



# 2022 Third Quarter Financial Results

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December 2, 2022

# Forward-Looking Statements

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Certain statements contained in this presentation are forward-looking statements. Pursuant to federal securities regulations, we have set forth cautionary statements relating to those forward-looking statements in our Annual Report on Form 10-K for the year ended December 31, 2021, in our Quarterly Report on Form 10-Q for the quarter ended September 30, 2022, and in other filings with the Securities and Exchange Commission. We urge readers to review and carefully consider these cautionary statements and the other disclosures we make in our filings with the SEC.

This presentation contains non-GAAP financial measures that are not determined in accordance with United States GAAP. These non-GAAP financial measures should not be considered in isolation, as an alternative to, or more meaningful than measures of financial performance determined in accordance with United States GAAP. A reconciliation of those financial measures to United States GAAP financial measures is included under “Supplemental Information” in this presentation and is available on the company’s website at [www.tredegear.com](http://www.tredegear.com) under “Investors.”

*The report speaks as of the date thereof. Tredegear is not, and should not be deemed to be, updating or reaffirming any information contained therein. We do not undertake, and expressly disclaim any duty, to update any forward-looking statements made in this presentation to reflect any change in management’s expectations or any change in conditions, assumptions or circumstances on which such statements are based.*

# Tredegar Corporation

## 2022 Third Quarter and First Nine Months Results

(in millions, except per share data)

	3Q 2022	3Q 2021	YTD 2022	YTD 2021
Net Sales <sup>1</sup>	\$229.0	\$202.3	\$720.8	\$584.9
Net Income from Ongoing Operations <sup>2</sup>	\$4.8	\$7.2	\$38.9	\$33.4
Diluted EPS from Ongoing Operations <sup>2</sup>	\$0.14	\$0.22	\$1.15	\$1.00

<sup>1</sup> See Note 1 in GAAP to Non-GAAP Reconciliations for more information and a reconciliation of this non-GAAP financial measure.

<sup>2</sup> See Note 3 in GAAP to Non-GAAP Reconciliations for more information and a reconciliation of this non-GAAP financial measure.

“Bonnell’s profitability and margins, excluding inventory adjustments, improved during the third quarter versus last year despite flat sales volume and inflationary cost pressures. The log of open orders, while about twice the size of pre-pandemic levels, declined during the quarter, with shipments and order cancellations exceeding new orders as customers focused on reducing high inventories. The outlook for demand beyond current open orders remains uncertain given recessionary concerns.”

PE Films EBITDA from ongoing operations declined during the third quarter to essentially a break-even level due to soft demand for products with flat panel displays and customer inventory corrections. Like Bonnell, the outlook for demand for PE Films’ products remains uncertain. On the bright side, Terphane, our flexible packaging films business headquartered in Brazil, had another quarter of solid performance.”

Debt net of cash increased by \$62 million during the first nine months of this year due to a \$50 million contribution in February for the first step in the termination and settlement process of our frozen pension plan, which is expected to be completed in the middle of next year, and higher working capital. We continue to be very focused on net cash generation. Our financial leverage remains low under our \$375 million credit facility, which has a remaining term of approximately five years.”

***John Steitz, CEO and President (Third Quarter 2022 Earnings Release)***

# Aluminum Extrusions (Bonnell Aluminum)

## 2022 Third Quarter and First Nine Months Results

Third Quarter Performance				First Nine Months Performance			
(in millions)	3Q 22	3Q 21	▲	(in millions)	2022	2021	▲
Volume (lbs.)	45.5	45.4	--	Volume (lbs.)	137.4	138.8	(1)%
Net Sales <sup>1</sup>	\$161.6	\$137.1	18%	Net Sales <sup>1</sup>	\$510.1	\$394.5	29%
<i>Ongoing Operations:</i>				<i>Ongoing Operations:</i>			
EBITDA	\$12.1	\$12.0	--	EBITDA	\$57.9	\$45.1	29%
Less: D&A	<u>(4.4)</u>	<u>(3.9)</u>		Less: D&A	<u>(12.9)</u>	<u>(12.1)</u>	
EBIT <sup>2</sup>	\$7.7	\$8.1	(6)%	EBIT <sup>2</sup>	\$45.0	\$33.0	36%

### Third Quarter Financial Highlights

EBITDA from ongoing operations was flat versus 3Q 2021 due to:

- Higher pricing (\$19.6 million, net of the pass-through of aluminum raw material costs), partially offset by: higher labor and employee-related costs (\$2.1 million) and lower labor productivity (\$1.3 million); higher supply expense, including significant price increases in paint, chemicals, packaging and other supplies (\$3.6 million); higher utility costs (\$2.0 million); higher freight rates (\$1.3 million); and increased selling, general and administrative ("SG&A") expenses (\$0.8 million); and
- The timing of the flow through under the first-in first-out method of aluminum raw material costs passed through to customers, previously acquired at higher prices in a quickly changing commodity pricing environment, resulted in a charge of \$3.8 million in the third quarter of 2022 versus a benefit of \$1.7 million in the third quarter of 2021. In addition, the Company recorded an out-of-period adjustment of \$2.5 million related to inventory and accrued labor costs.

# PE Films (Surface Protection, Polyethylene Overwrap Films & Films for Other Markets)



## 2022 Third Quarter and First Nine Months Results

Third Quarter Performance				First Nine Months Performance			
(in millions)	3Q 22	3Q 21	▲	(in millions)	2022	2021	▲
Volume (lbs.)	7.1	9.3	(24)%	Volume (lbs.)	27.3	30.1	(9)%
Net Sales <sup>1</sup>	\$20.1	\$28.5	(30)%	Net Sales <sup>1</sup>	\$82.6	\$87.9	(6)%
<i>Ongoing Operations:</i>				<i>Ongoing Operations:</i>			
EBITDA	\$0.4	\$4.8	(91)%	EBITDA	\$14.5	\$21.0	(31)%
Less: D&A	<u>(1.6)</u>	<u>(1.6)</u>		Less: D&A	<u>(4.7)</u>	<u>(4.7)</u>	
EBIT <sup>2</sup>	\$1.2	\$3.2	(136)%	EBIT <sup>2</sup>	\$9.8	\$16.3	(40)%

### Third Quarter Financial Highlights

EBITDA from ongoing operations in the third quarter of 2022 decreased by \$4.4 million versus the 3Q 2021, primarily due to:

- A decrease of \$4.7 million from Surface Protection:
  - Lower contribution margin for non-transitioning products associated with a market slowdown and customer inventory corrections (\$4.0 million) and competitive pricing (\$1.1 million); and for previously disclosed customer product transitions (\$1.1 million), partially offset by lower sales, general and administrative expenses (\$0.4 million);
  - A foreign currency transaction gain of \$0.5 million in the third quarter of 2022 versus no gains or losses in the third quarter of 2021; and
  - The pass-through lag associated with resin costs (no benefit or charge in the third quarter of 2022 versus a charge of \$0.6 million in the third quarter of 2021).
- An increase of \$0.3 million from overwrap films primarily due to a benefit from the pass-through lag associated with resin costs (no benefit or charge in the third quarter of 2022 versus a charge of \$0.4 million in the third quarter of 2021), partially offset by lower sales volume (\$0.1 million).

<sup>1</sup> Net sales represents gross sales less freight. The Company uses net sales as its measure of revenues from external customers at the segment level.

<sup>2</sup> See Note 1 in GAAP to Non-GAAP Reconciliations for more information and a reconciliation of this non-GAAP financial measure

# PE Films

## *Customer Product Transitions and Other Factors in Surface Protection*

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The Surface Protection component of PE Films supports manufacturers of optical and other specialty substrates used in flat panel display products. These films are primarily used by customers to protect components of displays in the manufacturing and transportation processes and then discarded.

The Company previously reported the risk that a portion of its film products used in surface protection applications would be made obsolete by customer product transitions to less costly alternative processes or materials. The Company estimates that these transitions, which principally relate to one customer, adversely impacted pre-tax income from continuing operations as reported under GAAP and EBITDA from ongoing operations for PE Films by \$14.8 million during 2021 versus 2020. The transitions, which were complete as of the second quarter 2022, have resulted in a total decline of \$7 million in pre-tax income from continuing operations as reported under GAAP and EBITDA from ongoing operations versus 2021.

