

INVESTOR PRESENTATION

EUROPE MARKETING

July 18 – 19, 2018





DISCLAIMER

FORWARD-LOOKING STATEMENT

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 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.

SUPPLEMENTAL INFORMATION ON NON-IFRS MEASURES – SPECIFIC ITEMS

The Corporation incurs some specific items that adversely or positively affected its operating results. We believe it is useful for readers to be aware of these items, as they provide additional information to measure the performance, compare the Corporation's results between periods and to assess operating results and liquidity, notwithstanding these specific items. Management believes these specific items are not necessarily reflective of the Corporation underlying business operations in measuring and comparing its performance and analyzing future trends. Our definition of specific items may differ from those of other corporations and some of them may arise in the future and may reduce the cash available to us.

They include, but are not limited to, charges for (reversals of) impairment of assets, restructuring gains or costs, loss on refinancing of long-term debt, some deferred tax assets provisions or reversals, premiums paid on long-term debt refinancing, gains or losses on the acquisition or sale of a business unit, gains or losses on the share of results of associates and joint ventures, unrealized gains or losses on derivative financial instruments that do not qualify for hedge accounting, unrealized gains or losses on interest rate swaps, foreign exchange gains or losses on long-term debt, specific items of discontinued operations and other significant items of an unusual, non-cash or non-recurring nature.

RECONCILIATION OF NON-IFRS MEASURES

To provide more information for evaluating the Corporation's performance, the financial information included in this analysis contains certain data that are not performance measures under IFRS ("non-IFRS measures") which are also calculated on an adjusted basis to exclude specific items. We believe that providing certain key performance measures and non-IFRS measures is useful to both management and investors as they provide additional information to measure the performance and financial position of the Corporation. It also increases the transparency and clarity of the financial information. The following non-IFRS measures are used in our financial disclosures:

- Operating income before depreciation and amortization (OIBD): Used to assess operating performance and contribution of each segment when excluding depreciation & amortization. OIBD is widely used by investors as a measure of a corporation ability to incur and service debt and as an evaluation metric.
- Adjusted OIBD: Used to assess operating performance and contribution of each segment on a comparable basis.
- Adjusted operating income: Used to assess operating performance of each segment on a comparable basis.
- Adjusted net earnings: Used to assess the Corporation's consolidated financial performance on a comparable basis.
- Adjusted free cash flow: Used to assess the Corporation's capacity to generate cash flows to meet financial obligation and/or discretionary items such as share repurchase, dividend increase and strategic investments.
- Net debt to adjusted OIBD ratio: Used to measure the Corporation's credit performance and evaluate the financial leverage.

Non-IFRS measures are mainly derived from the consolidated financial statements but do not have meanings prescribed by IFRS. These measures have limitations as an analytical tool, and should not be considered on their own or as a substitute for an analysis of our results as reported under IFRS. In addition, our definitions of non-IFRS measures may differ from those of other corporations. Any such modification or reformulation may be significant.

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

Please click [here](#) for the Q1-2018 supplemental information on non-IFRS measures.



OVERVIEW

50+ YEARS OF SUSTAINABLE DEVELOPMENT & INNOVATION

- *Founded in 1964* by the Lemaire brothers in Kingsey Falls, Quebec
- 80% of Cascades' products are made with recycled fibres
- Closed-loop business model pioneers & advocates: *Recovery & Recycling* → *Manufacturing* → *Converting* → *Customers*



DIVERSIFIED PLAYER WITH LEADING MARKET POSITIONING

- 92 facilities¹, 11,000 employees, operations in Canada, US & Europe²
- **# 6** containerboard producer in N.A.
- **# 5** tissue producer in N.A.
- **# 2** coated recycled boxboard producer in Europe²
- **# 1** paper collector in Canada







PUBLICLY TRADED FOR 35 YEARS; \$1.1 B MARKET CAP³

- 94.7 M common shares: ~33% held by founders, Board & employees
- Avg. daily trading³: 219,800 shares
- S&P/TSX indices: Composite, Dividend, Clean Technology & Small Cap
- BMO Small Cap Index
- Moody's: Ba2 (Stable), S&P: BB- (Positive)

2017-2022 FOCUS ON VALUE CREATION & STRATEGIC GROWTH

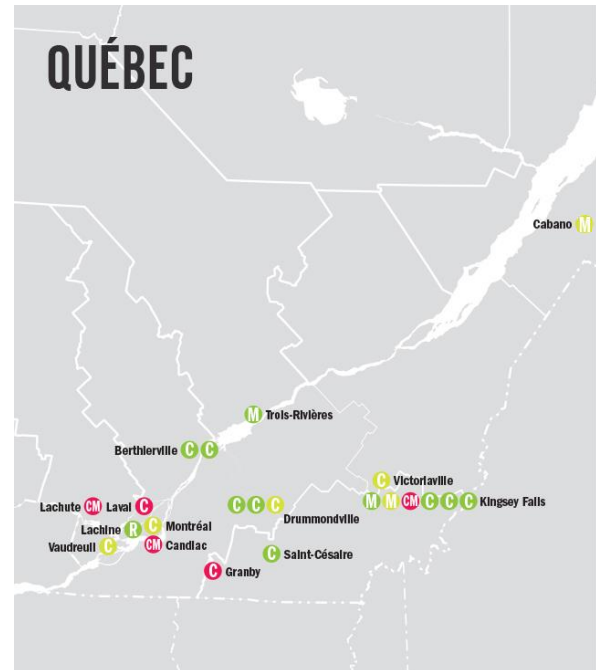
- Organic growth, increase integration, optimize geographic footprint, modernize equipment
- Monetize benefits from significant IT & internal processes optimizations
- Differentiate via innovation, customer focus, sustainable product offerings

OPERATIONALLY DIVERSIFIED

BUSINESS SEGMENT	OPERATIONS	LOCATION	CAPACITY
 <p>CONTAINERBOARD PACKAGING^{1,3} → 27 facilities</p>	<p>6 Manufacturing 21 Converting</p>	<p>4 Canada / 2 US 17 Canada / 4 US</p>	<p>1.53 M s.t. 13.4 M ft</p>
 <p>TISSUE¹ → 21 facilities</p>	<p>7 Manufacturing 10 Converting 4 Manufacturing/Converting</p>	<p>2 Canada / 5 US 2 Canada / 8 US 3 Canada / 1 US</p>	<p>380,000 s.t. - 270,000 s.t.</p>
 <p>BOXBOARD EUROPE² → 6 facilities</p>	<p>5 Recycled boxboard 1 Virgin boxboard</p>	<p>3 Italy / 1 Germany / 1 France France</p>	<p>885,000 m.t. 165,000 m.t.</p>
 <p>SPECIALTY PRODUCTS¹ → 38 facilities</p>	<p>2 Manufacturing 6 Consumer product packaging 11 Industrial packaging 19 Recovery & Recycling facilities</p>	<p>Canada 4 Canada / 2 U.S. 5 Canada / 4 U.S. / 2 Europe 16 Canada / 3 U.S.</p>	<p>165,000 s.t. 58.4 M Kg 353,000 s.t. 1.37 M s.t.</p>



GEOGRAPHICALLY DIVERSIFIED



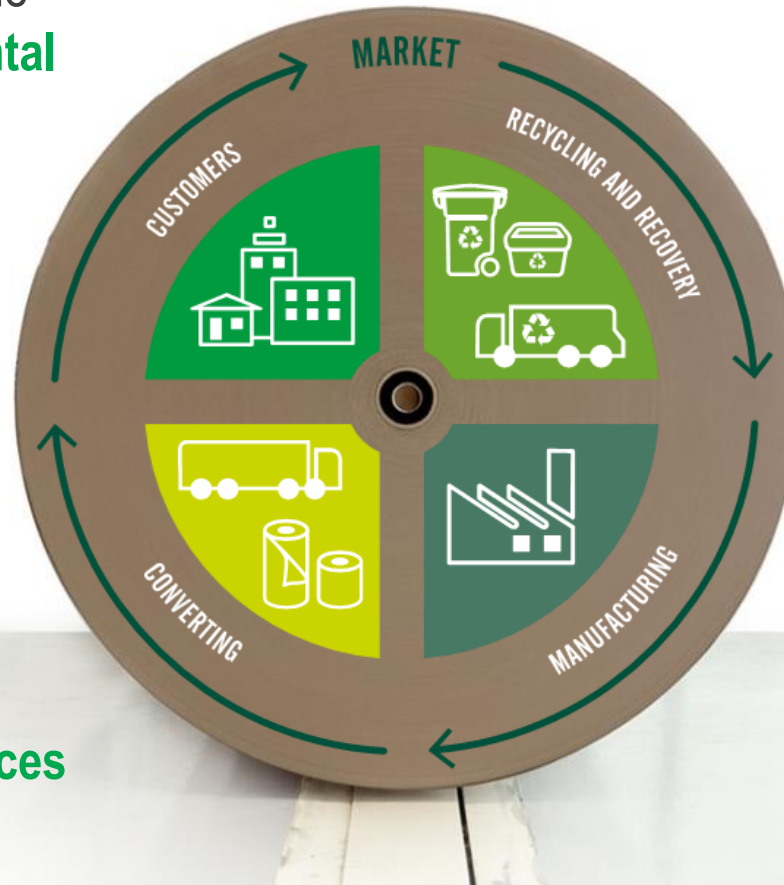
- ### LEGEND
- Head Office
 - Containerboard Group
 - Boxboard Europe Group
 - Specialty Products Group
 - Tissue Papers Group

- M Manufacturing facility
- C Converting facility
- CM Converting and manufacturing facility
- R Recovery facility



CASCADES BUSINESS MODEL: CIRCULAR ECONOMY

- Our products meet the strictest **environmental standards**
- Our packaging is **recyclable**
- Our processes use:
 - **Less energy**
 - **Less water**
- **42%** of our energy is from **renewable sources**



- **19** North American recovery facilities
- **#1** paper collector in Canada
- **100%** of our fibre is sourced responsibly and is FSC® verified
- **82%** is recycled

FINANCIAL





Financial Metrics

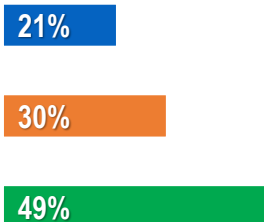
LTM Q1/18

Sales by Geography

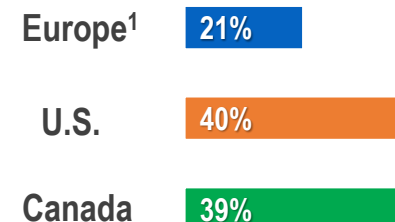
- ✓ Revenues: \$4.4 B (+6.6% 5-yr CAGR³)
- ✓ Adj. EBITDA: \$423 M (+6.6% 5-yr CAGR³)
- ✓ Adj. CF Ops.: \$312 M (+11.7% 5-yr CAGR³)

- ✓ Net debt stable at \$1.5 B
- ✓ Net debt/Adjusted EBITDA²: 3.6x

2017 SALES FROM (SOURCE)



2017 SALES TO (DESTINATION)

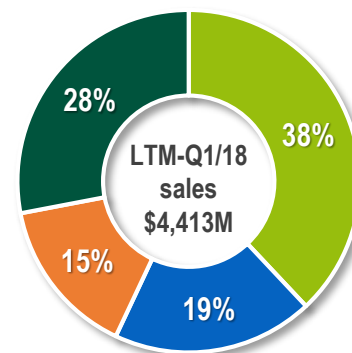


Export: ~ 25% of our Canadian sales

KPIs

- ✓ Shipments: 3,193 ('000 s.t.)
- ✓ Adjusted OIBD² margin: 9.6%
- ✓ ROCE: 3.9%
- ✓ Working capital (% of LTM sales): 10.5%
- ✓ Capacity utilization rate: 93%

Sales by Segment



- Containerboard
- Boxboard Europe¹
- Specialty Products
- Tissue Papers

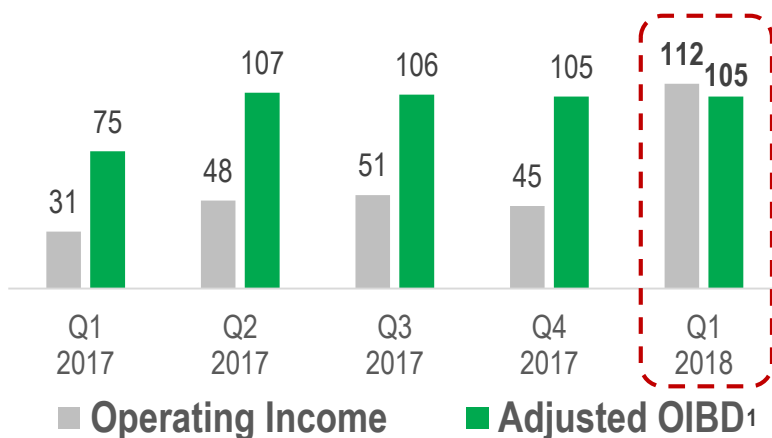
% before inter-segment sales

¹ Via 57.8% equity ownership in Reno de Medici S.p.A. (RdM).

