

INTERNATIONAL PAPER

Deutsche Bank Global ESG Virtual Conference

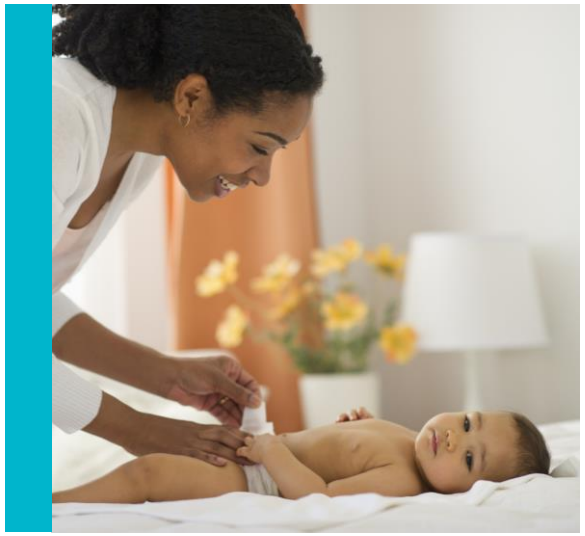
March 2, 2021

Forward-Looking Statements

Certain statements in this presentation that are not historical in nature may be considered "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are often identified by the words "will," "may," "should," "continue," "anticipate," "believe," "expect," "plan," "appear," "project," "estimate," "intend" and words of a similar nature. These statements are not guarantees of future performance and reflect management's current views with respect to future events, which are subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied in these statements. Factors which could cause actual results to differ include but are not limited to: (i) developments related to the COVID-19 pandemic, including the severity, magnitude and duration of the pandemic, the development, availability and effectiveness of treatments and vaccines, negative global economic conditions arising from the pandemic, impacts of governments' responses to the pandemic on our operations, impacts of the pandemic on commercial activity, our customers and business partners and consumer preferences and demand, supply chain disruptions, and disruptions in the credit or financial markets; (ii) the level of indebtedness and changes in interest rates; (iii) industry conditions, including but not limited to changes in the cost or availability of raw materials, energy and transportation costs, competition International Paper faces, cyclicality and changes in consumer preferences, demand and pricing for International Paper products (including changes resulting from the COVID-19 pandemic); (iv) domestic and global economic conditions and political changes, changes in currency exchange rates, trade protectionist policies, downgrades in International Paper's credit ratings, and/or the credit ratings of banks issuing certain letters of credit, issued by recognized credit rating organizations; (v) the amount of International Paper's future pension funding obligations, and pension and health care costs; (vi) unanticipated expenditures or other adverse developments related to the cost of compliance with existing and new environmental, tax, labor and employment, privacy and other U.S. and non-U.S. governmental laws and regulations (including new legal requirements arising from the COVID-19 pandemic); (vii) any material disruption at any of International Paper's manufacturing facilities due to severe weather, natural disasters or other causes (including as the result of the COVID-19 pandemic); (viii) risks inherent in conducting business through joint ventures; (ix) International Paper's ability to achieve the benefits expected from, and other risks associated with, acquisitions, joint ventures, divestitures and other corporate transactions, (x) information technology risks, (xi) loss contingencies and pending, threatened or future litigation, including with respect to environmental related matters, (xii) the receipt of regulatory approvals relating to the spinoff transaction without unexpected delays or conditions; (xiii) International Paper's ability to successfully separate the SpinCo business and realize the anticipated benefits of the spinoff transaction; (xiv) the ability to satisfy any necessary conditions to consummate the spinoff transaction within the estimated timeframes or at all; and (xv) the final terms and conditions of any spinoff transaction, including the amount of any dividend by SpinCo to International Paper and the terms of any ongoing commercial agreements and arrangements between International Paper and SpinCo following any such transaction, the costs of any such transaction, the nature and amount of indebtedness incurred by SpinCo, the qualification of the spin-off transaction as a tax-free transaction for U.S. federal income tax purposes (including whether an IRS ruling will be obtained), diversion of management's attention and the impact on relationships with customers, suppliers, employees and other business counterparties, and the impact of any such transaction on the businesses of International Paper and SpinCo and the relationship between the two companies following any such transaction. These and other factors that could cause or contribute to actual results differing materially from such forward-looking statements can be found in International Paper's press releases and U.S. Securities and Exchange Commission filings. In addition, other risks and uncertainties not presently known to International Paper or that it currently believes to be immaterial could affect the accuracy of any forward-looking statements. International Paper undertakes no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

International Paper | Company Overview







Positioned in attractive markets with low-cost assets that generate strong free cash flow and returns that exceed cost of capital

- **$20B in annual revenue**
- **A leading producer of fiber-based packaging, pulp and paper**
  - #1 in N.A. Industrial Packaging and Global Cellulose Fibers
- **48,000 employees**
- **Serve more than 25,000 customers in 150 countries**
- **http://www.internationalpaper.com**



THE IP WAY FORWARD

Our Vision is to be among the most successful, sustainable and responsible companies in the world.