The Surface Protection business is continuing to experience competitive pricing pressures, unrelated to the customer product transitions, that are expected to adversely impact pre-tax income from continuing operations as reported under GAAP and EBITDA from ongoing operations by approximately \$5 million for full year 2022 versus 2021; these competitive pricing pressures are being exacerbated for the Company's exports to Asia with the strengthening of the U.S. Dollar versus the local currencies of competitors in the region. In addition, the timing of a recovery in the consumer electronics market is highly uncertain. To offset the expected adverse impact of the customer transitions and pricing pressures, the Company is aggressively pursuing sales of new surface protection products, applications and customers and driving production efficiencies and cost savings.

# Flexible Packaging Films (Terphane)

## 2022 Third Quarter and First Nine Month Results

Third Quarter Performance				First Nine Months Performance			
(in millions)	3Q 22	3Q 21	▲	(in millions)	2022	2021	▲
Volume (lbs.)	28.9	27.0	7%	Volume (lbs.)	82.2	78.7	5%
Net Sales <sup>1</sup>	\$47.3	\$36.7	29%	Net Sales <sup>1</sup>	\$128.1	\$102.6	25%
<i>Ongoing Operations:</i>				<i>Ongoing Operations:</i>			
EBITDA	\$7.8	\$7.4	6%	EBITDA	\$20.5	\$25.3	(19)%
Less: D&A	<u>(0.6)</u>	<u>(0.5)</u>		Less: D&A	<u>(1.7)</u>	<u>(1.5)</u>	
EBIT <sup>2</sup>	\$7.2	\$6.9	5%	EBIT <sup>2</sup>	\$18.8	\$23.8	(21)%

### Third Quarter Financial Highlights

EBITDA from ongoing operations in the third quarter of 2022 increased by \$0.4 million versus the third quarter of 2021 primarily due to:

- Higher selling prices (\$6.9 million) from the pass-through of higher resin costs, higher sales volume (\$0.9 million), favorable product mix (\$0.5 million), and lower variable costs (\$0.4 million), partially offset by higher raw material costs (\$5.6 million), higher fixed costs (\$0.6 million) and higher SG&A expenses (\$0.4 million);
- Net unfavorable foreign currency translation of Real-denominated operating costs (\$1.2 million); and
- Foreign currency transaction gains (\$0.1 million) in the third quarter of 2022 compared to foreign currency transaction gains (\$0.6 million) in the third quarter of 2021.

# Tredagar Corporation

## 2022 Year-to-Date Financial Highlights

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(\$ in millions)

<b>Cash Flows from Operations</b> (includes \$50M special contribution to the pension plan) <sup>1</sup>	<b>\$(23.2)</b>
<b>Capital Expenditures</b>	<b>\$25.5</b>
<b>Dividends Paid<sup>2</sup></b>	<b>\$12.6</b>
<b>Net Debt (Cash)<sup>3</sup></b>	<b>\$104.7</b>
<b>Leverage ratio<sup>4</sup></b>	<b>1.1x</b>

1. See Tredagar's Form 10-Q or the quarter ended September 30, 2022 (page 10) for more information on the process to terminate and settle the frozen benefit pension plan.

2 On August 4, 2022, Tredagar announced a \$0.01 per share increase (to \$0.13 per share) for its regular quarterly dividend.

3 As of 9/30/2022. See Note 5 in GAAP to Non-GAAP Reconciliations for more information and a reconciliation of this non-GAAP financial measure.

4 As defined under Tredagar's credit agreement. See Tredagar's Form 10-Q or the quarter ended September 30, 2022 (page 38) for more information on this non-GAAP financial measure.





# Appendix

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Major Product Groups	Primary End Markets	Customers	Competitors
<p><b><u>Aluminum Extrusions</u></b>  Custom designed, fabricated and finished aluminum extrusions; value-added service options include fabricating, machining, anodizing, painting and thermal enhancements for key segments of:</p> <ul style="list-style-type: none"> <li>• <b>Building and Construction</b></li> <li>• <b>Automotive</b></li> <li>• <b>Specialty Markets</b>, including consumer durables, machinery and equipment, electrical, distribution</li> </ul>	<p><b>Building and Construction:</b> Curtain walls, storefront entrances, commercial windows &amp; doors, commercial canopies and walkway covers, commercial atriums, ducts, louvers and vents, office wall panels, partitions and interior enclosures, point of purchase displays, pre-engineered structures, residential windows and doors, railing and support systems, flooring trims (Futura Transitions™)</p> <p><b>Automotive/Transportation:</b> Structural components, crash management systems, EV battery trays, truck grills</p> <p><b>Specialty Markets:</b>  Furniture, appliances, pleasure craft, commercial refrigerators and freezers, sporting and fitness equipment, material handling equipment, conveyors and conveying systems, medical equipment, solar panel brackets, Lighting fixtures, electronic apparatus, electrical conduits and fittings, industrial fans, modular framing (TSLOTS™)</p>	<p>Glazing contractors and fabricators  Floor covering distributor network (Futura Transitions)</p> <p>Tier I and II suppliers to Automotive OEMs</p> <p>Various industrial manufacturers, OEMs, metal service centers</p>	<p>Hydro Extrusions North America, Kaiser Aluminum, Pennex Aluminum, Magnode (a Shape Corp Company), Sierra Aluminum, Western Extrusions Corp, Keymark Aluminum Corp.</p>
<p><b><u>PE Films</u></b>  <b>Surface Protection:</b> Single and multilayer surface protection films for high technology applications during the manufacturing and transportation process</p>	<p>High-value components of flat panel and flexible displays, including liquid crystal display (“LCD”) and Organic Light Emitting Diodes (“OLED”) displays; used in televisions, monitors, notebooks, smartphones, tablets, automotive displays, semiconductors, and digital signage</p>	<p>Major manufacturers of flat panel and flexible display components and materials suppliers for advanced semiconductor packaging</p>	<p>Toray, Sekisui, Hanjin, Ihshin</p>
<p><b><u>Flexible Packaging Films</u></b>  Specialized polyester (“PET”) films for use in packaging and industrial applications to provide maximum protection with the least utilization of resources due to extremely lightweight films</p>	<p>Perishable and non-perishable food packaging; personal care, hygiene and cleaning packaging and industrial applications. Film applications that enhance product appeal at point of sale and offer convenience with easy opening, tamper-evident sealing, resealing, anti-fogging and high barrier</p>	<p>Food and consumer goods packaging producers, packaging converters and industrial producers</p>	<p>OPP (Oben Group), DuPont Teijin Films (Indorama), Toray Plastics America, Mitsubishi Polyester Film, JBF Group, Jindal Poly Films, Uflex Packaging Films</p>

# Tredegar's Global Presence



## North America - PE Films

Pottsville, PA  
Richmond, VA

## Bonnell

Carthage, TN  
Clearfield, UT  
Elkhart, IN  
Newnan, GA  
Niles, MI

## Terphane

Sao Paulo, Brazil  
Cabo de Santo Agostinho, Brazil  
Bloomfield, NY

## Asia - PE Films

Guangzhou, China

# Tredegear at a Glance

## *Business Strengths*

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### **Aluminum Extrusions**

- Industry-leading position in non-residential building and construction and value-added OEM components in North American extrusions market
- Market-focused manufacturing operations (including aluminum log casting capabilities) and world-class capabilities in extrusion and finishing services (fabrication, painting, anodizing, thermal enhancement) in five U.S. facilities