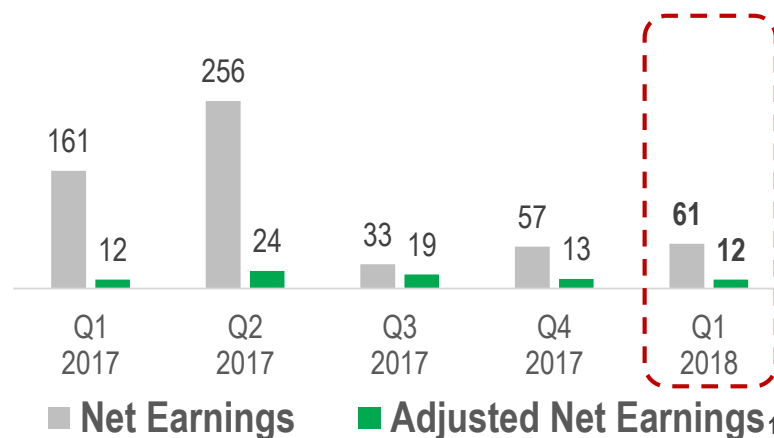
² Pro-forma for the 2017 and 2018 business acquisitions on a LTM basis. Supplemental information on non-IFRS measures for [Q1-2018](#).

³ 5 year CAGR 2012 - 2017

Q1 2018 PERFORMANCE – FINANCIAL RESULTS



Figures above in millions of CAN\$



Figures above in millions of CAN\$

(In millions of CAN\$, except amount per share)	2016	2017				2018	LTM	
	Year	Q1	Q2	Q3	Q4	Year		
Financial results								
Sales	4,001	1,006	1,130	1,103	1,082	4,321	1,098	4,413
Operating income	221	31	48	51	45	175	112	256
Adjusted OIBD ¹	403	75	107	106	105	393	105	423
Net earnings	135	161	256	33	57	507	61	407
Adjusted net earnings ¹	114	12	24	19	13	68	12	68
Net earnings per share	\$1.42	\$1.70	\$2.70	\$0.35	\$0.60	\$5.35	\$0.65	\$4.30
Adjusted net earnings per share ¹	\$1.21	\$0.13	\$0.25	\$0.20	\$0.14	\$0.72	\$0.13	\$0.72

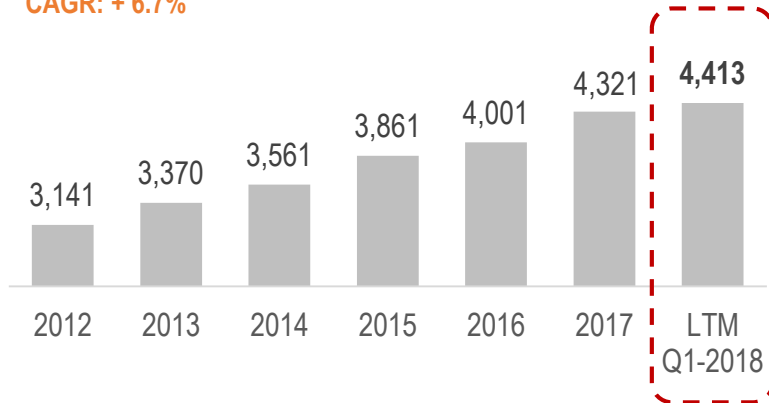
Sales, operating income and adjusted OIBD improved YoY in Q1 2018

¹ Supplemental information on non-IFRS measures for [Q1-2018](#).

OPERATING PERFORMANCE AND FINANCIAL SITUATION

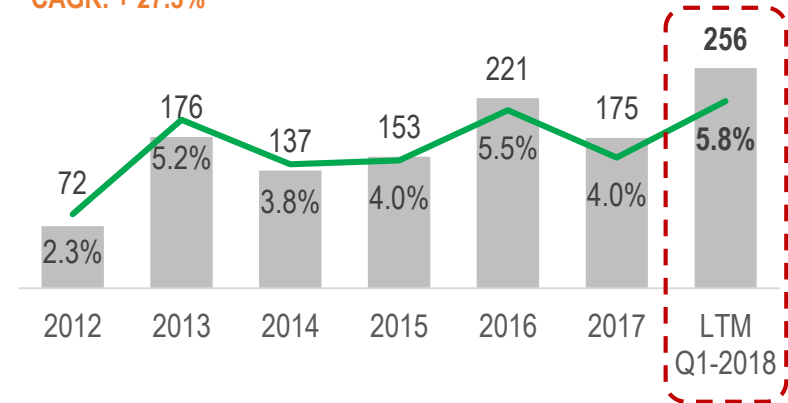
Sales (CAN\$ M)

CAGR: + 6.7%



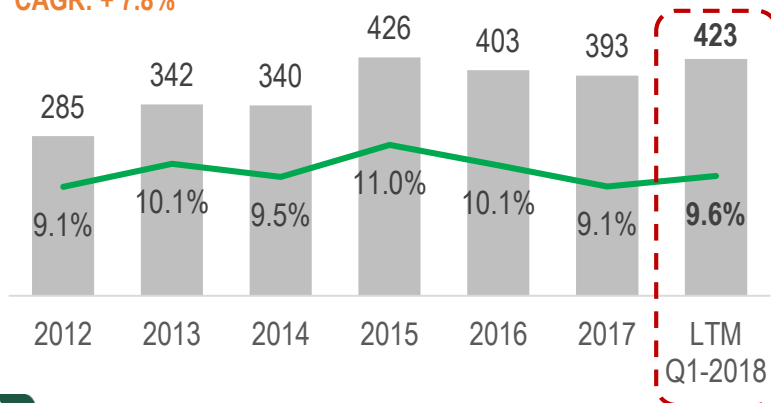
Operating Income & Margin (CAN\$ M and %)

CAGR: + 27.3%

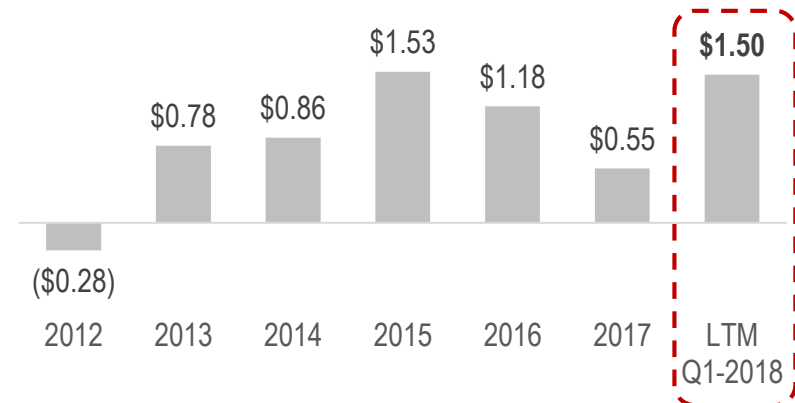


Adjusted OIBD¹ & Margin (CAN\$ M and %)

CAGR: + 7.8%

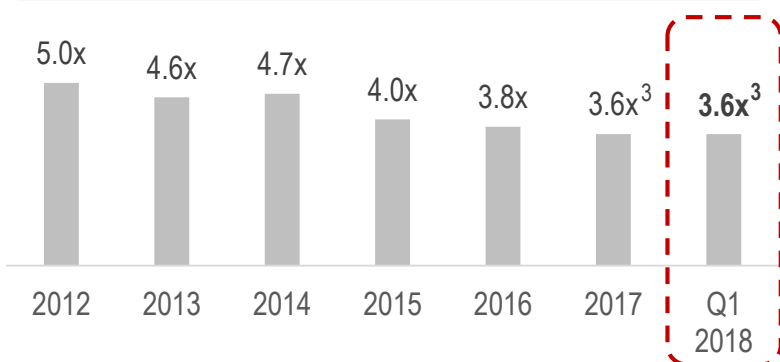


Adjusted Free Cash Flow per Share¹ (CAN\$)

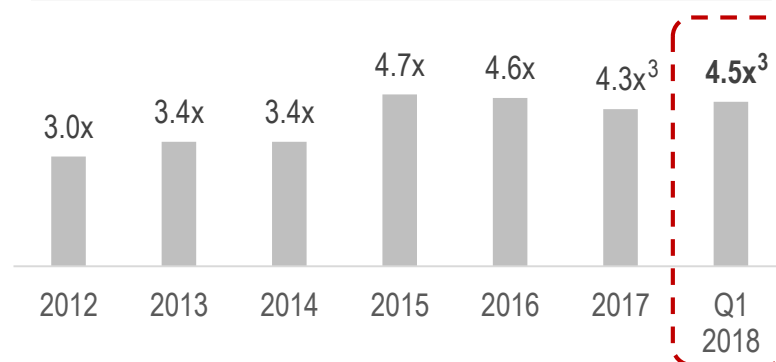


OPERATING PERFORMANCE AND FINANCIAL SITUATION

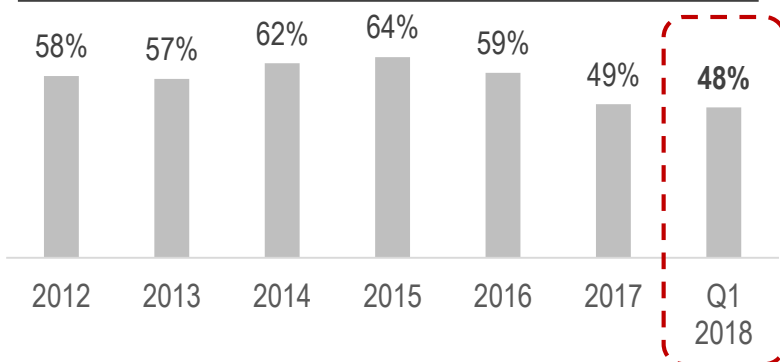
Net Debt / LTM Adjusted OIBD¹



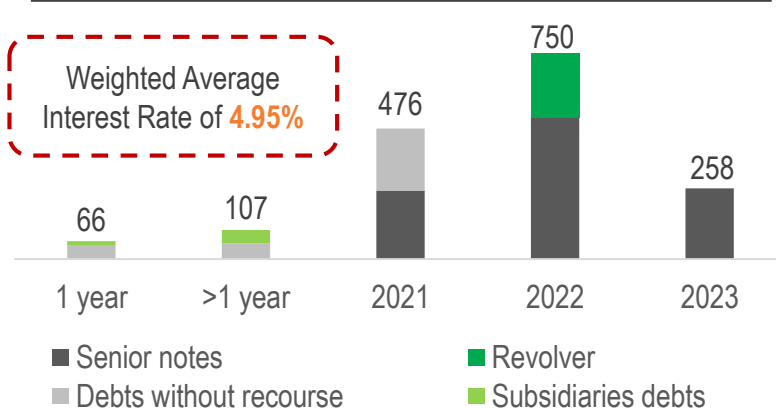
Interest Coverage Ratio²



Net Debt¹ / Net Debt + Total Equity



Long-Term Debt Maturities (as at March 31, 2018)



Long-term leverage ratio target of 2.5x

Bank debt financial covenant ratios: Net funded debt to capitalization < 65% (currently at 44.22%), interest coverage ratio > 2.25x (currently at 3.96x).

¹ Supplemental information on non-IFRS measures for [Q1-2018](#). ² Adjusted OIBD to financing expense.

³ Pro-forma for the 2017 and 2018 business acquisitions on a LTM basis.



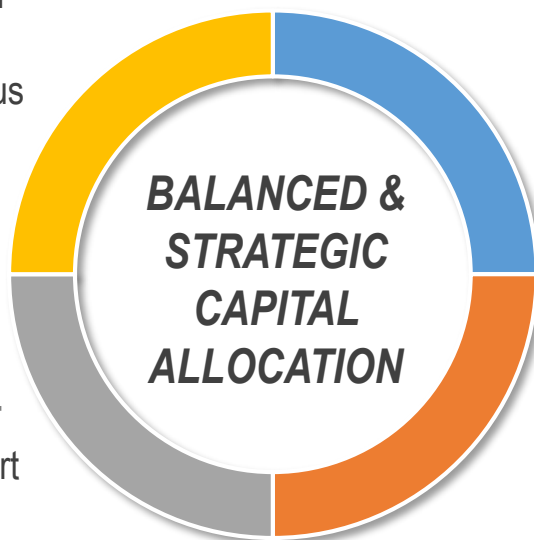
CAPITAL ALLOCATION PROGRAM SUPPORTED BY STRONG FCF

INNOVATION

- Drive growth in key geographic & customer industries
- **Customer-centric product development: work closely with our customers to fulfill their needs**
- Operational & product excellence focus
- Sustainability a core driver

CAPEX

- **RETURN > WACC¹**
- **IRR target of 15%¹ +**
- Reduce fixed cost base through modernization & portfolio optimization
- Organic growth + strategic M&A
- Increase converting capacity to drive portfolio closer to end customers