The IP Way Forward is our strategic framework for achieving our vision and creating value for all stakeholders for generations to come.

Vision 2020 Goals Progress

*data as of 2019, over a 2010 baseline

FIBER CERTIFICATION
47% increase in certified fiber volume

FIBER EFFICIENCY
0.63% reduction from reporting mills

GHG EMISSIONS
22% reduction in greenhouse gas emissions

RECYCLING
63% increase in recovery of old corrugated containers (OCC)

ENERGY EFFICIENCY
5% improvement in purchased energy efficiency

AIR EMISSIONS
49% reduction in air emissions (PM, SO_2, NO_x)

SAFETY
65% reduction in serious safety incidents

SUPPLY CHAIN
Evolved Supplier Code of Conduct to Third Party Code of Conduct to include all third parties across supply chain and expanded risk monitoring processes

WATER QUALITY
28% decrease in oxygen-depleting substances

COMMUNITY ENGAGEMENT
More than $134M donated to charitable organizations since 2010, including more than $24 million in 2019

WATER STEWARDSHIP
Updated water risk framework and continued annual facility assessments. Seventy percent of mills engaging local stakeholders on water

SOLID WASTE
19% reduction in manufacturing waste to landfills

So what does International Paper need

TO PURSUE OUR VISION BY 2030?



SUSTAINABILITY IS ABOUT MORE THAN THE ENVIRONMENT.

It's doing business in a responsible way that recognizes the interdependence between profit, people, the planet, and the products we create.



Vision 2030 | Four Goals. Eight Targets.

BUILDING A BETTER FUTURE FOR PEOPLE, THE PLANET AND OUR COMPANY

HEALTHY & ABUNDANT FORESTS

Lead forest stewardship efforts globally

TARGETS:

100% of fiber sourced from sustainably managed forests or recovered fiber while safeguarding forests, watersheds and biodiversity

Conserve and restore **400,000** hectares of ecologically significant forestland

THRIVING PEOPLE & COMMUNITIES

Promote employee well-being by providing safe, caring and inclusive workplaces and strengthen the resilience of our communities

TARGETS:

ZERO injuries for employees and contractors

Improve the lives of **100 MILLION** people in our communities

30% women in our workforce:

- 50% women in salaried positions
- Regional diversity plans, including 30% minority representation in U.S. salaried positions

SUSTAINABLE OPERATIONS

Improve our climate impact and advance water stewardship

TARGETS:

35% reduction in Scope 1, 2 & 3 greenhouse gas emissions, aligned with best-available climate science

25% Reduction in water use, and implement context-based water management plants at all mills

RENEWABLE SOLUTIONS

Accelerate the transition to a low-carbon economy through innovative fiber-based products

TARGETS:

Advance circular solutions throughout our value chain and create innovative products that are **100%** reusable, recyclable or compostable

VISION 2030 GOAL:

HEALTHY & ABUNDANT FORESTS

Lead forest stewardship efforts globally

TARGETS:



Source **100% of our fiber** from sustainably managed forests or recovered fiber while safeguarding forests, watersheds and biodiversity



Conserve and restore **1,000,000 acres** (~400,000 hectares) of ecologically significant forestland

VISION 2030 GOAL:

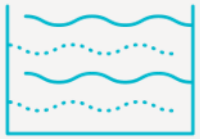
SUSTAINABLE OPERATIONS

Improve our climate impact and advance water stewardship

TARGETS:



Reduce our Scope 1, 2, & 3 **greenhouse gas emissions by 35%** vs. 2017, aligned with the best-available climate science



Reduce our **water use by 25%** vs. 2017 and implement context-based water management plans at all mills

VISION 2030 GOAL:

THRIVING PEOPLE & COMMUNITIES

Promote employee well-being by providing safe, caring and inclusive workplaces and strengthen the resilience of communities

TARGETS:



Achieve **zero injuries** for employees and contractors

Achieve **30% overall representation of women** and **50% women in salaried positions**

- Implement regional diversity plans, including 30% minority representation in U.S. salaried positions

Improve the lives of **100 million people** in our communities

VISION 2030 GOAL:

RENEWABLE SOLUTIONS

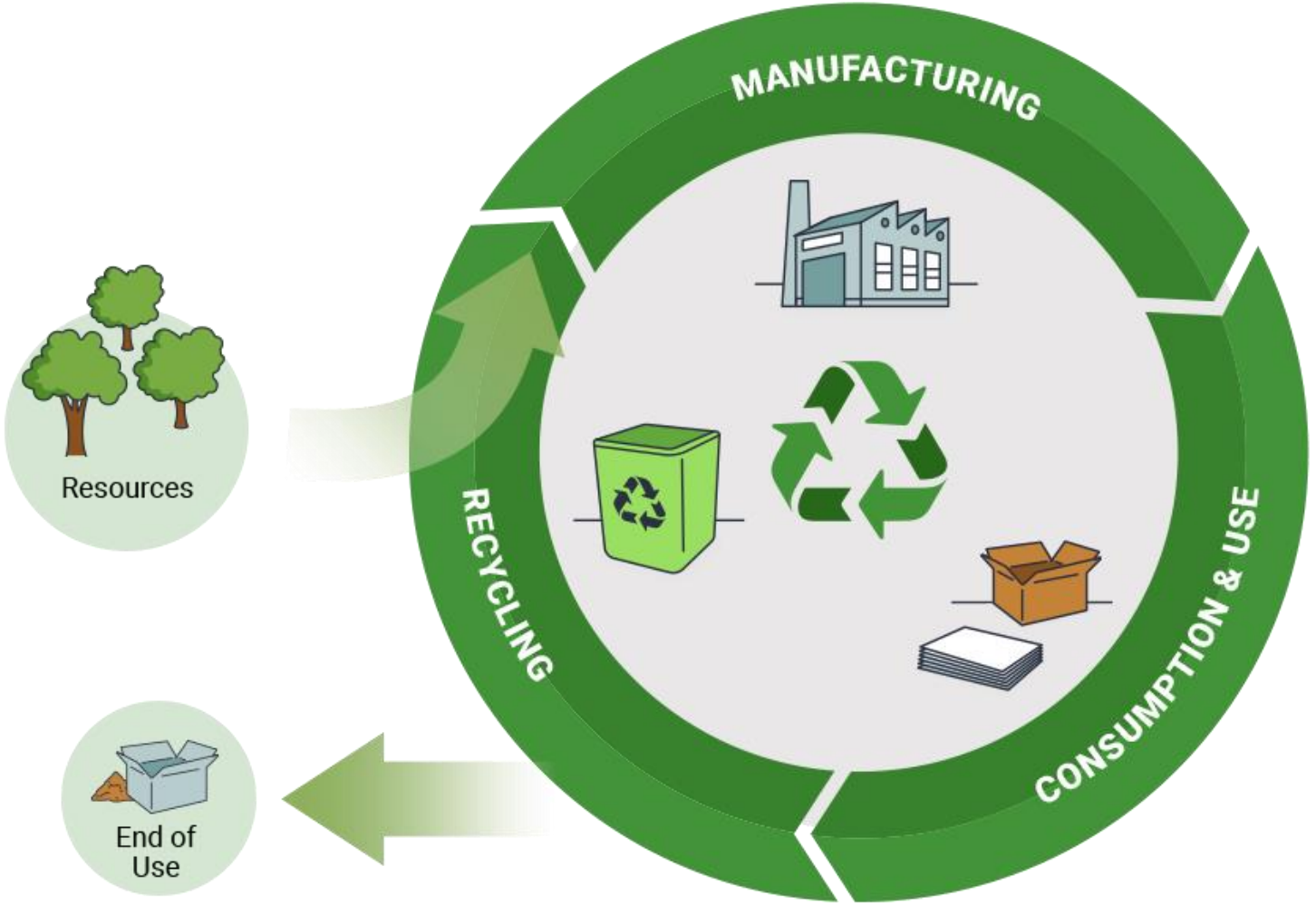
Accelerate the transition to a low-carbon economy through innovative fiber-based products

TARGET:



Advance **circular solutions** throughout our value chain and create innovative products that are **100% reusable, recyclable or compostable**

What Does ‘Circularity’ Mean to IP?



3 Principles of Circular Economy

1. Design out waste and pollution
2. Keep products and materials in use
3. Regenerate natural systems

Source: Ellen MacArthur Foundation

Alignment with UN Sustainable Development Goals



With the launch of our Vision 2030 goals, we are tracking the impact of our global citizenship strategy across the United Nations' Sustainable Development Goals (SDGs).

Given the nature, scale and reach of our company, we are making the most meaningful contributions to 12 of the SDGs.

Contact Information

Investor Relations

- Guillermo Gutierrez
  +1-901-419-1731
  guillermo.gutierrez@ipaper.com

- Michele Vargas
  +1-901-419-7287
  michele.vargas@ipaper.com

Media

- Thomas Ryan
  +1-901-419-4333
  thomas.ryan2@ipaper.com