### **PE Films**

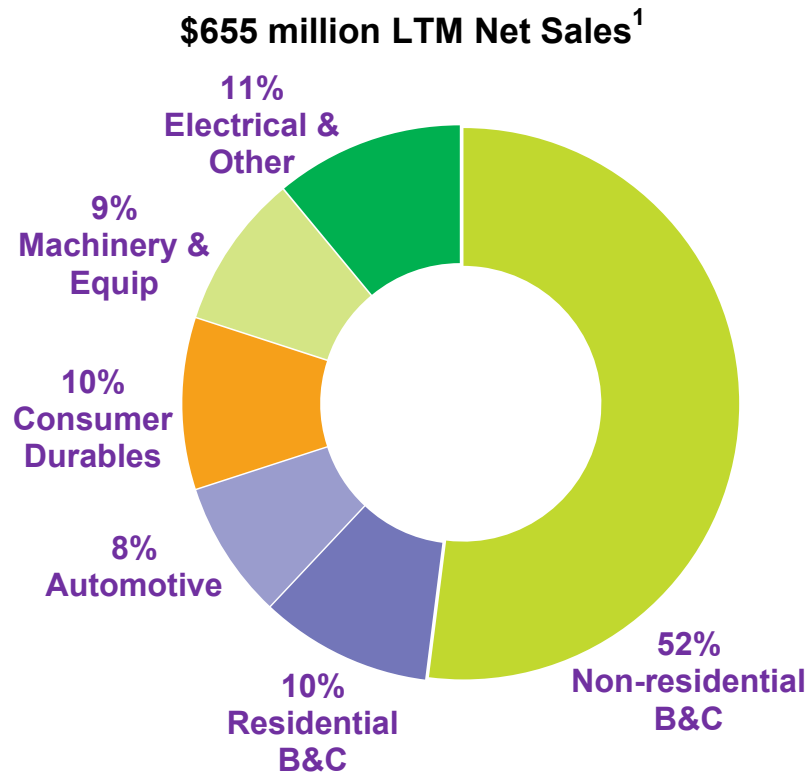
- Global technology and quality leader of highly specialized films which protect extremely sensitive surfaces of critical components of optical displays and engineered surfaces; key component of display industry supply chain
- Positive market trends, including proliferation of “Internet of Things (IOT),” requiring more displays and semiconductors and shifting dynamics of the workforce driving growth in key end-use markets

### **Flexible Packaging Films**

- Industry-leading position in Brazilian and Latin American flexible packaging market with strong long-term relationships with diverse customer base
- Market-focused manufacturing operations in Brazil and U.S. with short lead times and excellent customer service; in Brazil, sole domestic supplier of innovative value-added products

# Aluminum Extrusions

## Business Profile



### Key Market Drivers

- Strong demand for finished products, including anodized, painted products and fabricated components
- Growing aluminum content in vehicles, driven by CAFE (corporate average fuel economy) standards

### Customers

- Glazing contractors and fabricators
- Tier I and II suppliers to automotive OEMs
- Consumer durables, machinery and equipment, and electrical OEMs; distributors and metal service centers

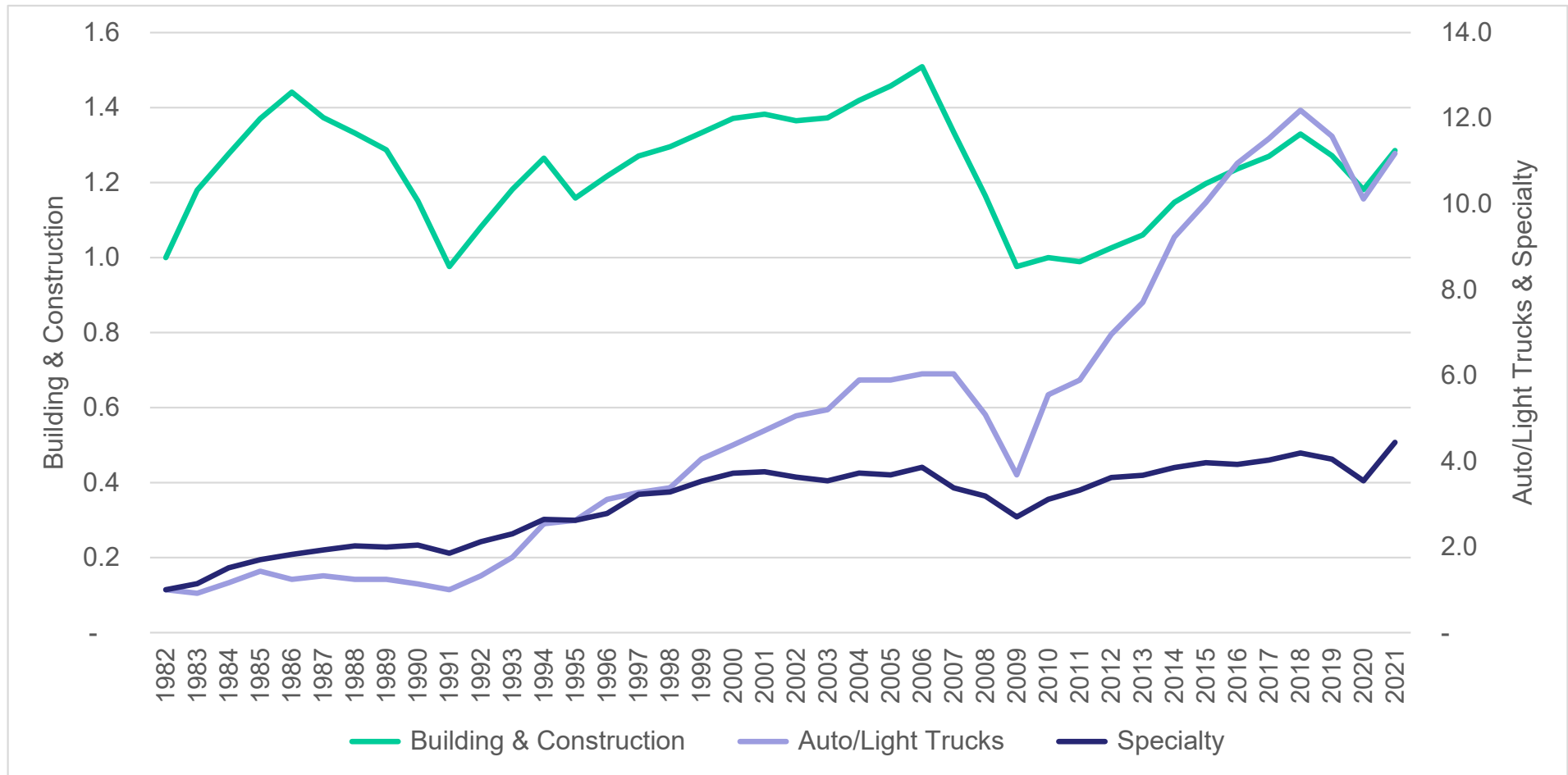
### Primary End Use Markets

- Curtain wall, storefronts and entrances, doors, windows, wall panels, flooring trims (Futura Transitions™) and other building components
- Automobile and light truck structural components, crash management systems, truck grills
- Furniture, appliances, pleasure craft, medical equipment, solar panel brackets, lighting fixtures, electronic apparatus, modular framing (TSLOTS™)

<sup>1</sup> Net sales represents gross sales less freight. The Company uses net sales as its measure of revenues from external customers at the segment level.

# Aluminum Extrusions

## Index of North American Industry Volume for Bonnell's Key Markets



Note: Index computations based on Aluminum Association data (1982=1.0) through 2021. Specialty includes aluminum extrusions sold to consumer durables, electrical and machinery markets.



# Aluminum Extrusions

*Key Markets - B&C/Automotive/Specialty*

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# Aluminum Extrusions

## *Automotive Aluminum Extrusion Applications*

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- Crash management systems  
– beams and mounting plates, crush cans
- Roof rails
- Electrical battery trays
- Air conditioner tube connectors