SHAREHOLDERS

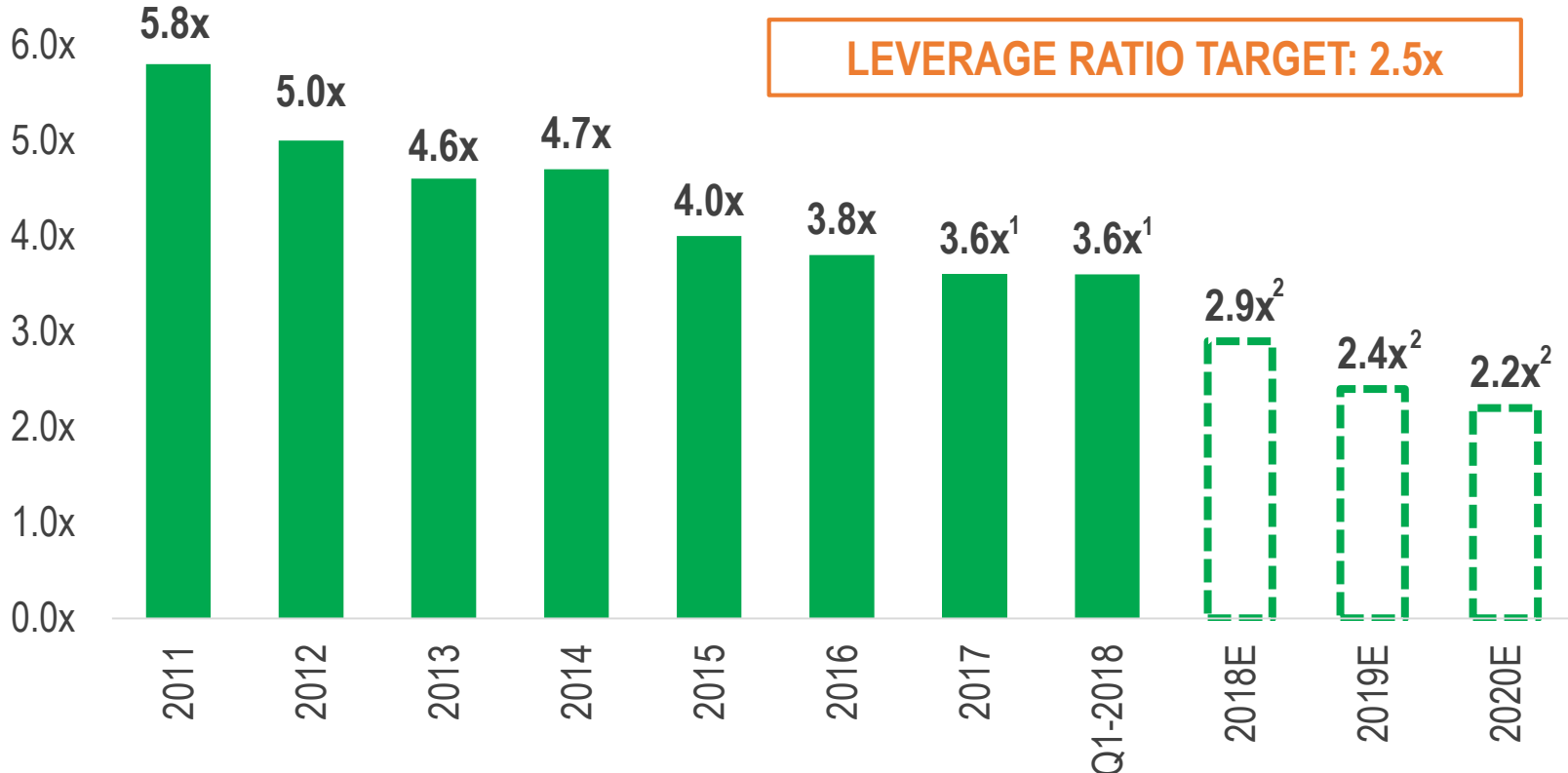
- Opportunistic share buyback to support share price
- NCIB at 2% of shares outstanding; ~ 0.8% repurchased between March 19 & July 12
- Maintain current dividend policy

BALANCE SHEET

- **Allocate \$100 M of free cash flow toward debt repayment annually**
- **2.5x leverage ratio target**
- Effectively manage credit rating with focus on improving outlook



OPERATING PERFORMANCE AND FINANCIAL SITUATION



Based on analyst estimates², and assuming FX US\$/CAN\$ at 1.25 and \$100 million of free cash flow dedicated to debt reduction annually



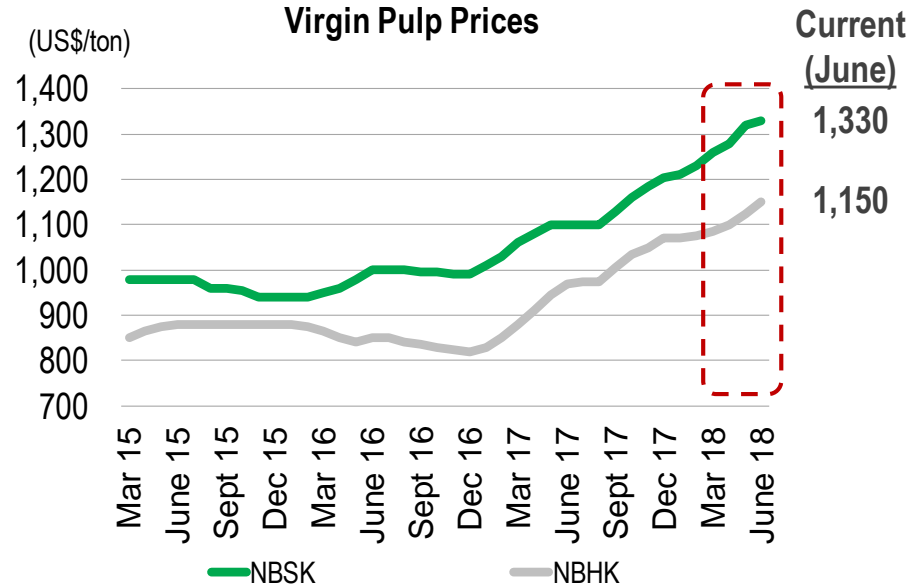
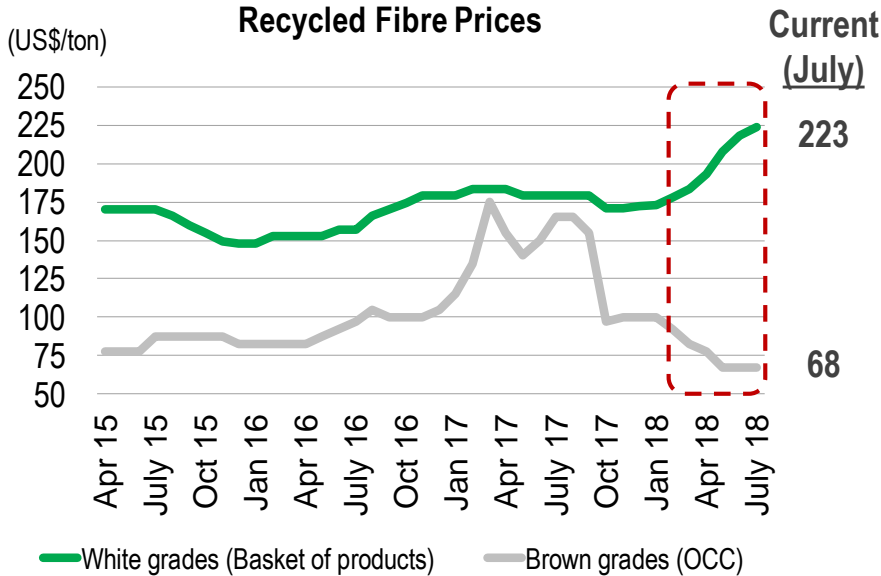
¹ Pro-forma for the 2017 and 2018 business acquisitions on a LTM basis.

² Analyst adjusted OIBD estimates of \$497 million for 2018 and \$549 million for 2019. Assuming stable adjusted OIBD for 2020 (\$549 million).

BUSINESS SEGMENTS



RAW MATERIAL COSTS – INDEX LIST PRICES



Recovered Paper Prices

White grades - Basket of products (Northeast average)¹

Brown grades - OCC No. 11 (Northeast average)

	Q1-2017	Q4-2017	Q1-2018	Actual	Actual/ Q1 2018	Q1/Q1	Q1/Q4
White grades - Basket of products (Northeast average) ¹	182	171	178	223	25%	-2%	+4%
Brown grades - OCC No. 11 (Northeast average)	142	99	92	68	-26%	-35%	-7%

Virgin Pulp Prices

NBSK (Canadian sources delivered to Eastern US)

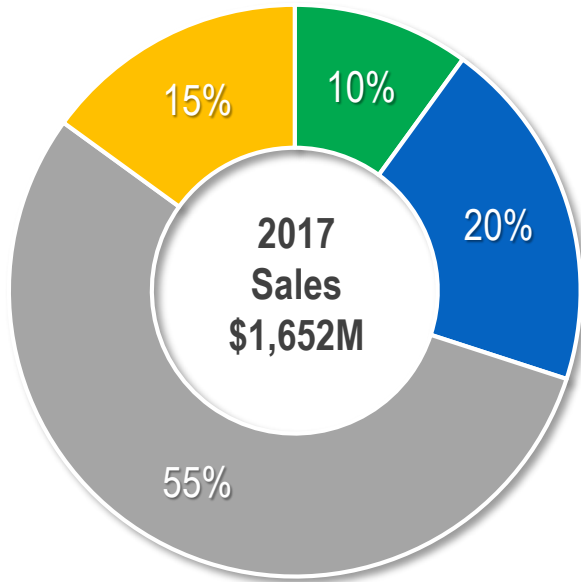
NBHK (Canada/US sources delivered to Eastern US)

	Q1-2017	Q4-2017	Q1-2018	Actual	Actual/ Q1 2018	Q1/Q1	Q1/Q4
NBSK (Canadian sources delivered to Eastern US)	1,033	1,183	1,233	1,330	+8%	+19%	+4%
NBHK (Canada/US sources delivered to Eastern US)	853	1,052	1,077	1,150	+7%	+26%	+2%

OCC prices continued downward trend in Q1 due to China's restriction on recovered paper import permits; Strong demand for pulp pushed NBSK & NBHK prices higher

Source: RISI. ¹ Basket of white recycled paper, including grades such as SOP, Hard White Envelope and Coated Book Stock; Northeast average. Weighted average based on Cascades' consumption of each grade.

CONTAINERBOARD PACKAGING

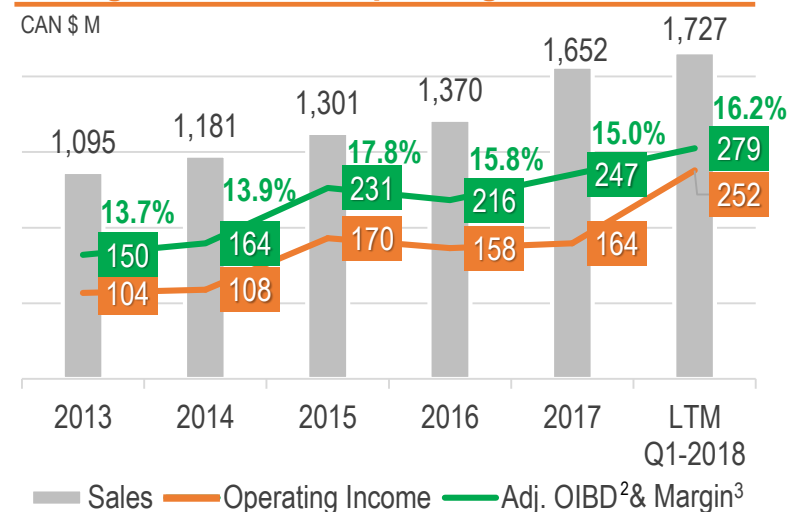


■ Manufacturing - CAN ■ Manufacturing - US
■ Converting - CAN ■ Converting - US

LTM Q1/18 adjusted OIBD² margin of **16%**

- Largest Canadian corrugated box producer (~32% market share)
- #6 NA containerboard producer (based on capacity)
- 73%¹ integration rate, targeting 85%¹ in the mid-term
- Strong Canadian platform & growing presence in U.S. Northeast
- Annual capacity of 1,531K s.t.:
 - ✓ 84% recycled vs. 16% virgin
 - ✓ 53% linerboard vs. 47% medium
- 2013-LTM Q1/18 sales CAGR: +11.3%

Strong Asset Base Improving Results



¹ Including associates and JVs and Greenpac. ² Supplemental information on non-IFRS measures for Q1-2018. ³ OIBD margin including Greenpac on a pro-forma basis: 15.6% in 2014, 21.3% in 2015, 18.5% in 2016 and 15.1% in 2017.

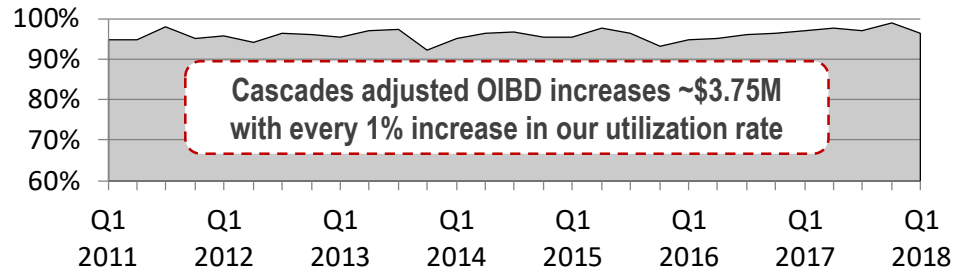


CONTAINERBOARD PACKAGING

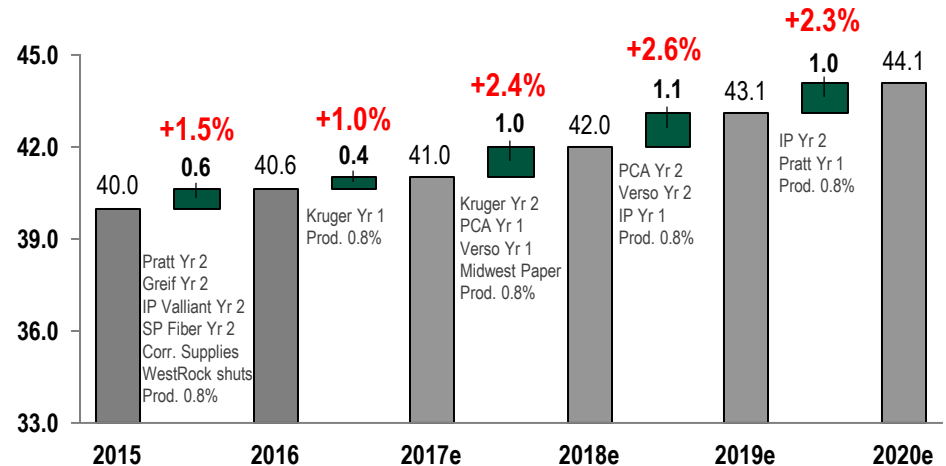
- Capacity growth of $\pm 1.8\%$ annually over 2015 - 2020 period
- Strong industry fundamentals (May/18):
 - ✓ YTD capacity utilization: 97.1% (98.5% in May)
 - ✓ Inventories (mills & box plants): 5% above 10 year average, 1% above 5 year average
 - ✓ Weeks of supply: 3.8 below 10 year avg. of 3.9
- RISI N.A. forecasted growth:
 - ✓ Box shipments: +3.3% (2018), +3.1% (2019)
 - ✓ Containerboard: +3.9% (2018), +4.0% (2019)
- March 2018 US\$50/st price increase being implemented

