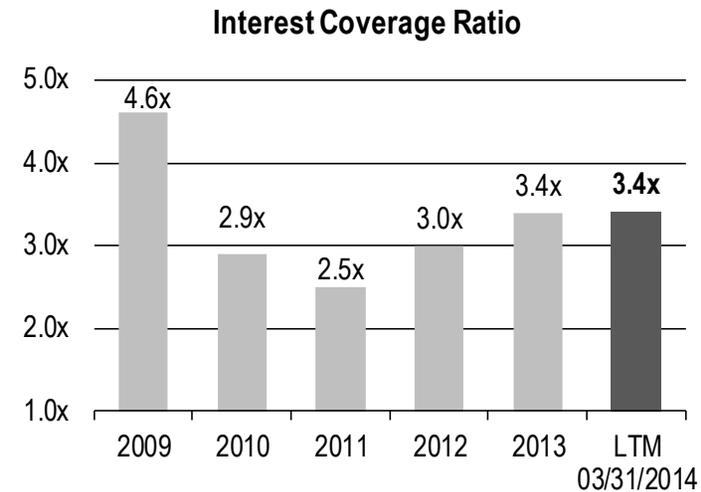
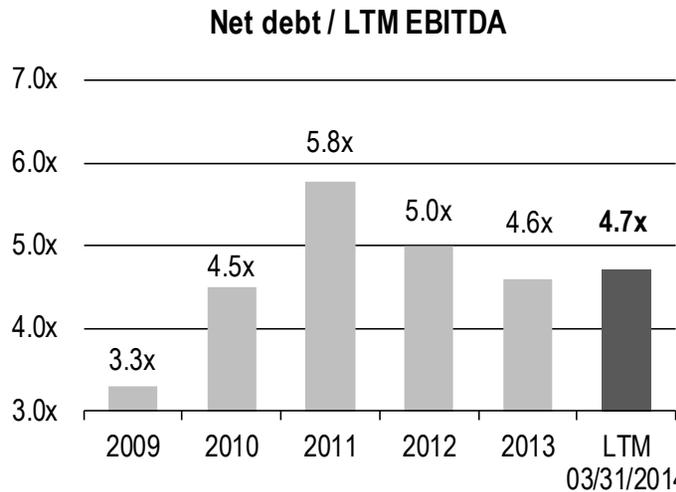
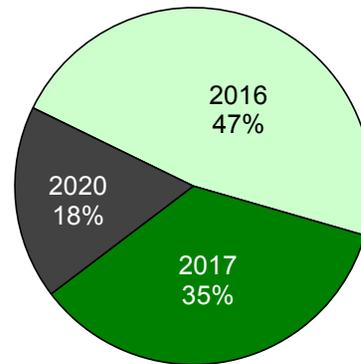
By segment