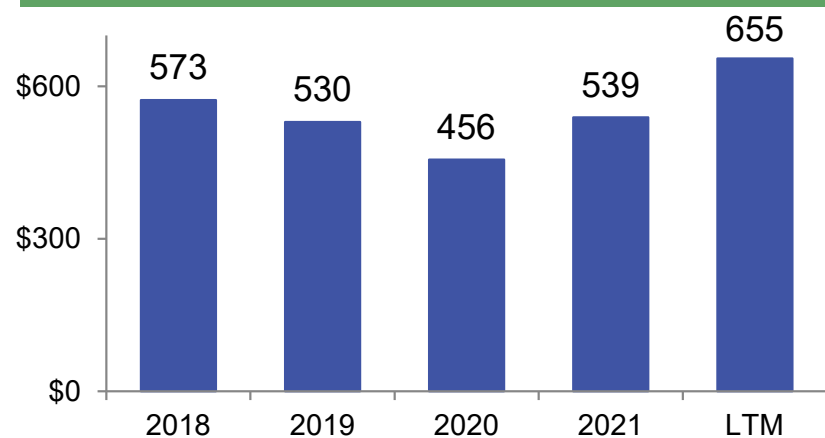




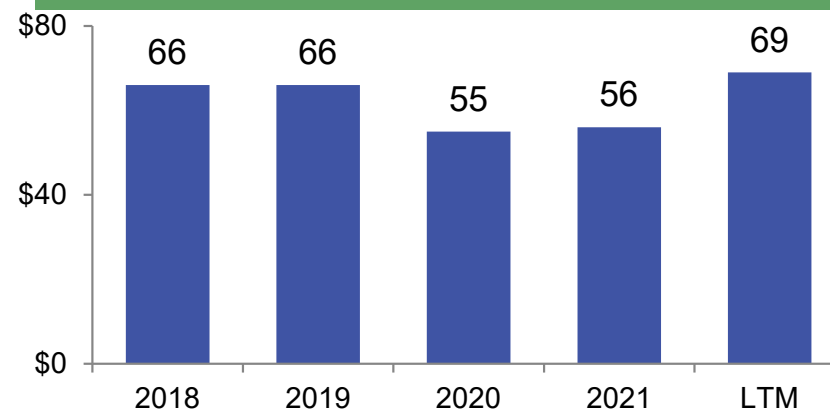
# Aluminum Extrusions

## Annual Historical Financials

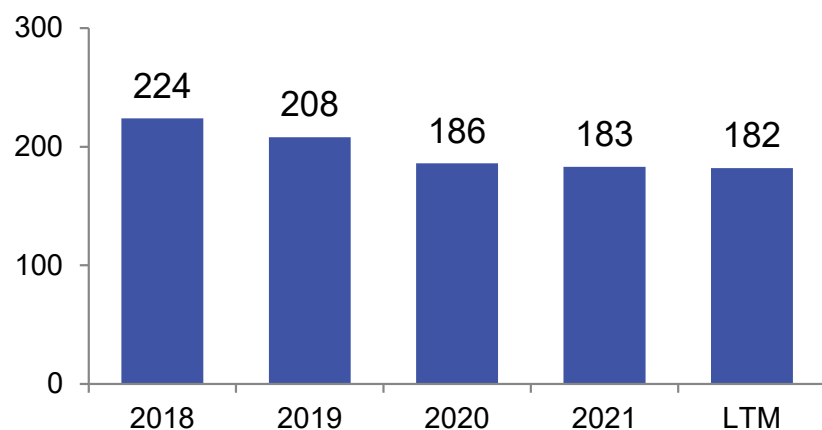
Net Sales<sup>1</sup> (\$ in millions)



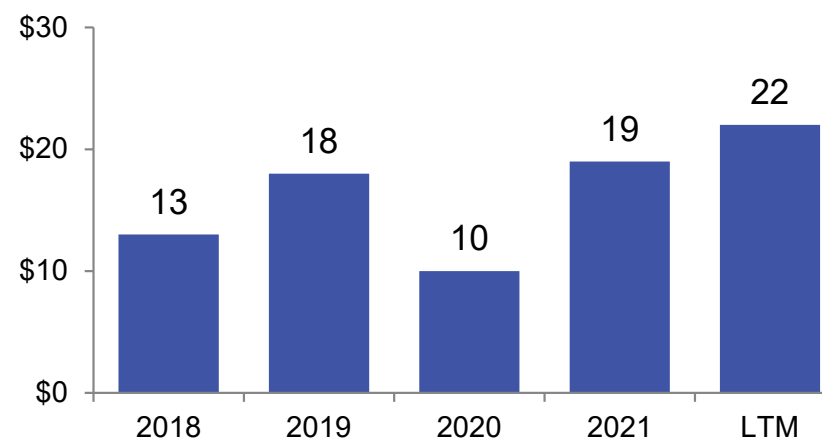
EBITDA from Ongoing Ops (\$ in millions)



Volume (lbs. in millions)



Capital Expenditures (\$ in millions)



<sup>1</sup> Net sales represents gross sales less freight. The Company uses net sales as its measure of revenues from external customers at the segment level.

# PE Films

## Business Profile

\$114 million LTM Net Sales<sup>1</sup>



71%  
Surface  
Protection

29%  
Overwrap  
Packaging



45%  
Asia

55%  
North  
America

### Key Growth Drivers

- “Internet of Things” leading to greater connectivity and more displays and semiconductors
- Thinner devices with increasing resolution and larger screen size
- Demographic and workplace trends shifting to greater tele-/video communications

### Customers

- Major manufacturers of flat panel and flexible display components & specialty plastic substrates and materials suppliers for advanced semiconductor packaging
- Global and regional leaders in LCD, LED, OLED and QLED and display glass-based applications

### Primary End Use Markets

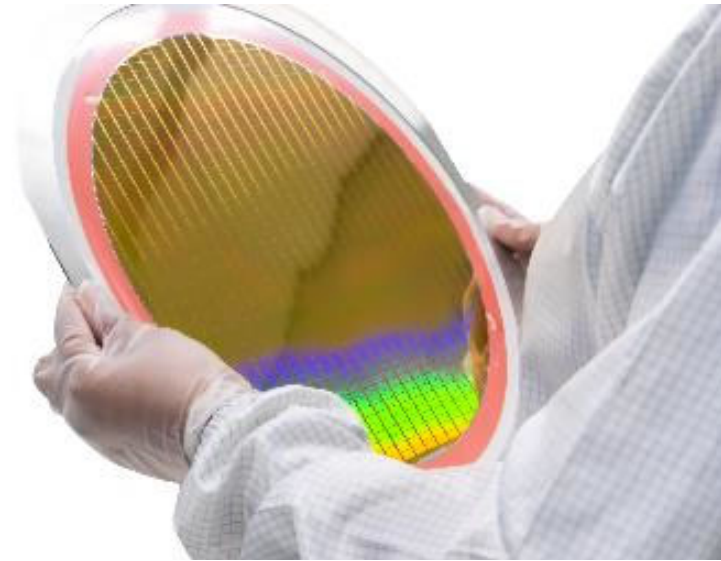
- High-value components of flat panel and flexible displays, including LCD and OLED televisions, monitors, notebooks, smartphones, tablets, automotive displays, semiconductors and digital signage

<sup>1</sup> Net sales represents gross sales less freight. The Company uses net sales as its measure of revenues from external customers at the segment level.

# PE Films

## *End-Use Markets for Surface Protection Products*

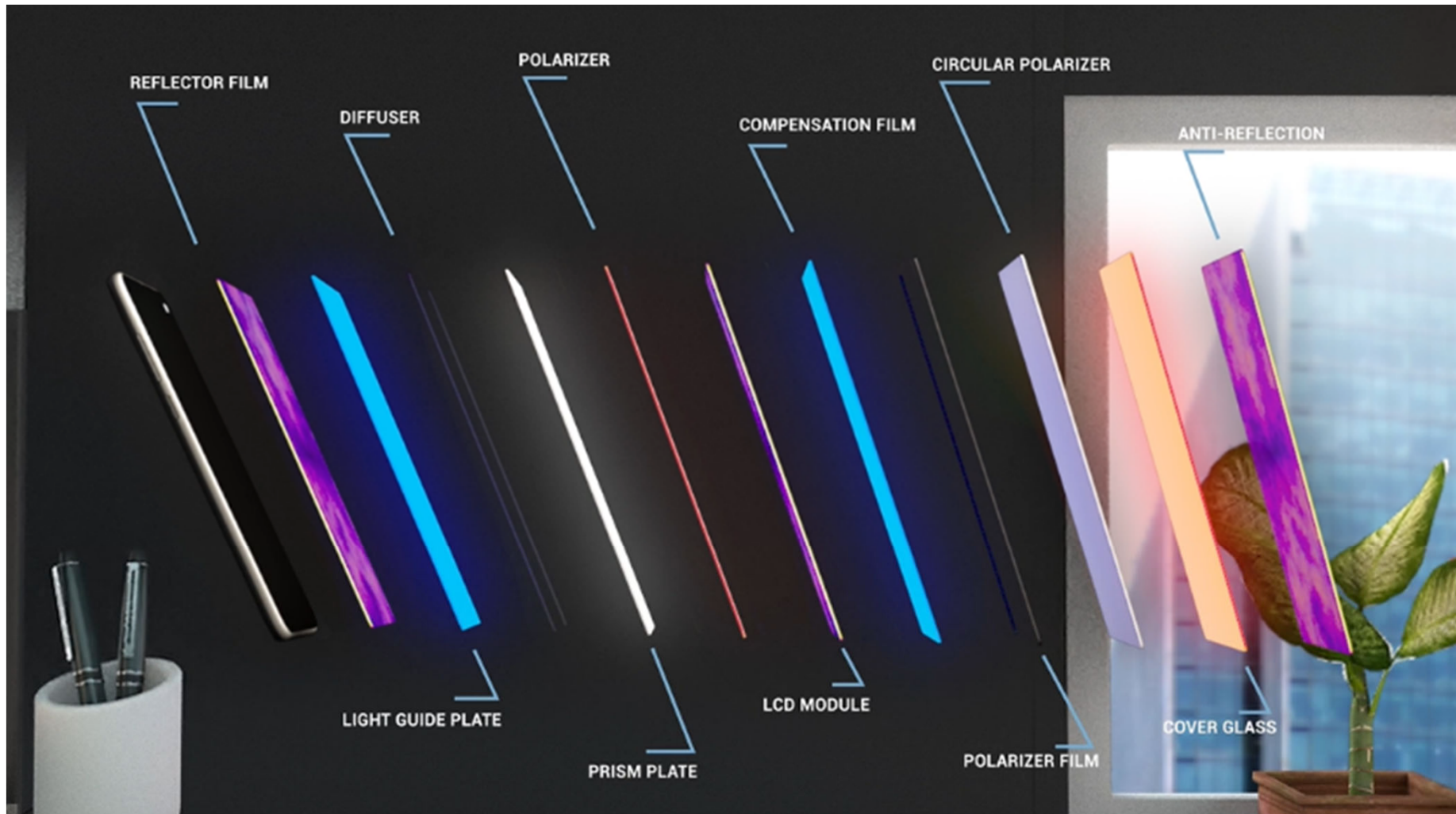
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# PE Films