Fundamentals Sound Despite Added Capacity

Industry Operating Rates¹



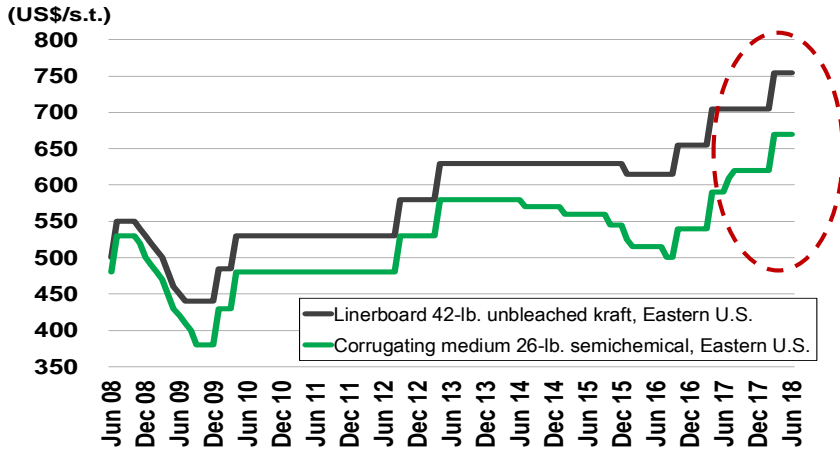
Industry Expected Capacity¹ (M s.t.)



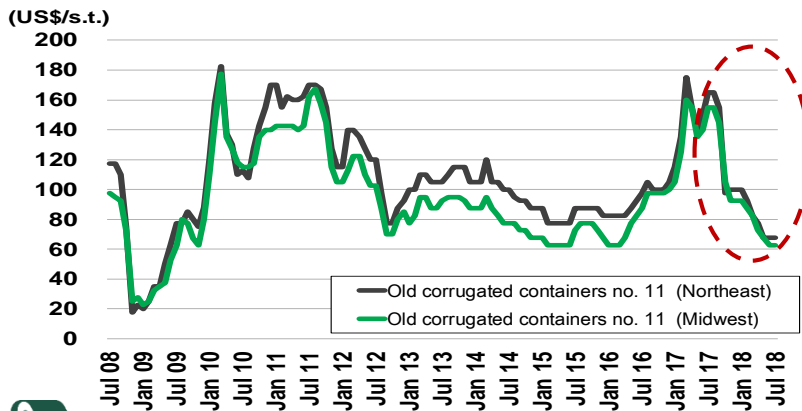
¹ Source: RISI, RBC, BMO, Company reports and estimates. New capacity, net of capacity shutdowns.

CONTAINERBOARD PACKAGING – BUSINESS DRIVERS

Containerboard Benchmark Market Prices



Brown Grades Recycled Fibre Prices



DEMAND/VOLUME DRIVERS:

Economic growth



E-commerce



PRICE DRIVERS:

US\$50/st increase being implemented



Capacity additions > demand growth



COST DRIVERS:

Raw material prices



Transportation



OTHER FACTORS:

Changes to international trade terms



Exchange rates





CONTAINERBOARD PACKAGING

New Technologies, Strong Market Fundamentals + Trends

Consolidated North American Market

E-Commerce is a Growing Opportunity

New Conversion Plant in Piscataway, NJ

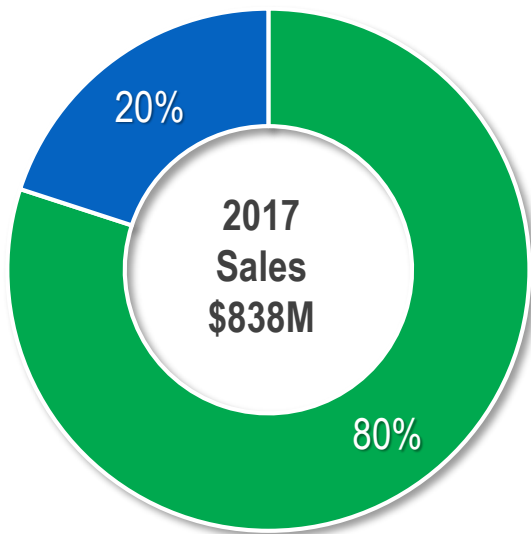
①	IP	33%
②	WestRock ¹	20%
③	Koch/GP	10%
④	PCA	10%
⑤	Kapstone ¹	4%
⑥	Cascades	4%
⑦	Pratt	4%
	Others	15%
Top-5		78%

% of total capacity in 2017

- Many large US brands launching e-commerce websites, selling via Amazon
- By 2021, e-commerce expected to account for¹:
 - ✓ **9.5% of Canadian retail** (2016: 3.5%)
 - ✓ **12.6% of U.S. retail** (2016: 8.2%)
- Targeting e-commerce via:
 - ✓ Multi-disciplined team strategy & approach
 - ✓ Innovation and product development

- New facility; **1st quartile** equipment; operations started May 2018
- US\$80 M largely funded by 2018 sale of NYC plant for US\$72 M
- Corrugator capacity: **2.4 billion ft²**
- **Year 1:** ramp up to 1.5 B ft² with business transferred from other Cascades northeastern US plants as well as new customers
- When fully ramped, operation will increase **integration rate by ±5%**

BOXBOARD EUROPE

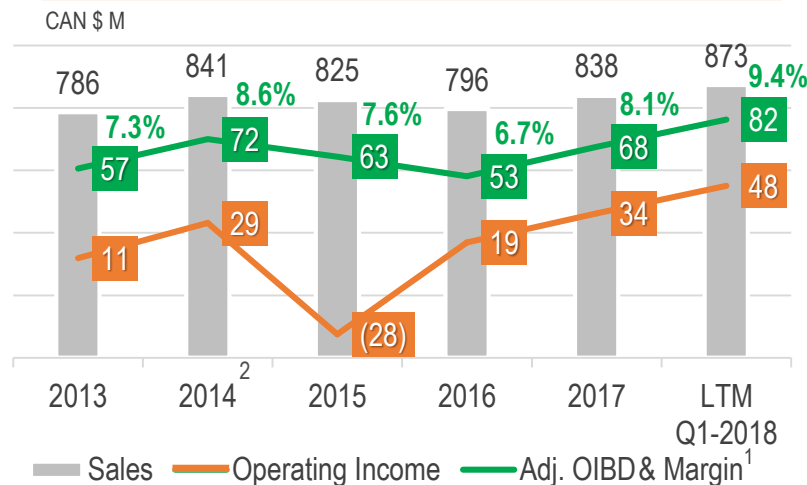


- Coated recycled boxboard
- Coated virgin boxboard

LTM Q1/18 adjusted OIBD¹ margin of **9%**

- **57.8% equity ownership** of Reno de Medici, a public Italian company; 5 recycled (885K m.t.) & 1 virgin boxboard (165K m.t.) mills
- Reno de Medici share price³: €1.00 vs. €0.35 (+186% YoY)
- **2nd largest** coated recycled boxboard producer in Europe
- **Simplified structure:** one-company culture & equipment modernization program to improve efficiency
- Well positioned **PanEuropean asset base and sales network:** Italy, France and Germany
- **Acquisition of Barcelona Cartonboard S.A.U.** for €46.4M (implied 5.7x pro-forma): 7th largest European producer of WLC, **annual capacity of 180K tons** of coated cartonboard, close expected end of 2018

Steady Contributor to Results



¹ Supplemental information on non-IFRS measures for [Q1-2018](#).

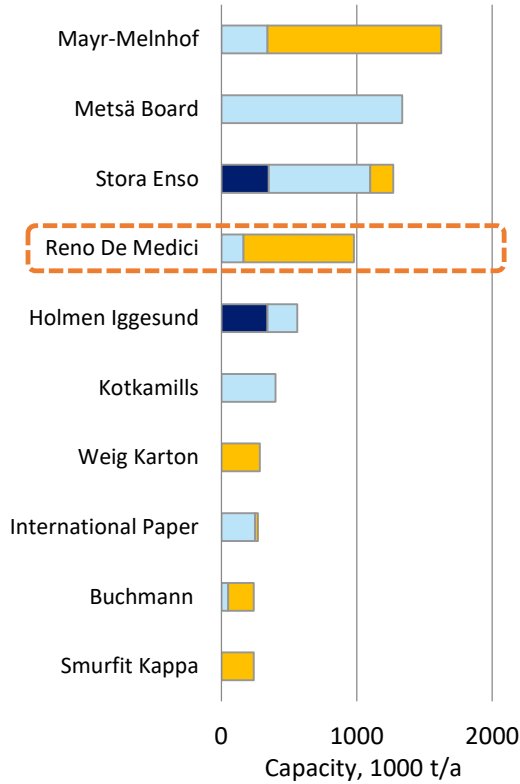
² Including \$9 million of energy credits.

³ Year-over-year share price performance as of market close July 12, 2018 and July 12, 2017.

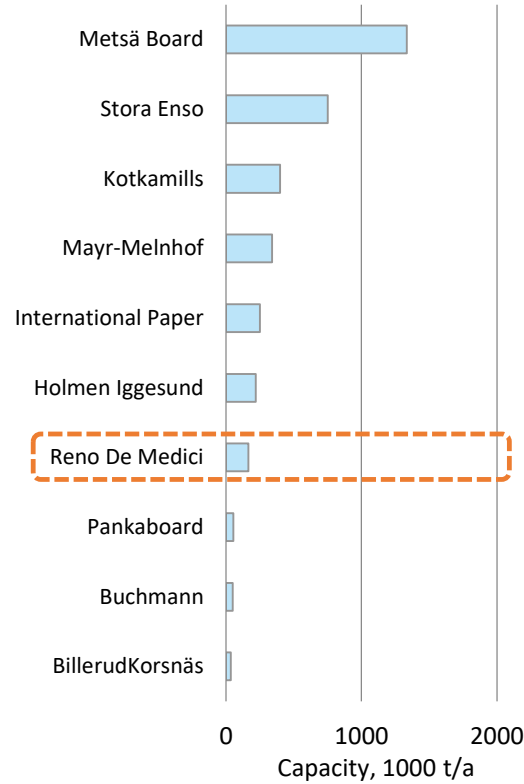
BOXBOARD EUROPE

Leading European Producer of Coated Board

Top Cartonboard Producers¹
(Total Market)



Top FBB Producers¹
(Virgin)



Top WLC Producers¹
(Recycled)

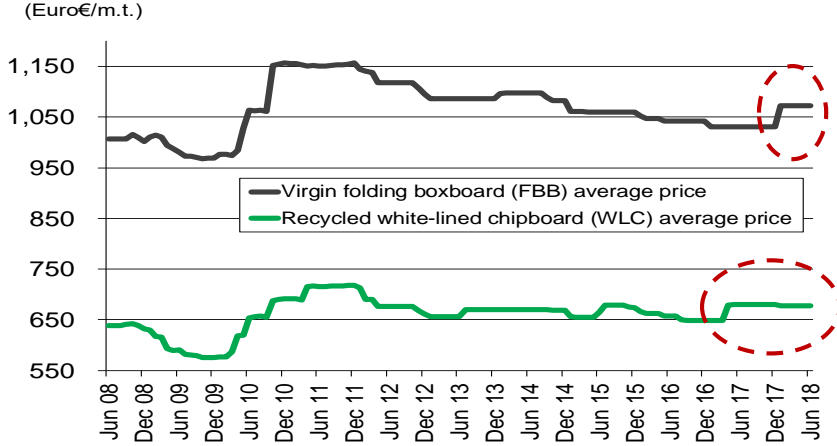


■ SBS ■ FBB ■ CUK ■ WLC

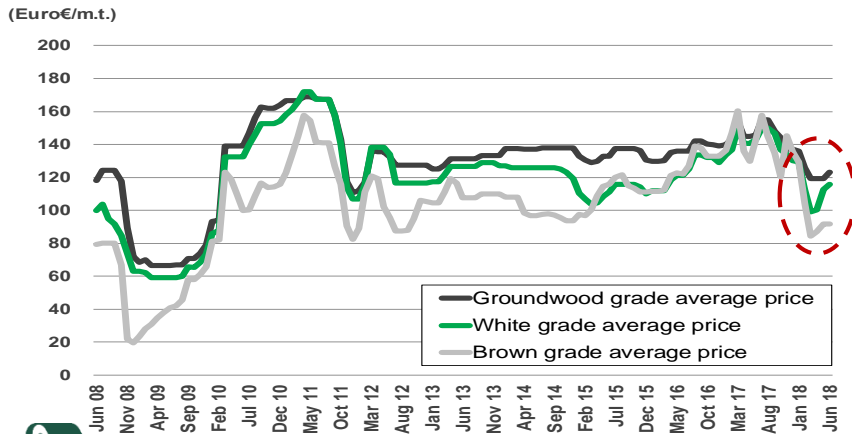
¹ Source: PÖYRY, March 2018, Reno de Medici. Capacity in 1,000 t/a. **SBS** = Solid Bleached Sulphate (virgin); **FBB** = Folding Boxboard (virgin); **CUK** = Coated Unbleached Kraft (virgin); **WLC** = White Lined Chipboard (recycled).