OUR FINANCIAL SITUATION

Financial Ratios & Debt Maturities

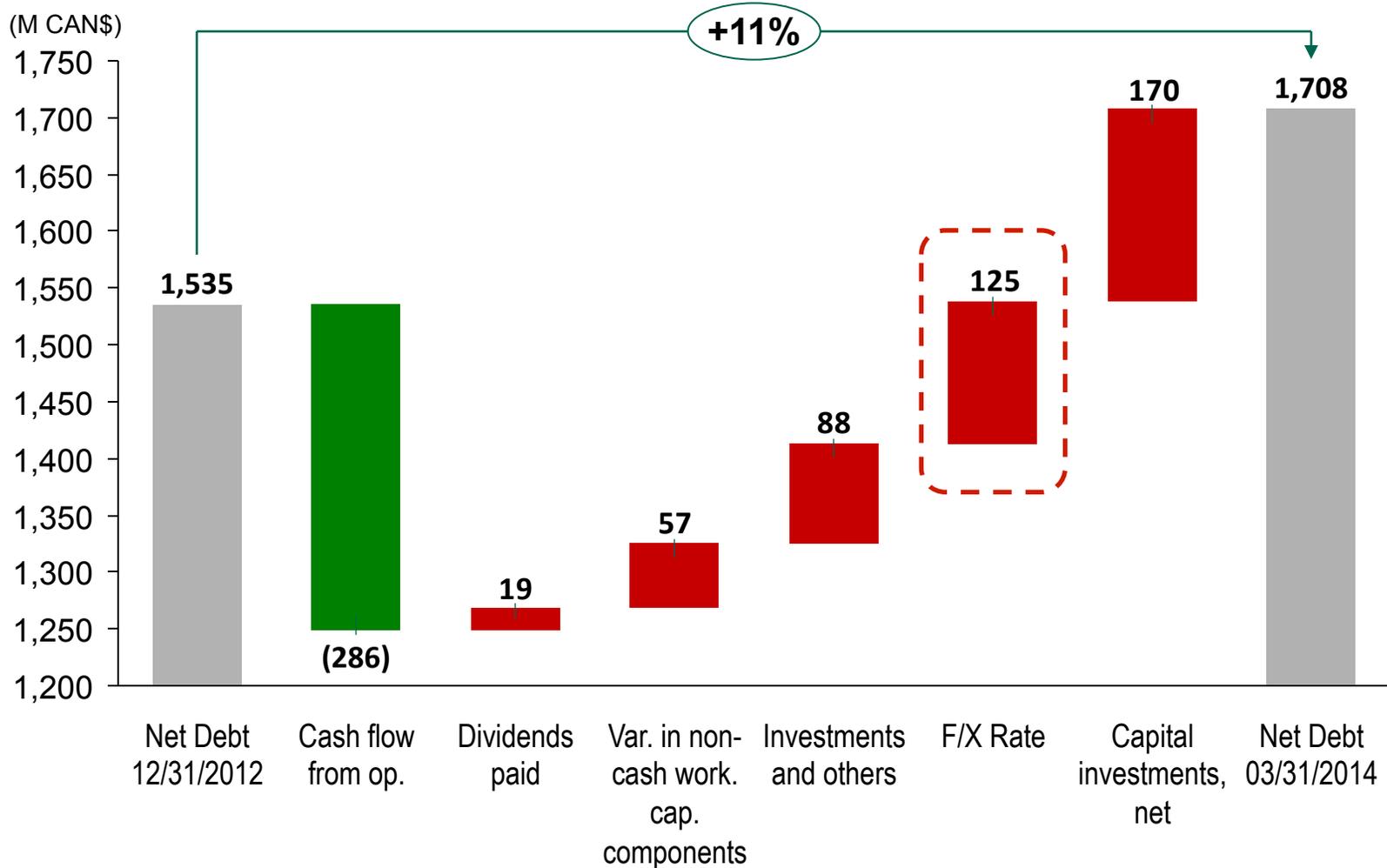
Long-term Debt Maturities Distribution



Net debt to EBITDA ratio should continue to improve in 2014

OUR FINANCIAL SITUATION

Net Debt Reconciliation



F/X rate and working capital are the main reasons of the net debt increase

ILLUSTRATIVE SUM-OF-THE-PARTS VALUATION ANALYSIS

	Comparable Companies	Illustrative Cascades'		Selected
	Illustrative Trading Range ¹ Value	LTM EBITDA		Multiple
	TEV/LTM EBITDA	(M\$ rounded, net corp. activities)	(conservative)	(M\$ rounded) •
• Containerboard	8.5x – 11.5x 6.5x - 10.0x 1,001	124		7.5x
• Boxboard Europe	6.0x - 9.0x	154		6.5x
• Specialty Products	7.0x - 11.0x	63		6.0x
• Corporate activities	<u>(216)</u>	59		6.0x
		<u>(36)</u>		
		364		6.7x
Total Enterprise Value	2,447			
Add:	JV contribution (\$10M EBITDA @ 6.0x)			60
Subtract:	Net Debt		²	
	<u>(1,708)</u>			
Total Equity Value – pre-adjustments				799
Add:	Borex' stake (at market value)			183
Add:	Greenpac investment (at cost)			140
Subtract:	Minority interest (estimate at market value)			
	<u>(124)</u>			
Total Equity Value – post-adjustments				998
Per share				10.63\$

Share trading at discount, even using conservative multiples

POTENTIAL BENEFITS STEMMING FROM OUR RECENT INITIATIVES

✓	<p>Modernizing our operating platform to increase profitability</p> <ul style="list-style-type: none">• ±\$150M capex program per year, including ERP upgrade• Divestitures and closures of under-performing units• Containerboard: great fundamentals and improved platform<ul style="list-style-type: none">• Modernized converting platform and manufacturing productivity improvement• Greenpac has the potential to contribute to EPS in 2014• Tissue Papers: strong and growing position<ul style="list-style-type: none">• Increasing presence in the US and recent expansion announcement in the West• Better performance from ATMOS tissue paper machine
✓	<p>Other sources of growth and incremental value</p> <ul style="list-style-type: none">• Culture of innovation• European platform and Boralex
✓	<p>Potential tailwinds</p> <ul style="list-style-type: none">• CAD\$ weakness• Chinese's economy weakness and impact on recovered paper prices

NOTES

1. Comparable companies include:
 - Graphic Packaging, IP, Kapstone, Meadwestvaco, Packaging Corp. and Rock Tenn for Containerboard.
 - KP Tissue, Clearwater Paper, Kimberly-Clark and Orchids Paper for Tissue Papers. Wausau Papers trailing multiple not considered.
 - Holmen, Mayr Melnhof, Mesta Board and Stora Enso for Boxboard Europe.
 - Sonoco, CCL, Domtar, Greif, Sealed Air and Winpak for Specialty Products.
2. Minority interest adjustments estimated for Reno (assuming 58% ownership) and Cascades Recovery (73% ownership).

The capacity utilization rate is defined as: Shipments/Practical capacity. Paper manufacturing only.

Working capital includes accounts receivable (excluding the short term portion of other assets) plus inventories less accounts payable.

For more information: www.cascades.com/investors

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