## Surface Protection Overview

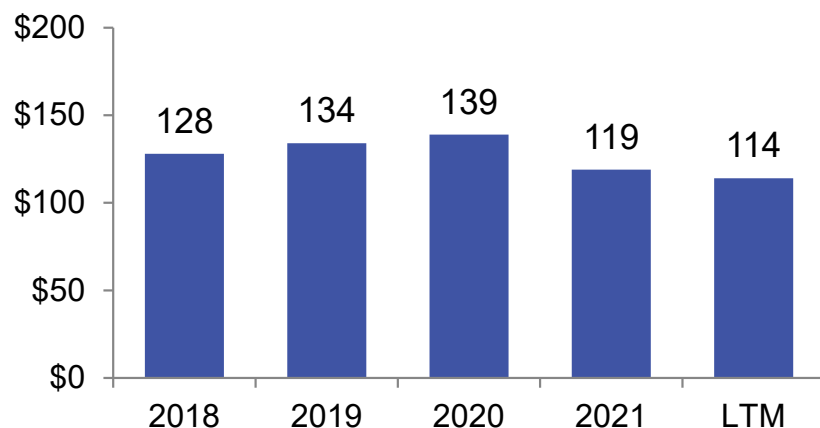
*Typical LCD Optical Stack (examples: TVs, Smartphones)*



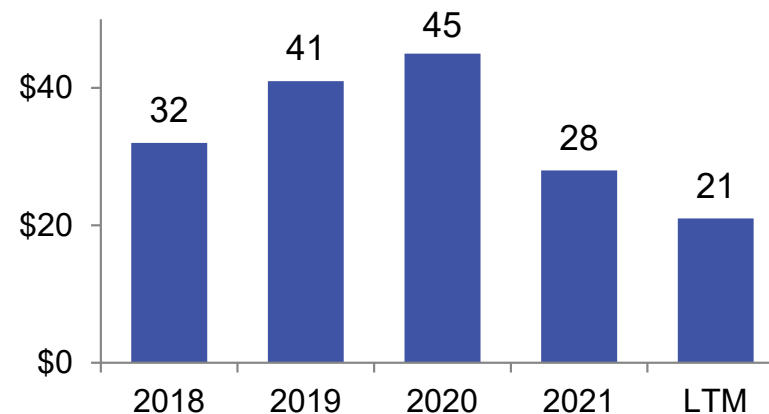
# PE Films

## Annual Historical Financials

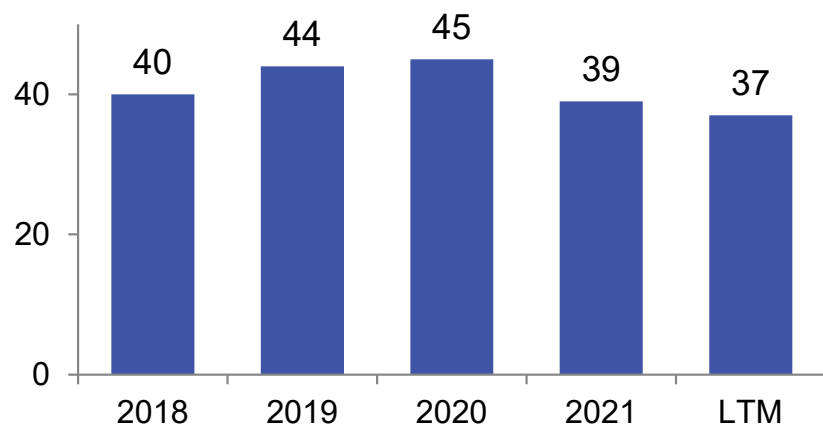
Net Sales<sup>1</sup> (\$ in millions)



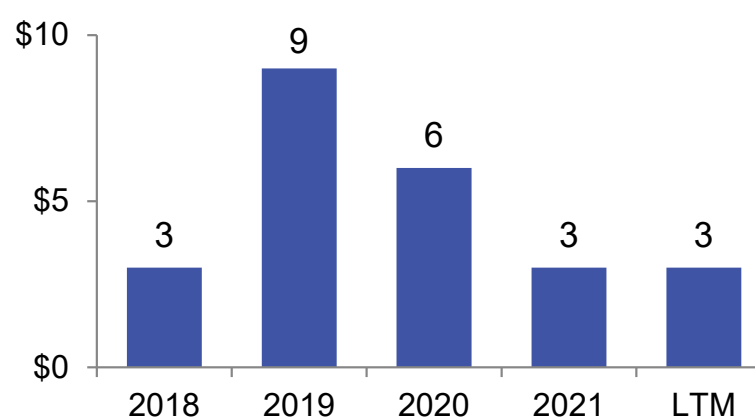
EBITDA from Ongoing Ops (\$ in millions)



Volume (lbs. in millions)



Capital Expenditures (\$ in millions)



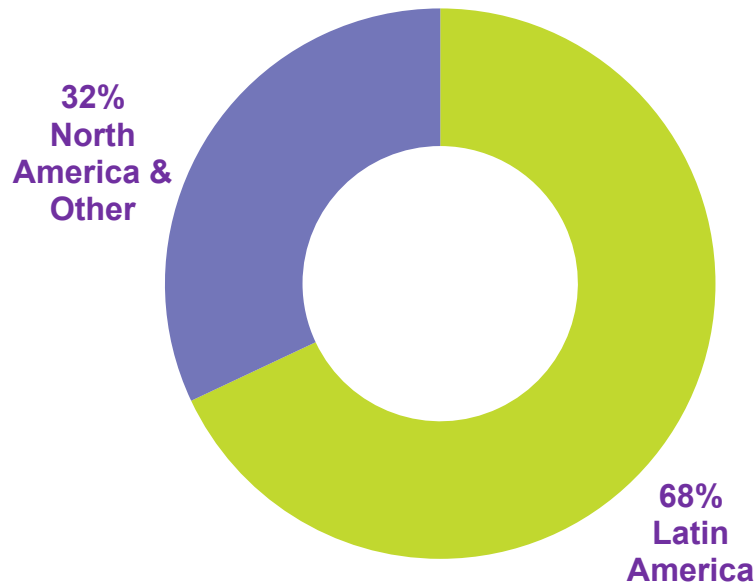
<sup>1</sup> Net sales represents gross sales less freight. The Company uses net sales as its measure of revenues from external customers at the segment level.

# Flexible Packaging Films

## Business Profile

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\$166 million LTM Net Sales<sup>1</sup>



### Key Growth Drivers

- Growing end-user demand for convenience foods, lighter packaging and branded consumer products
- Packaging innovation driving demand for flexible packaging

### Customers

- Global and regional food and consumer goods packaging producers, converters and industrial producers

### Primary End Use Markets

- Perishable and non-perishable food packaging
- Non-food packaging, including personal care, hygiene and cleaning packaging and industrial applications

<sup>1</sup> Net sales represents gross sales less freight. The Company uses net sales as its measure of revenues from external customers at the segment level.