BOXBOARD EUROPE – BUSINESS DRIVERS

Boxboard Benchmark Market Prices¹



Recycled Fibre Prices²



DEMAND/VOLUME DRIVERS:

- Population growth
- Economic performance

TREND



PRICE DRIVERS:

- WLC price increased €30/mt in Q2/18, additional increases announced
- Future capacity additions > demand growth



COST DRIVERS:

- Raw material prices
- Energy costs



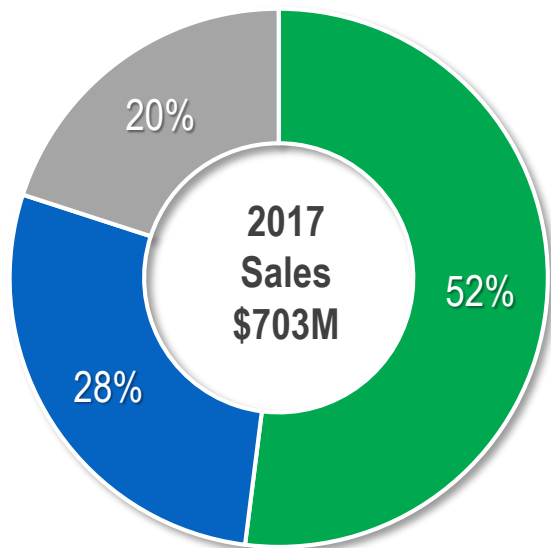
OTHER FACTORS:

- Changes to international trade terms
- Exchange rates



Source: RISI. ¹ For each product, we use an average of PPI Europe prices, weighted by the amount of sales by country. ² For each grade, we use an average of PPI Europe prices for recovered papers, weighted by the amount of purchases by country.

SPECIALTY PRODUCTS

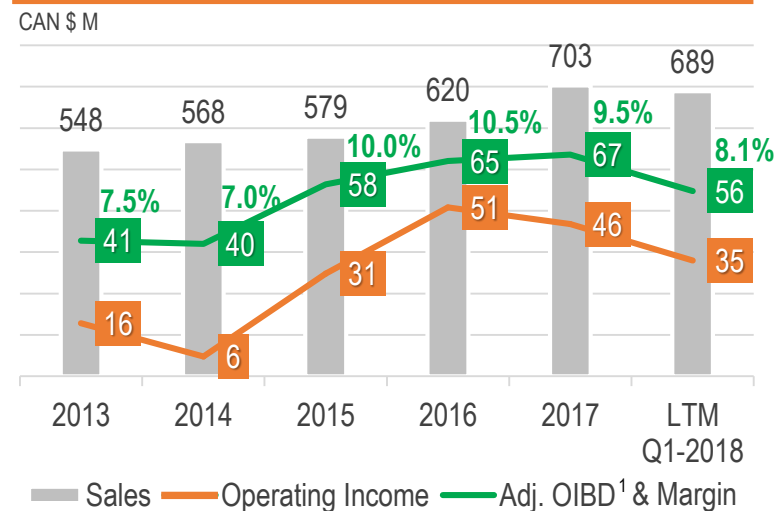


- Recovery
- Industrial packaging
- Consumer products packaging

LTM Q1/18 adjusted OIBD¹ margin of **8%**

- Diversified industrial & consumer products packaging player
- Largest paper collector in Canada with 19 facilities² and 1.4 million s.t. of material processed in 2017
- A leading position in industrial packaging with Cascades Sonoco JV
- Growth potential in consumer packaging
- LTM Q1/18 sales (IFRS) of \$689M, vs. \$882M (Non-IFRS) with JVs at 100%
- 2013-LTM Q1/18 sales CAGR: +5.5%

Focusing on Growth Sectors



¹ Supplemental information on non-IFRS measures for [Q1-2018](#).

² Cascades' 19 facilities: 16 are located in Canada and 3 are located in the US.

SPECIALTY PRODUCTS

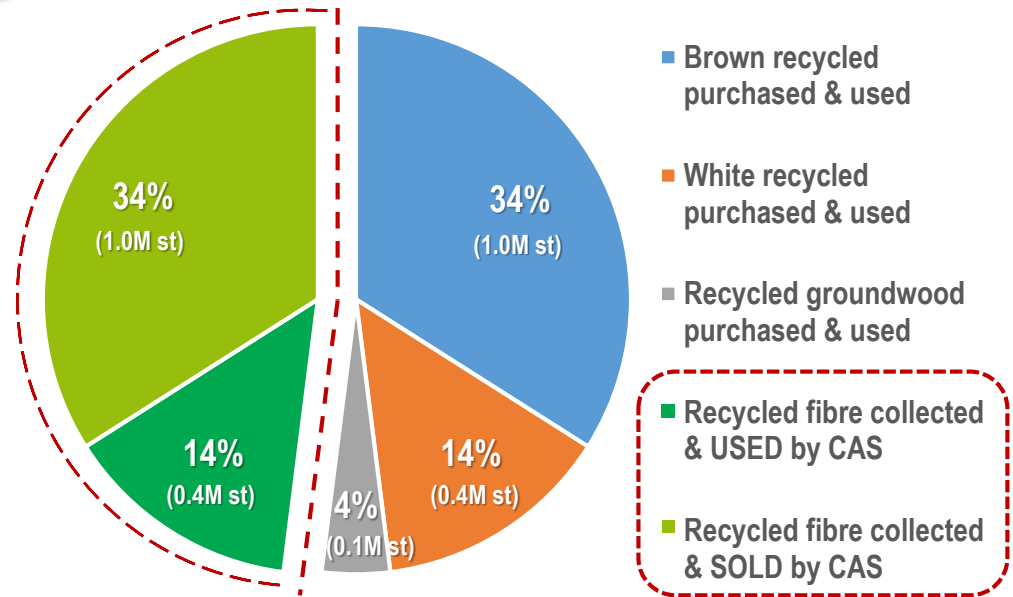
CASCADES RECOVERY+ SUB-SEGMENT

Recovery & Recycling is our “forest” and manages procurement of all raw material fibre for our North American operations.

CIRCULAR ECONOMY APPROACH

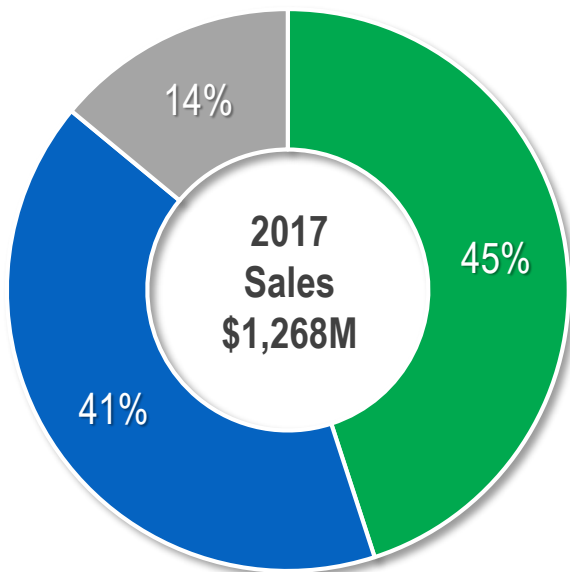


NA Recycled Fibre¹ (2.9M st)



- We use **30%** of the 1.4M st of recycled fibre that we collect via our Recovery operations
- Out of the 2.9M st of recycled fibre that we collect & purchase externally, we use **66%** internally, and sell the remaining **34%** to external customers

TISSUE PAPERS

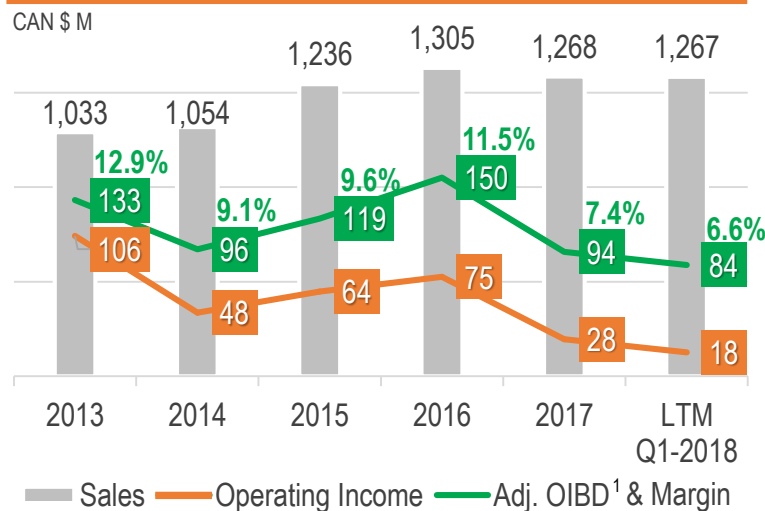


- Retail
- Away-from-Home
- Parent rolls

LTM Q1/18 adjusted OIBD¹ margin of **7%**

- 5th largest tissue producer in NA based on capacity (650K s.t.)
- Growing footprint in Western U.S.
- 67% integration rate, targeting 85% in the mid-term
- Repositioned and rebranded AfH product lines under Cascades PRO brand to simplify product offering
- Launched new Cascades consumer tissue paper lines in Canada: Fluff™ and Tuff™ brands
- 2013-LTM Q1/18 sales CAGR: +4.9%

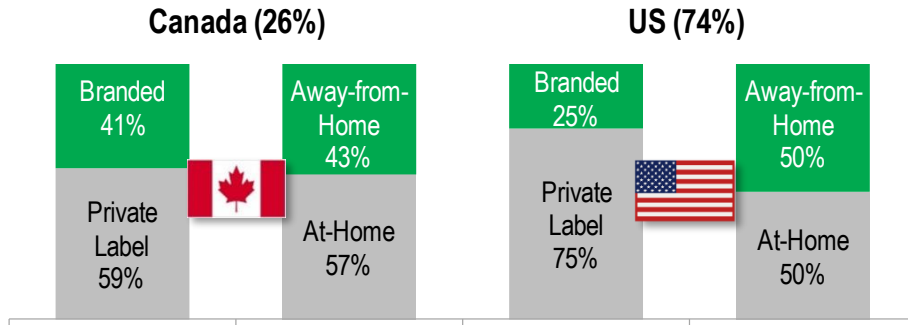
Challenging Market Fundamentals



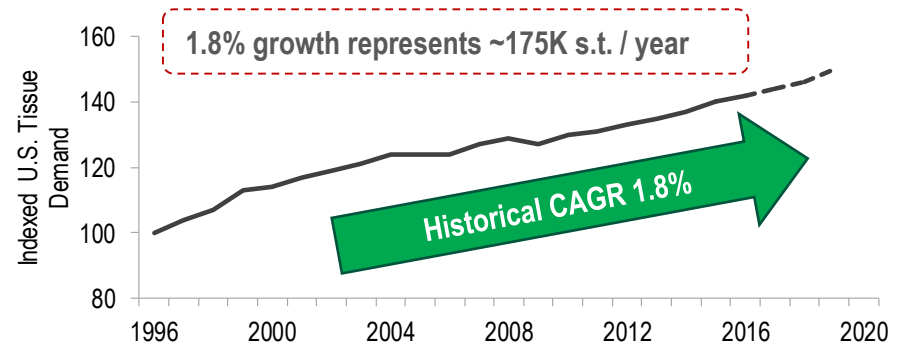
TISSUE PAPERS

Strong Position Across the North American Tissue Market

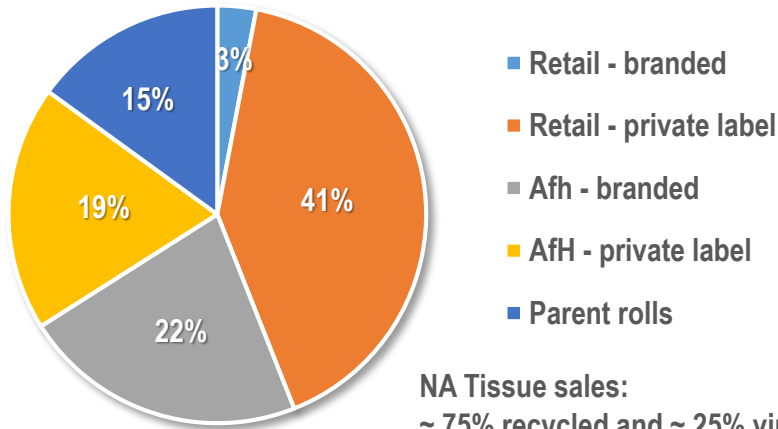
CAS Sales by Country (2017)



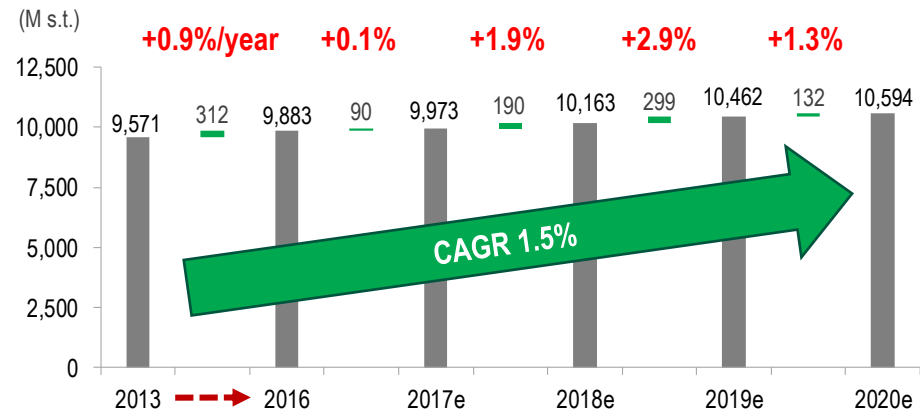
Tissue Market Demand¹



CAS North American Sales by End Markets (2017)