# Flexible Packaging Films

## *End-Use and Value-Add Products*

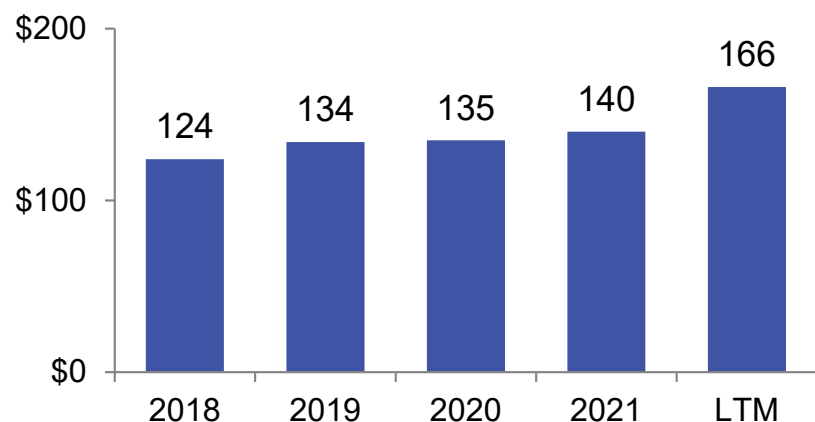
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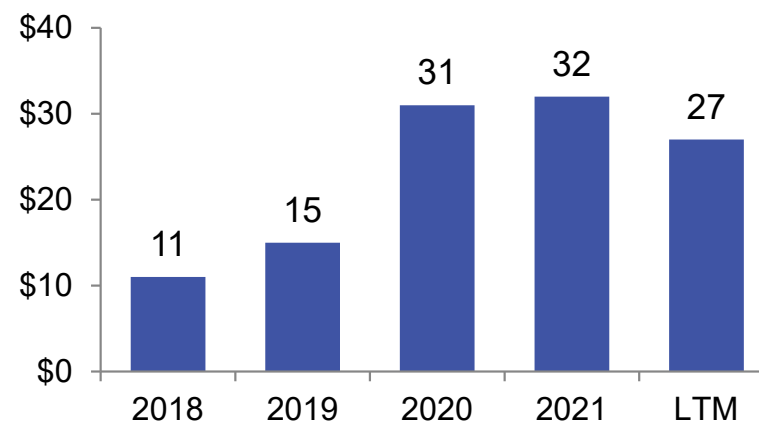
# Flexible Packaging Films

## Annual Historical Financials

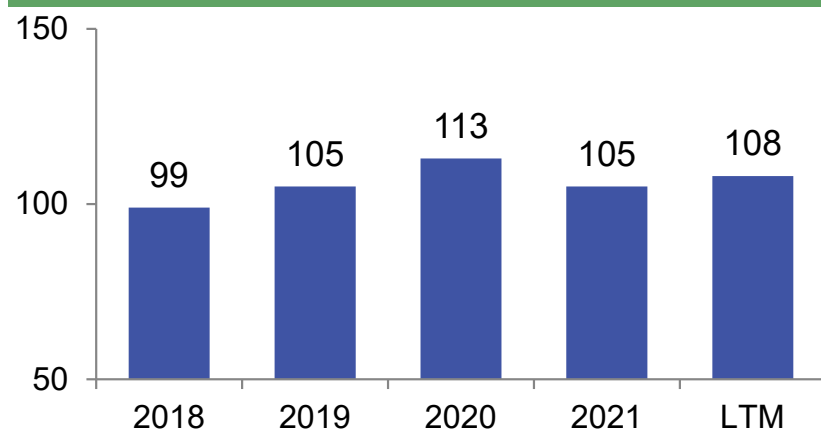
### Net Sales<sup>1</sup> (\$ in millions)



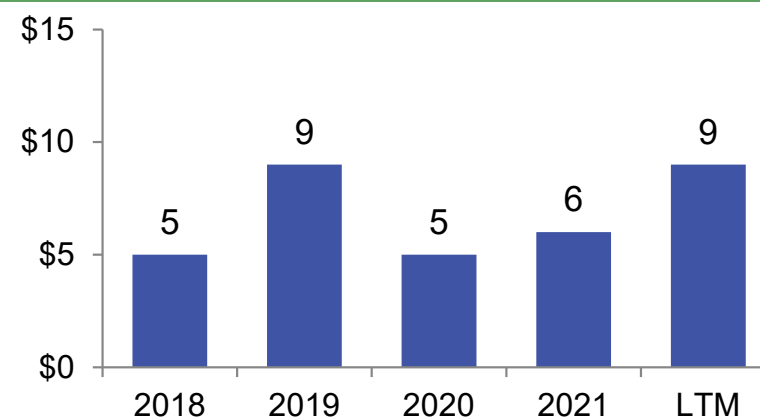
### EBITDA from Ongoing Ops (\$ in millions)



### Volume (lbs. in millions)



### Capital Expenditures (\$ in millions)



<sup>1</sup> Net sales represents gross sales less freight. The Company uses net sales as its measure of revenues from external customers at the segment level.

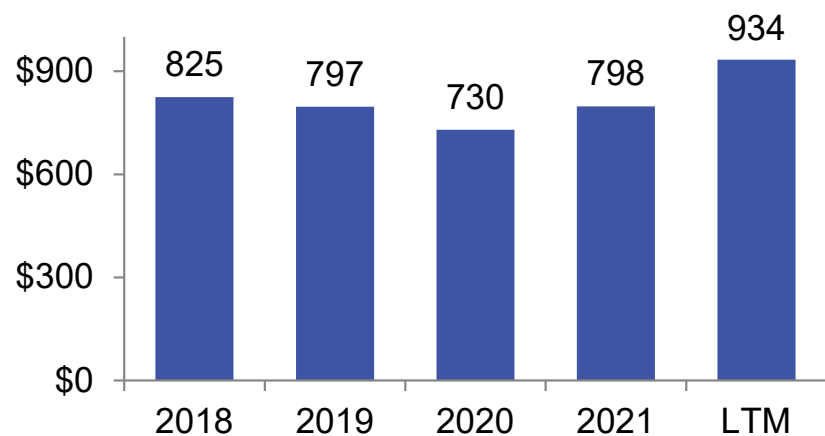


# Tredegar Corporation

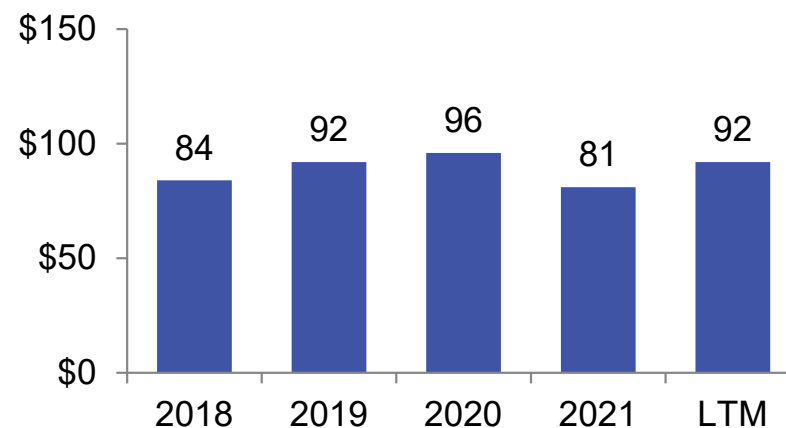
## Annual Historical Financials



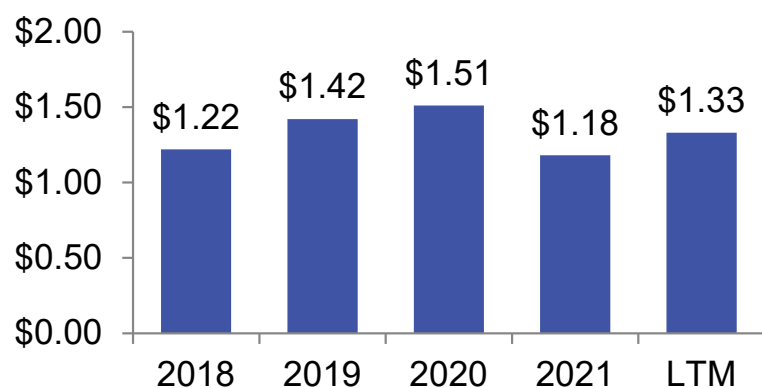
### Net Sales<sup>1</sup> (\$ in millions)



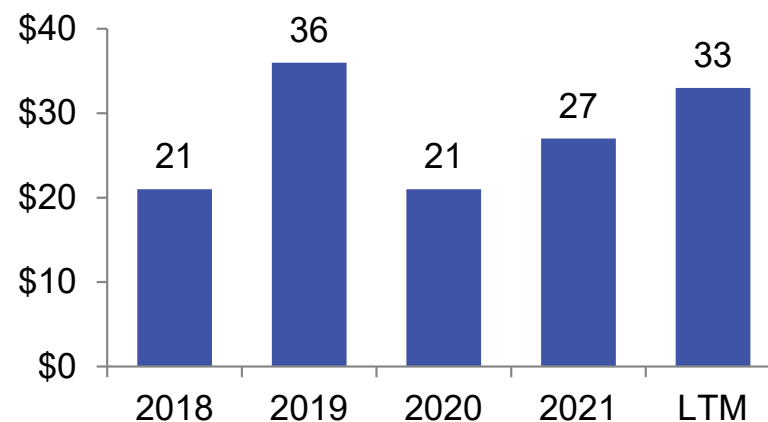
### Consolidated EBITDA from Ongoing Ops<sup>2</sup> (\$ in millions)



### Earnings Per Share from Ongoing Ops<sup>3</sup>



### Capital Expenditures (\$ in millions)



<sup>1</sup> See Note 1 in GAAP to Non-GAAP Reconciliations for more information on this non-GAAP financial measure.

<sup>2</sup> See Note 2 in GAAP to Non-GAAP Reconciliations for more information on this non-GAAP financial measure.

<sup>3</sup> Diluted earnings per share from ongoing operations. See Note 4 in GAAP to Non-GAAP Reconciliations for more information on this non-GAAP financial measure.

# Tredegar Corporation

## Capital Expenditures – History & Projections

(\$ in millions)						
	2017	2018	2019	2020	2021	2022 Projection <sup>2</sup>
Aluminum Extrusions	\$25.7	\$13.0	\$17.9	\$10.3	\$18.9	\$30
PE Films <sup>1</sup>	4.6	2.5	8.6	6.0	3.0	3
Flexible Packaging	3.6	5.4	8.9	5.0	5.6	8
Corporate	0.1	0.4	0.2	0.2	(0.1)	1
<b>Total</b>	<b>\$34.0</b>	<b>\$21.3</b>	<b>\$35.6</b>	<b>\$21.5</b>	<b>\$27.4</b>	<b>\$42</b>

### 2022 Capital Expenditures Projections include:

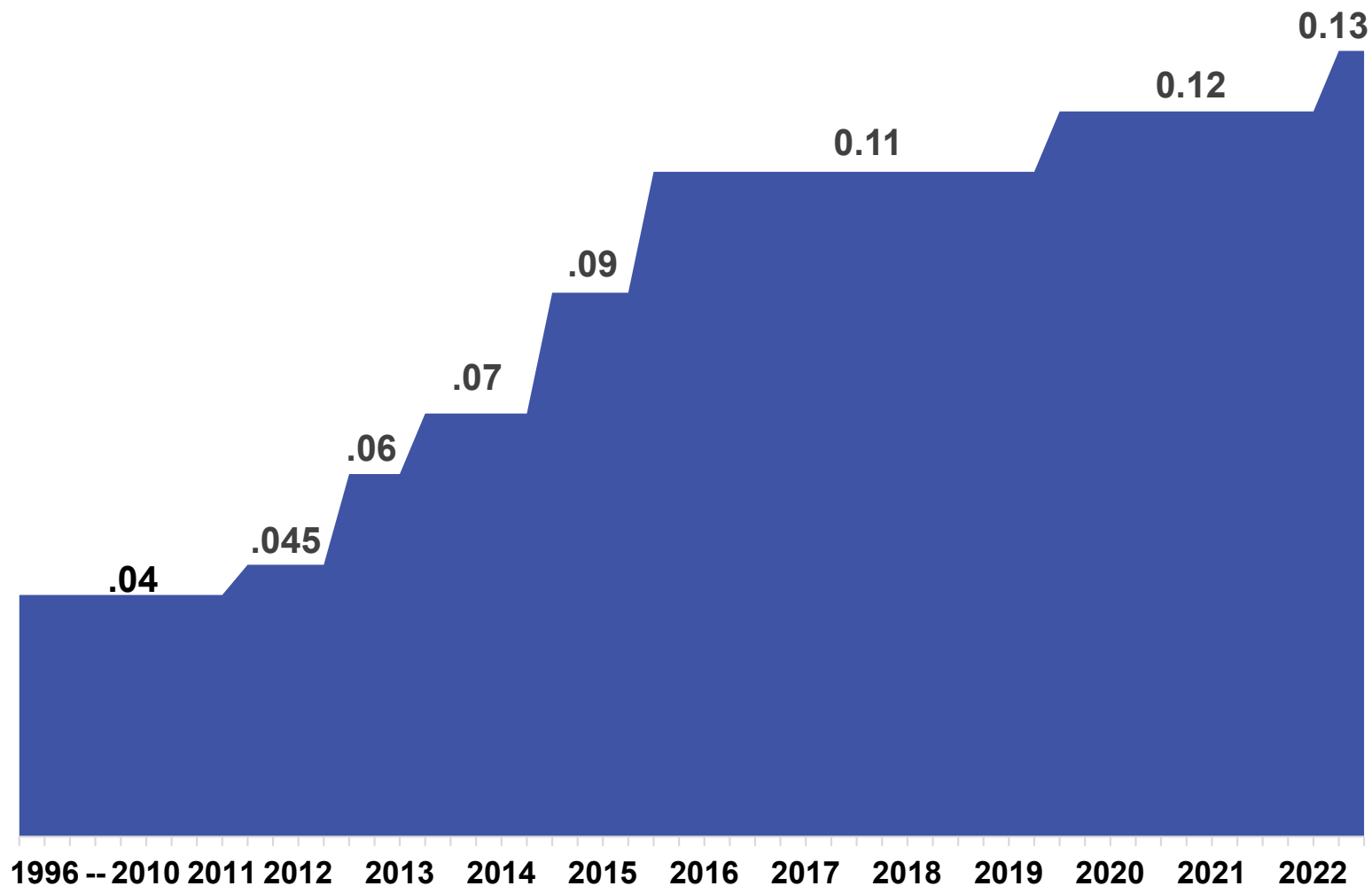
- For Aluminum Extrusions: \$15M for new enterprise resource planning and manufacturing execution systems (expected to \$28 million over a two-year time span); \$6M for infrastructure upgrades at the facilities located in Newnan, GA, Niles, MI and Carthage, TN and \$3M for strategic projects
- For PE Films: \$2M for productivity projects
- For Flexible Packaging Films: \$4M for new capacity for value-add products and productivity projects
- For Corporate: \$1M for office renovation and IT-related projects
- Capital expenditures to support continuity of current operations planned at approximately \$6M for Aluminum Extrusions, \$1M for PE Films, and \$4M for Flexible Packaging Films.

<sup>1</sup> Capital Expenditures for PE Films are presented on a continuing operations basis, and therefore exclude spend activity related to the divested Personal Care business.

<sup>2</sup> Represents management's current expectation, which is subject to change.

# Tredegar Corporation

## Quarterly Cash Dividend (\$)



*Tredegar announced an increase to its quarterly dividend (to 0.13 per share) on August 4, 2022. Special dividends of \$5.97 per share in 2020 and \$0.75 per share in 2012*



# GAAP to Non-GAAP Reconciliations

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# GAAP to Non-GAAP Reconciliations



On October 30, 2020, the Company completed the sale of its personal care films business ("Personal Care Films"), which was part of its PE Films segment. The transaction excluded the packaging film lines and related operations located at the Pottsville, Pennsylvania manufacturing site, which are now being reported within the Surface Protection component of PE Films. All historical results for Personal Care Films have been presented as discontinued operations.