North American Tissue Capacity Additions¹





TISSUE PAPERS

Diversified Capacity and Positioning

2017 NORTH AMERICAN TISSUE MANUFACTURERS

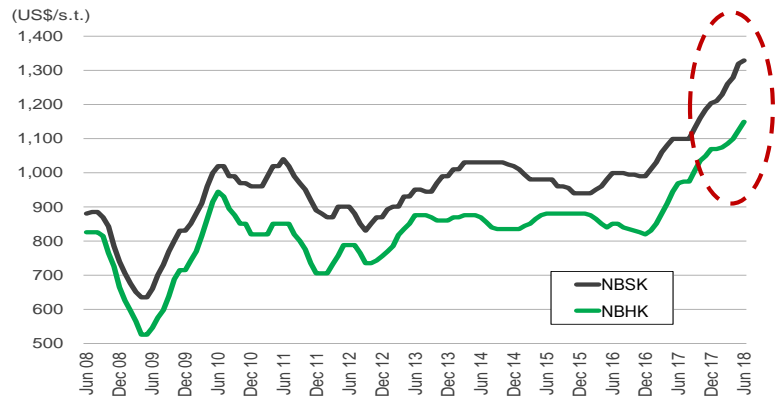
	Capacity (^{'000} s.t.)	Market Share	Capacity Retail	Capacity AfH
1 Georgia-Pacific	2,849	29%	67%	33%
2 Procter & Gamble	1,494	15%	100%	0%
3 Kimberly-Clark	1,466	15%	67%	33%
4 Essity (ex-SCA)	721	7%	0%	100%
5 Cascades Tissue	650	7%	62%	38%
6 Clearwater Paper	435	4%	90%	10%
7 KP Tissue	422	4%	77%	23%
8 First Quality Tissue	319	3%	100%	0%
9 Irving Tissue	282	3%	100%	0%
10 ST Paper & Tissue	160	2%	0%	100%
Others	<u>1,125</u>	<u>11%</u>		
TOTAL	9,923	100%		



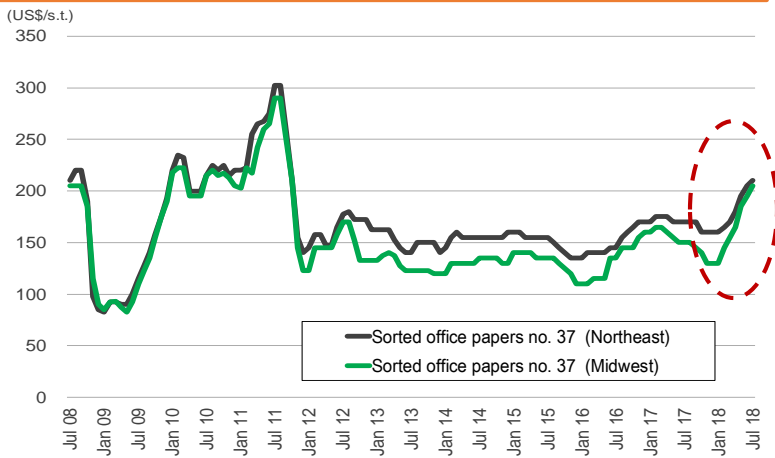


TISSUE PAPERS – BUSINESS DRIVERS

Virgin Fibre Prices



White Grades Recycled Fibre Prices



DEMAND/VOLUME DRIVERS:

- Population growth
- Economic performance
- New sales from Oregon converting facility

TREND

- ↑
- ↑
- ↑

PRICE DRIVERS:

- Jumbo roll increases: US\$35/st recycled, US\$50/st virgin
- Increased competition (impact on selling prices)
- Capacity additions

- ↑
- ↓
- ↑

COST DRIVERS:

- Raw material prices (SOP, pulp)
- Transportation costs

- ↑
- ↑

OTHER FACTORS:

- Changes to international trade terms
- Exchange rates

- ↔
- ↓



NEAR-TERM TAILWINDS

- ✓ Containerboard:
 - implementation of US\$50/s.t. price increase
 - lower OCC costs
 - start-up of new conversion facility in NJ (positive contribution beginning 2019)
- ✓ Tissue:
 - sales volume increases at new converting facility in Oregon
 - announced jumbo roll price increases: US\$35/st recycled, US\$50/st virgin
- ✓ Announced price increases in European Boxboard division
- ✓ Efficiencies from business process modernization and implementation of ERP platform

NEAR-TERM HEADWINDS

- ✓ Tissue:
 - higher pulp prices (potential fluctuations in SOP pricing)
 - increased industry competitiveness and capacity additions
- ✓ Higher transportation costs & challenges with availability
- ✓ **Longer-term:** potential fluctuations in raw material prices & possible effects related to US - Canada trade terms

UPDATED NEAR TERM OUTLOOK



- US\$50/s.t. containerboard price increase reflected in RISI on March 23, 2018; corrugated box price increases in progress
- OCC Northeast prices at ~US\$68 / s.t.
- Good market conditions in Europe
- Announced URB price increase
- Volume seasonally favourable



- Continuing challenging market conditions for the Tissue Papers segment
- Higher NBSK and NBHK pulp prices
- Higher SOP recycled grade prices
- Impact of Chinese restrictions on recycled paper imports & lower recycled fibre (OCC) prices expected to negatively impact Specialty Product Recovery & Recycling activities

Q2 2018	Containerboard Packaging		Boxboard Europe		Specialty Products		Tissue Papers	
OPERATING INCOME FORECAST	YoY ↑	QoQ ↑	YoY ↑	QoQ ↔	YoY ↓	QoQ ↑	YoY ↓	QoQ ↓
REFLECTING :								
VOLUME	↔	↗	↔	↔	↘	↗	↗	↗
SELLING PRICE	↗	↗	↗	↔	↘	↔	↔	↔
RAW MATERIAL COST	↘	↘	↘	↔	↘	↘	↗	↗
EXCHANGE RATE	↘	↔	↗	↔	↘	↔	↘	↔
ENERGY COST	↔	↔	↗	↔	↗	↔	↔	↔

SUSTAINABILITY IS IN OUR DNA





2017 SUSTAINABLE DEVELOPMENT SCORECARD



82%

of the fibre we use is recycled



45 M¹ trees saved



182 X Central Park

100% of our fibre sourcing is responsible and **FSC® verified**

76%

of the manufacturing waste from our plants was recovered

This waste was used for:

- * fuel
- * agricultural applications
- * protective material
- * restoration of degraded sites

10,1 m³/mt



6.5x less



Industry: 6.4 m³/mt

4.0x less



Industry: 40,3 m³/mt



2,770,544



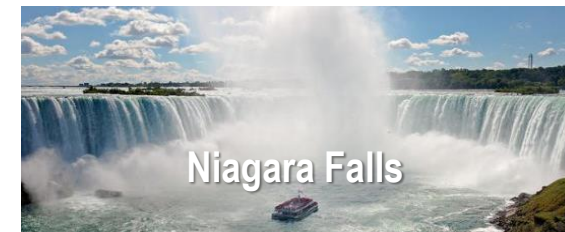
1,513,301



10 hours



6 hours



Niagara Falls

2017 SUSTAINABLE DEVELOPMENT SCORECARD



1990:
425 kg
 of CO₂ eq. / metric tonne of products



2017:
211 kg
 of CO₂ eq. / metric tonne of products



10.66 GJ/mt

2.7x less



Industry: 26.01 GJ/mt



Energy consumed by
296,354
 Canadian households



1.3x less



Industry: 12.45 GJ/mt



Energy consumed by
58,417
 U.S. households





CASCADES 3RD PARTY CERTIFICATIONS*

Green Seal

The most widely recognized “green” certification in the United States.



UL/ECOLOGO

The most widely recognized “green” certification in Canada.



Green-e® renewable energy credits

Cascades is the first and only tissue product manufacturer to offset part of its production with certified Green-e® renewable energy credits.



Forest Stewardship Council® (FSC®)

Certification attesting that the virgin fibres we use come from responsibly managed forests.

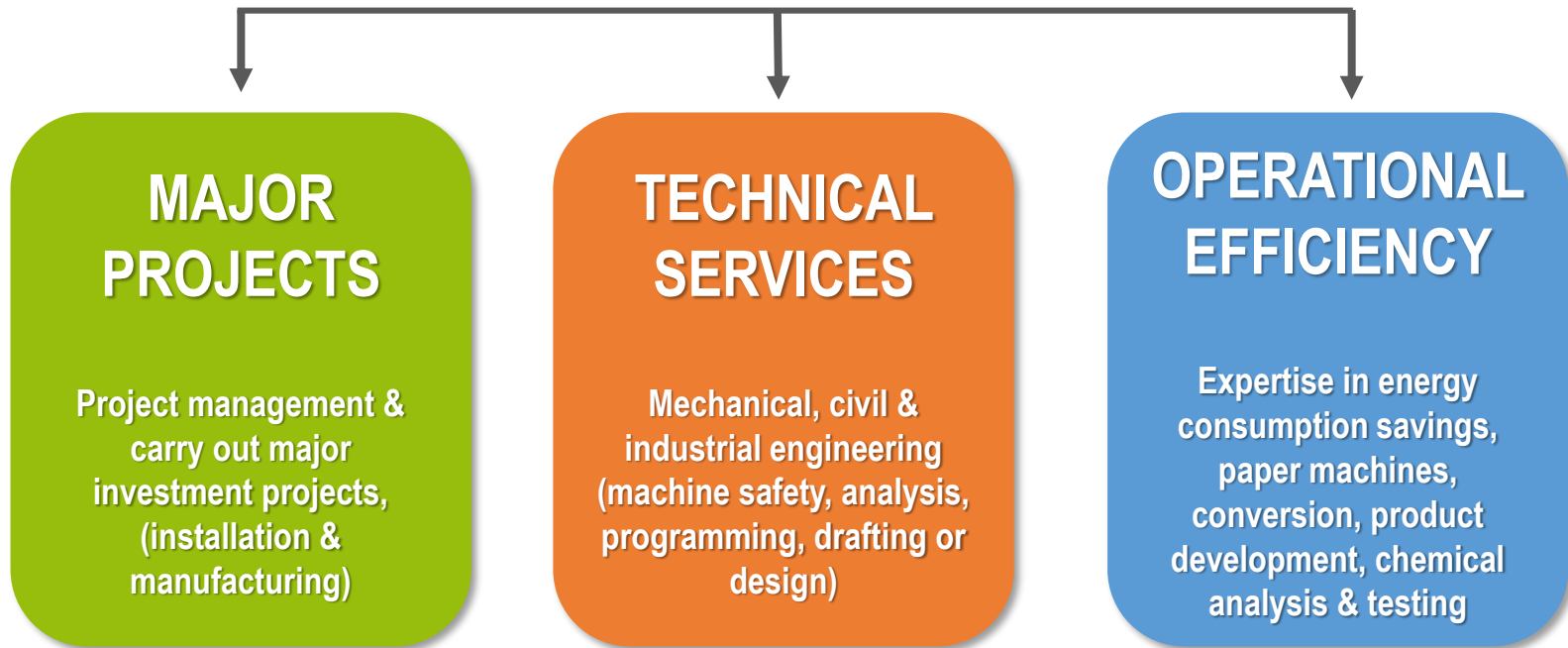


La marque de la gestion forestière responsable



CASCADES: UNIQUE IN THE INDUSTRY

A dedicated team of **275 employees** offering a range of **engineering and consulting services** to Cascades, the company's major customers and external clients.



2017-2022 STRATEGIC PLAN





BUILDING ON OUR PAST, POSITIONING FOR THE FUTURE

2011 - 2016

2017 – 2022 STRATEGY

WE MODERNIZED

\$400M+ in modern equipment

WE OPTIMIZED

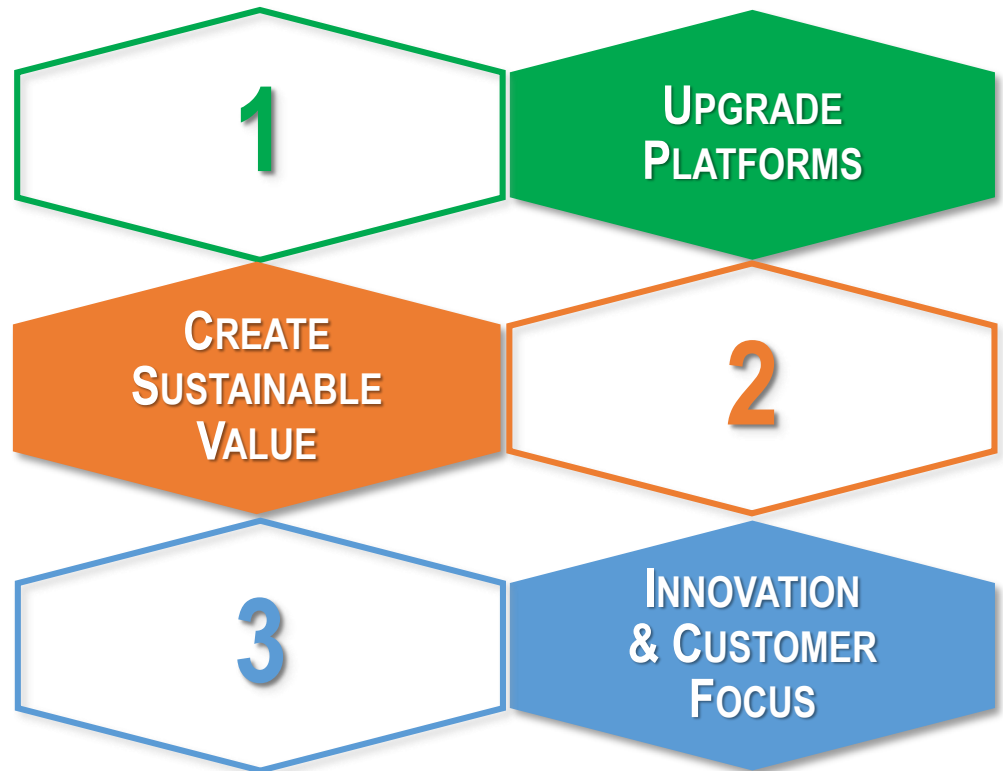
Decreased working capital to ~10% of sales from 15% in 2011

WE RESTRUCTURED

Closed 16 non-performing assets, completed 6 asset sales, exited industries and consolidated operational platforms in NA which represented \$1B in sales, 2% EBITDA margin

WE INNOVATED

Launched many new products



1 UPGRADE OUR PLATFORMS

Accelerate Modernization + Increase Integration + Optimize Footprint

- Replace older equipment
- Invest in organic growth



- Increase our integration rate to 85% by investing in conversion capacity

Containerboard



73%¹ → 85%²

Tissue



67%¹ → 85%²

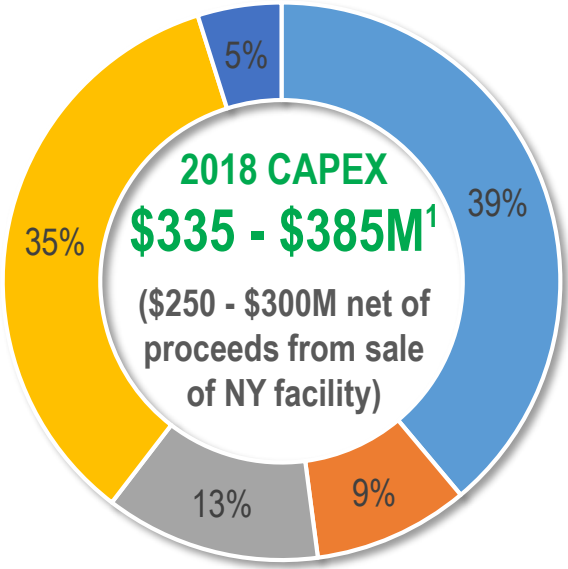
- Improve geographic footprint to better serve our customers, increase penetration of national accounts





1 UPGRADE OUR PLATFORMS

Strategic 2018 CAPEX for important investments to consolidate position



- Containerboard: \$135 - \$145M
- Boxboard Europe: \$30 - \$35 M
- Specialty Products: \$40 - \$50 M
- Tissue Papers: \$115 - \$135M
- Corporate & IT: \$15 - \$20M

- Investing in businesses with solid fundamental long-term growth profiles & supports growth in our core markets
- Aligned with 2017-2022 strategy:
 - ✓ Modernize, integrate & optimize platforms
 - ✓ Create long-term & sustainable value
- Net of \$85M of proceeds from sale of NY facility
- Includes \$80 - \$85M of costs for new containerboard converting facility in NJ announced in 2017
- Solid expected cash flow from operations will fund 2018 CAPEX program

¹ Includes ~ \$70M of maintenance.



1 UPGRADE OUR PLATFORMS

2018 CAPEX – Important Investments to Consolidate Position

SEGMENT	MAJOR PROJECTS	INVESTMENT (\$M CAN)	IMPACT	BUSINESS CASE
Containerboard	Piscataway, NJ conversion plant	\$80 - \$85	H2 2018	<ul style="list-style-type: none"> ✓ Integration ±5% ✓ Improve footprint and asset quality
Europe	Paper machine upgrade	±\$15	Q4 2018	<ul style="list-style-type: none"> ✓ Efficiencies & quality
Tissue Papers	New lines Tissue retail	\$25 - \$30	H2 2019	<ul style="list-style-type: none"> ✓ Integration ±5% ✓ New US/Canada retail volume
	Modernization Tissue AFH	\$60 - \$70 (2018) \$55 - \$65 (2019)	H2 2019	<ul style="list-style-type: none"> ✓ Higher quality, optimize trims and improved efficiencies

A limited number of projects with returns below 15% IRR target may be undertaken for strategic purposes. Projects noted above have an IRR of 12% or higher.



2 CREATE VALUE

Disciplined, Strategic & Targeted Capital Allocation Aligned with Long-Term Value Creation

INVEST IN OUR ASSET BASE

- Modernize equipment
- Opportunistic M&A
- Increase integration, optimize footprint
- IRR target of 15%¹

CONTINUED FOCUS ON DEBT REDUCTION

- Allocate \$100M of FCF toward debt reduction annually
- Sale of our equity interest in Boralex (\$288M)
- Targeted leverage ratio of **2.5 x**

SHAREHOLDERS

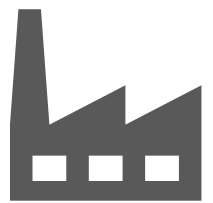
- Maintain current dividend strategy
- Opportunistic market share buyback
- **NCIB at 2%**



2

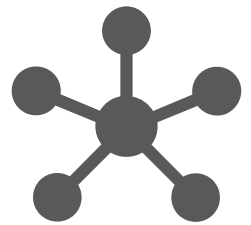
CREATE VALUE

Multi-Pronged Approach to **Increase Profitability Margin to 15%**



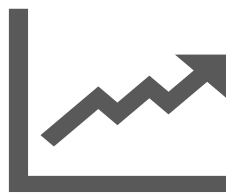
IN PROGRESS

- Growth from targeted investments and potential strategic M&A
- Continued ramp-up of new Oregon tissue & NJ containerboard conversion facilities



IN PROGRESS

- Cumulative transformation program benefits & reduction of implementation costs **±\$50 M ANNUALLY**
- Increase optimization and capture untapped administrative and operational benefits of new systems



IN PROGRESS

- Monetize the benefits of our optimization, modernization and restructuring efforts completed in recent years



3 FOCUS ON CUSTOMERS AND INNOVATION

Cascades' new Innovation Centre is focused on:

- Coordinating multigroup programs
- Developing new expertise (ex. A.I.)
- Gathering market intelligence
- Providing shared expertise
- Leading new ventures



- Containerboard
- Specialty Products
- Tissue Papers

Supported by:

- Cascades' Innovation Centre
- Cascades' R&D Centre

Multi-disciplinary, innovative approach focused on key strategic areas:

Food & Beverage
ex. preparation, preservation, presentation

Hygiene Solutions
ex. retail, industrial, offices, education

Productivity
ex. retail, industrial, offices, education

Sustainability
ex. packaging, hygiene, circular economy

E-commerce
ex. packaging & logistics solutions

3 FOCUS ON CUSTOMERS AND INNOVATION



Produces innovative, lightweight recycled linerboard – XP grades



Hand towel dispenser with new, patented dispenser technology



Low-density PETE containing 80% post-consumer material

OBJECTIVES:

- 20% of sales from innovative products in 2020
- Leverage our diverse portfolio to cross-sell
- Reinforce position as THE provider of sustainable solutions



Water-based coating that acts as a barrier against grease and humidity for takeout containers



Polystyrene foam packaging containing 50% recycled material

Recyclable insulated container, made with FSC® certified recycled materials



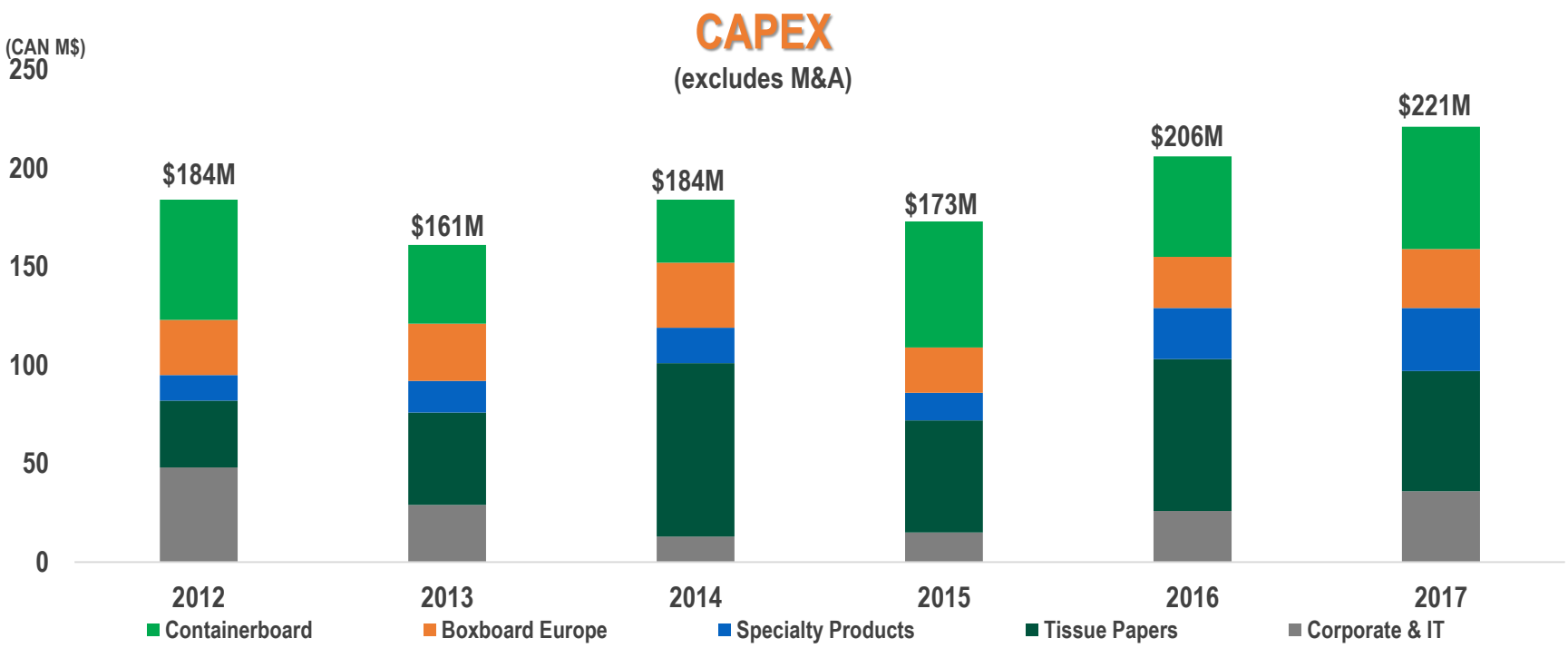
APPENDIX





CAPITAL EXPENDITURES

Significant Repositioning and Investments Completed from 2011 – 2016

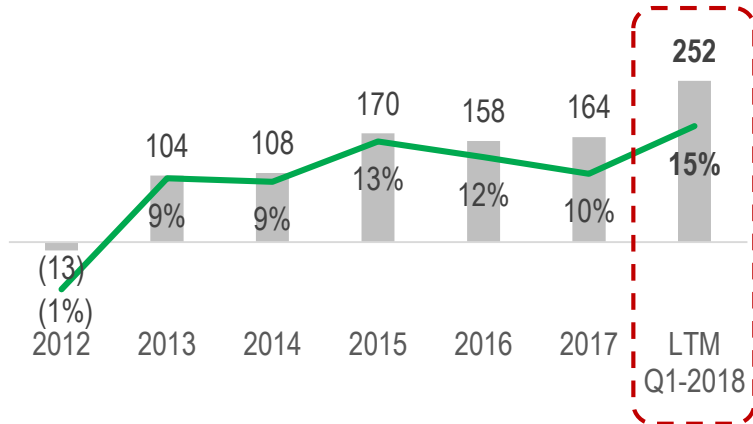


- ✓ CAPEX funded by strong free cash flow
- ✓ Impacted by strong US\$
- ✓ Additional ~\$200M invested in M&A since 2012
- ✓ Significant internal IT & process modernization completed

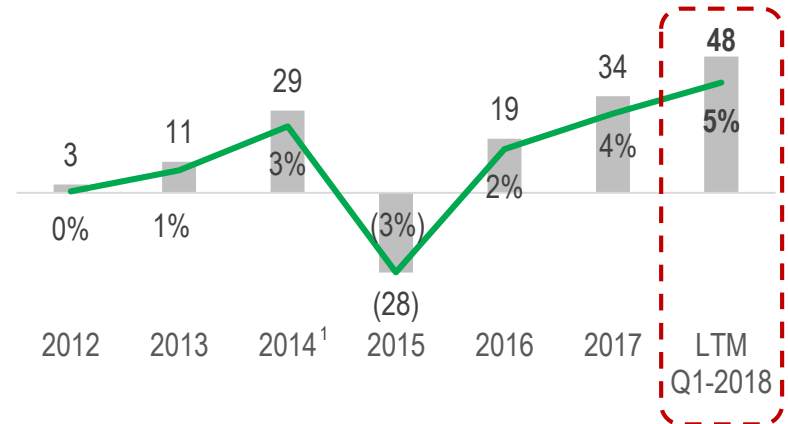
BUSINESS SEGMENTS

Historical Segmented Operating Income and Margin

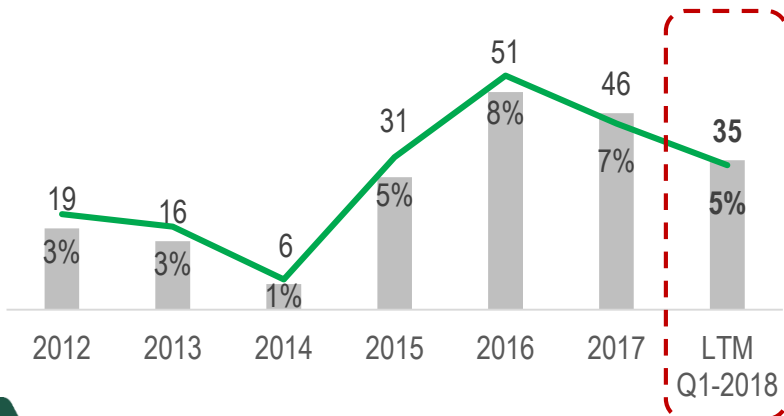
Containerboard (CAN\$ M and %)



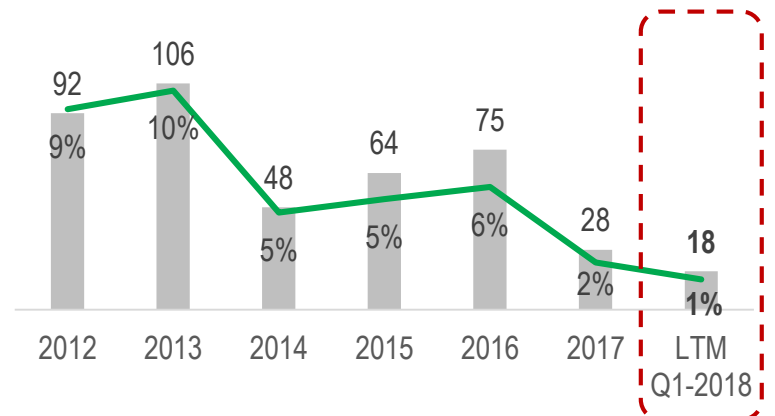
Boxboard Europe² (CAN\$ M and %)



Specialty Products (CAN\$ M and %)



Tissue Papers (CAN\$ M and %)



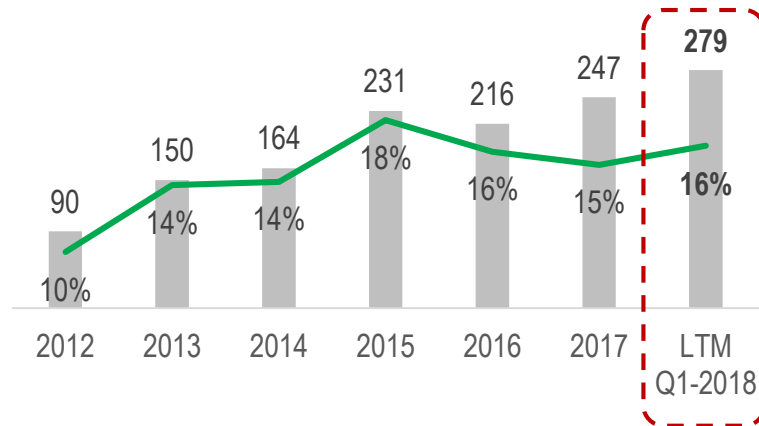
¹ Including \$9 million of energy credits

² Via our 57.8% equity ownership in Reno de Medici S.p.A. (RdM)

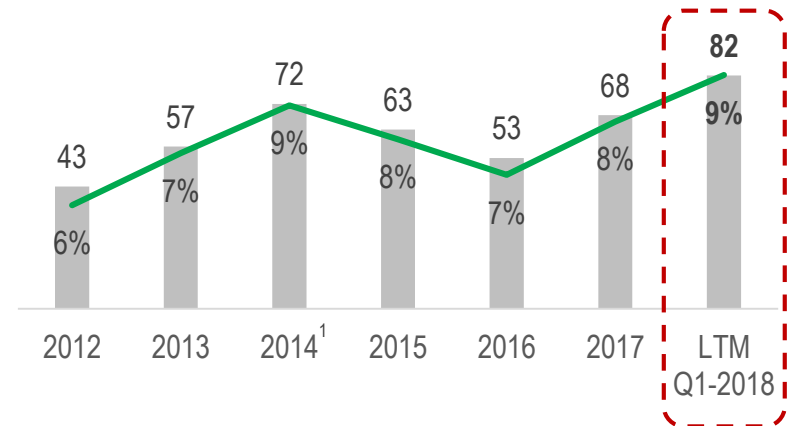
BUSINESS SEGMENTS

Historical Segmented Adjusted OIBD³ and Margin

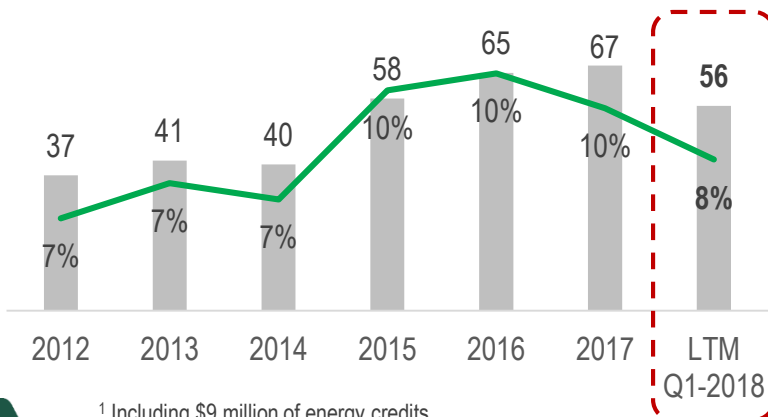
Containerboard (CAN\$ M and %)



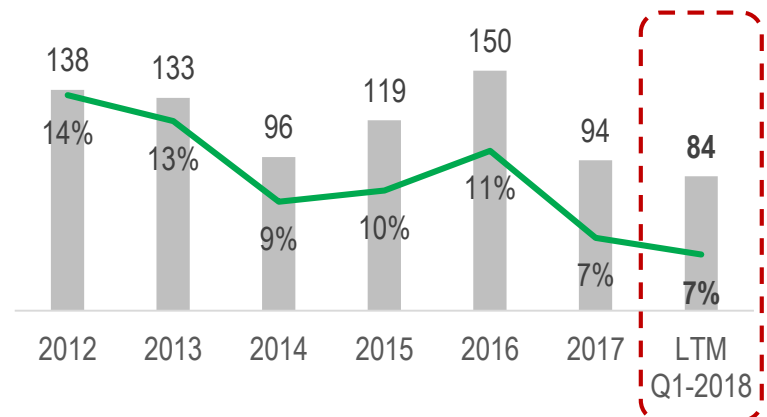
Boxboard Europe² (CAN\$ M and %)



Specialty Products (CAN\$ M and %)



Tissue Papers (CAN\$ M and %)



¹ Including \$9 million of energy credits

² Via our 57.8% equity ownership in Reno de Medici S.p.A. (RdM)

³ Supplemental information on non-IFRS measures for [Q1-2018](#).

HISTORICAL RESULTS

(In million of Canadian dollars)

Sales

	Q1-18	2017	Q4-17	Q3-17	Q2-17	Q1-17	2016	2015	2014
Containerboard	421	1,652	440	438	428	346	1,370	1,301	1,181
Boxboard Europe	246	838	212	202	213	211	796	825	841
Specialty Products	159	703	161	181	188	173	620	579	568
Tissue Papers	305	1,268	301	323	338	306	1,305	1,236	1,054
Inter-segment sales and corporate activities	(33)	(140)	(32)	(41)	(37)	(30)	(90)	(80)	(83)
Total	1,098	4,321	1,082	1,103	1,130	1,006	4,001	3,861	3,561

Operating Income

Containerboard	121	164	51	50	30	33	158	170	108
Boxboard Europe	19	34	11	5	13	5	19	(28)	29
Specialty Products	2	46	9	10	14	13	51	31	6
Tissue Papers	-2	28	(6)	9	17	8	75	64	48
Corporate activities	(28)	(97)	(20)	(23)	(26)	(28)	(82)	(84)	(54)
Total	112	175	45	51	48	31	221	153	137

Adjusted OIBD¹

Containerboard	77	247	74	72	56	45	216	231	164
Boxboard Europe	28	68	19	14	21	14	53	63	72
Specialty Products	7	67	14	15	20	18	65	58	40
Tissue Papers	13	94	12	24	35	23	150	119	96
Corporate activities	(20)	(83)	(14)	(19)	(25)	(25)	(81)	(45)	(32)
Total	105	393	105	106	107	75	403	426	340

Adjusted OIBD¹ Margin

9.6%	9.1%	9.7%	9.6%	9.5%	7.5%	10.1%	11.0%	9.5%
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SENSITIVITY TABLE¹

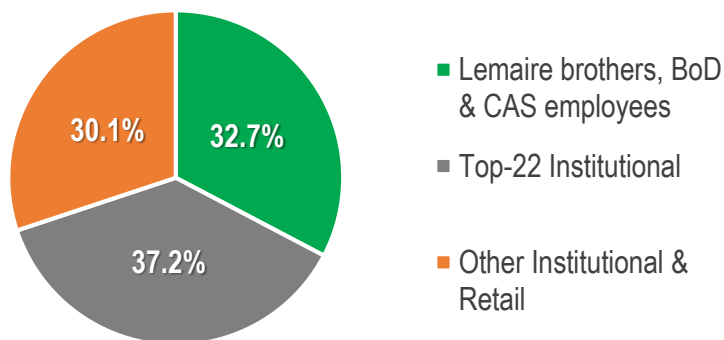
		SHIPMENTS/CONSUMPTION (⁰ 000 s.t, ⁰ 000 mmBtu for Natural Gas)	INCREASE	OIBD IMPACT (in CAN\$ M)
SELLING PRICE² (Manufacturing & Converting)				
North America	Containerboard	1,490	US\$25/s.t.	47
	Tissue Papers	590	US\$25/s.t.	19
Europe	Boxboard	1,120	€25/s.t.	42
MATERIALS² (Recycled papers, Pulp, Gas)				
North America	Brown grades (OCC & others)	1,560	US\$15/s.t.	(29)
	Groundwood grades (SRP & others)	90	US\$15/s.t.	(2)
	White grades (SOP & others)	480	US\$15/s.t.	(9)
	Virgin pulp	150	US\$30/s.t.	(6)
	Natural gas	8,600	US\$1.00/mmBtu	(11)
Europe	Brown grades (OCC & others)	780	€15/s.t.	(18)
	Groundwood grades (SRP & others)	170	€15/s.t.	(4)
	White grades (SOP & others)	80	€15/s.t.	(2)
	Virgin pulp	80	€30/s.t.	(4)
	Natural gas	4,600	€1.00/mmBtu	(7)
EXCHANGE RATE³				
Sales less purchases in US\$ from Canadian operations			CAN\$/US\$ 0.01 change	2
Translation - U.S. subsidiaries			CAN\$/US\$ 0.01 change	1
Translation - European subsidiaries			CAN\$/€ 0.02 change	1

(1) Sensitivity calculated according to 2017 volumes or consumption with year-end closing exchange rate of CAN\$/US\$ 1.26 and CAN\$/€ 1.51, excluding hedging programs and the impact of related expenses such as discounts, commissions on sales and profit-sharing. (2) Based on 2017 external manufacturing & converting shipments, and fibre and pulp consumption. Including purchases from our subsidiary Cascades Recovery. Including Greenpac for the last 12 months. (3) As an example, based on CAN\$/US\$ 1.26 to CAN\$/US\$ 1.27, and from CAN\$/€ 1.51 to CAN\$/€ 1.53.

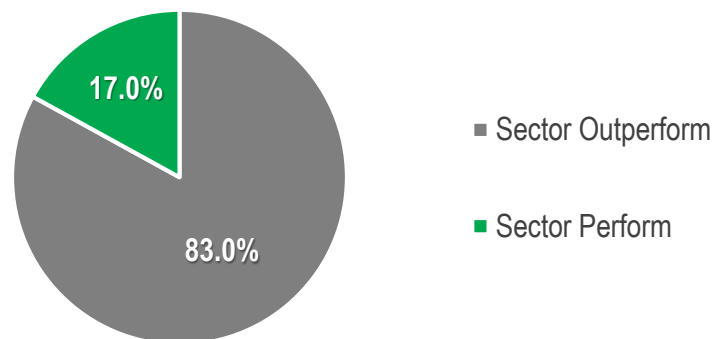
SHAREHOLDERS & ANALYST COVERAGE

Major Shareholders	%	Analyst	City	Bank
Lemaire Brothers, BoD & employees	32.7%	Leon Aghazarian	Montréal	National Bank
Letko Brosseau	13.8%	Keith Howlett	Toronto	Desjardins
Caisse de Dépôt et Placement du QC	4.4%	Benoît Laprade	Montréal	Scotiabank
Dimensional Fund Advisors	4.1%	Hamir Patel	Vancouver	CIBC
Norges Bank (Government of Norway)	2.5%	Paul Quinn	Vancouver	Royal Bank of Canada
Vanguard Group	1.6%	Sean Stuart	Toronto	TD Bank
IA Financial Group	1.5%			
Royal Bank of Canada	1.2%			
Power Corporation	0.9%			
Mackenzie Investment	0.9%			
IG Investments	0.9%			
British Columbia Investment	0.8%			

Ownership Breakdown¹



Analyst Recommendations¹





Cascades

GREEN BY NATURE™

For more information:

www.cascades.com/investors

Jennifer Aitken, MBA

Director, Investor Relations

514-282-2697 or jennifer_aitken@cascades.com