On December 31, 2020, the Company completed the sale of Bright View Technologies, which was part of its PE Films segment. The sale did not represent a strategic shift nor did it have a major effect on the Company's historical and ongoing operations, thus all financial information for Bright View Technologies has been presented in continuing operations.

Due to rounding, numbers presented throughout this presentation may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

## Notes:

- Net sales represent sales less freight. The Company uses net sales as its measure of revenues from external customers at the segment level. Net sales on a consolidated basis is a financial measure that is not calculated in accordance with U.S. generally accepted accounting principles (U.S. GAAP), and it is not intended to represent sales as defined by U.S. GAAP. A reconciliation of net sales on a consolidated basis to sales is shown below:

(In millions)	QTD Q3 2021	QTD Q4 2021	QTD Q1 2022	QTD Q2 2022	QTD Q3 2022
Aluminum Extrusions	\$137.1	\$144.8	\$158.1	\$190.3	\$161.6
PE Films	28.5	31.0	31.1	31.4	20.1
Flexible Packaging Films	36.7	37.4	39.2	41.6	47.3
Net sales on a consolidated basis	<b>202.3</b>	<b>213.2</b>	<b>228.4</b>	<b>263.3</b>	<b>229.0</b>
Add back freight	7.2	7.7	8.1	11.0	9.5
Sales as shown in consolidated statements of income	<b>\$209.5</b>	<b>\$220.9</b>	<b>\$236.5</b>	<b>\$274.3</b>	<b>\$238.5</b>

(In millions)	2018	2019	2020	2021	LTM 2022
Aluminum Extrusions	\$573.1	\$529.6	\$455.7	\$539.3	\$654.9
PE Films	127.7	133.8	139.3	118.9	113.6
Flexible Packaging Films	123.8	133.9	134.6	140.0	165.5
Net sales on a consolidated basis	<b>824.6</b>	<b>797.3</b>	<b>729.6</b>	<b>798.2</b>	<b>934.0</b>
Add back freight	27.2	29.0	25.7	28.2	36.3
Sales as shown in consolidated statements of income	<b>\$851.8</b>	<b>\$826.3</b>	<b>\$755.3</b>	<b>\$826.4</b>	<b>\$970.3</b>

# GAAP to Non-GAAP Reconciliations

## 2. Summary Financial Information

(in millions)	Year Ended December 31,				LTM
	2018	2019	2020	2021	2022
Income and expense relating to ongoing operations:					
Total EBITDA for segments (a)	\$ 109.0	\$ 121.5	\$ 130.8	\$ 115.3	\$ 116.8
Pension expense (c)	(10.4)	(9.6)	(14.6)	(14.1)	(3.6)
Corporate expenses	(14.5)	(20.2)	(20.4)	(19.9)	(21.2)
Consolidated EBITDA from ongoing operations ("Consolidated EBITDA") (b)	84.1	91.7	95.8	81.3	92.0
Depreciation and amortization	(24.5)	(24.3)	(26.4)	(24.7)	(25.9)
Stock option-based compensation costs	(1.2)	(2.8)	(2.1)	(2.5)	(1.8)
Interest income	0.1	0.1	-	-	0.1
Interest expense	(5.7)	(4.1)	(2.6)	(3.4)	(4.0)
Income taxes	(12.3)	(13.0)	(13.9)	(11.1)	(15.4)
Net income from ongoing operations (b)	40.5	47.6	50.8	39.6	45.0
After-tax effects of special items:					
Losses associated with plant shutdowns, assets impairments & restructuring	(0.3)	(0.6)	(1.2)	(0.5)	(0.9)
Gain (loss) on investment in kaléo	23.9	8.5	(47.6)	9.7	10.3
Cash dividend received from investment in kaléo	-	14.9	-	0.3	-
Tax benefit from new U.S. tax regulations related to foreign tax credits	-	-	-	-	3.8
One-time tax credit in Brazil for unemployment/social security insurance non-income taxes	-	-	-	6.6	-
Goodwill impairment charge (2020) and accelerated trade name amortization (2019)	-	(7.8)	(10.5)	-	-
Loss on sale of Bright View Technologies	-	-	(1.8)	-	-
Tax valuation allowance release primarily due to sale of kaléo	-	-	-	5.4	5.4
Net periodic benefit cost for the frozen pension plan in process of termination	-	-	-	-	(8.1)
Other	(2.5)	(4.1)	(6.5)	(3.2)	(1.9)
Net income (loss) from continuing operations as reported under GAAP	\$ 61.6	\$ 58.5	\$ (16.8)	\$ 57.9	\$ 53.6

See footnotes on the next page.

# GAAP to Non-GAAP Reconciliations

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## 2. Summary Financial Information (continued)

### Notes:

- (a) Tredegar's presentation of segment earnings before interest, taxes, depreciation and amortization from ongoing operations ("EBITDA") from ongoing operations aligns with key metrics used by the Chief Operating Decision Maker under Accounting Standards Codification 280. For additional information, refer to Note 13, Business Segments, of the Notes to Financial Statements in Tredegar's Annual Report on Form 10-K for the year ended December 31, 2021.
- (b) Tredegar's presentation of Consolidated EBITDA from ongoing operations and net income (loss) from ongoing operations are non-GAAP financial measures that exclude the effects of gains or losses associated with plant shutdowns, asset impairments and restructurings, gains or losses from the sale of assets, goodwill impairment charges, net periodic benefit cost for the frozen defined benefit pension plan and other items (which includes gains and losses for an investment accounted for under the fair value method). Consolidated EBITDA from ongoing operations also excludes depreciation & amortization, stock option-based compensation costs, interest income, interest expense and income taxes.

Consolidated EBITDA from ongoing operations and net income (loss) from ongoing operations are key financial and analytical measures used by management to gauge the operating performance of Tredegar's ongoing operations, its borrowing capacity and its estimated enterprise value. They are not intended to represent the stand-alone results for Tredegar's ongoing operations under GAAP and should not be considered as an alternative to net income (loss) from continuing operations as defined by GAAP. A reconciliation is provided above of these ongoing non-GAAP measures to net income (loss) from continuing operations as reported under GAAP.

- (c) On February 10, 2022, Tredegar announced the initiation of a process to terminate and settle its frozen defined benefit pension plan, which could take up to 24 months to complete. Pension expense under GAAP is projected to be approximately \$14 million in 2022, which is mainly comprised of non-cash amortization of deferred net actuarial losses reflected in the Company's shareholders' equity as accumulated other comprehensive losses. Beginning in 2022, and consistent with no expected required minimum cash contributions, no pension expense is included in calculating Consolidated EBITDA from ongoing operations.

- 3. EBIT (earnings before interest and taxes) from ongoing operations is a non-GAAP financial measure included in the reconciliation of segment financial information to consolidated results for the Company. It is not intended to represent the stand-alone results for Tredegar's ongoing operations under GAAP and should not be considered as an alternative to net income (loss) from continuing operations as defined by GAAP. The Company believes that EBIT is a widely understood and utilized metric that is meaningful to certain investors and that including this financial metric in the reconciliation of management's performance metric, as shown on page 18 of the September 30, 2022 Form 10-Q, EBITDA from ongoing operations, provides useful information to those investors that primarily utilize EBIT to analyze the Company's core operations.

# GAAP to Non-GAAP Reconciliations

4. The after-tax effects of losses associated with plant shutdowns, asset impairments and restructurings, gains or losses from the sale of assets, goodwill impairment charges, net periodic benefit cost for the frozen defined benefit pension plan and other items (which includes unrealized gains and losses for an investment accounted for under the fair value earnings method) have been presented separately and removed from net income (loss) and (loss) per share from continuing operations as reported under U.S. GAAP to determine Tredegar's presentation of net income (loss) and earnings per share from ongoing operations. Net income (loss) and earnings per share from ongoing operations are key financial and analytical measures used by Tredegar to gauge the financial performance of its ongoing operations. They are not intended to represent the stand-alone results for Tredegar's ongoing operations under GAAP and should not be considered as an alternative to net income or earnings per share from continuing operations as defined by U.S. GAAP. They exclude items that we believe do not relate to Tredegar's ongoing operations. A reconciliation is shown below:

(in millions, except per share data)

	2018	2019	2020	2021	LTM 2022
Net income (loss) from continuing operations as reported under U.S. GAAP	\$ 61.6	\$ 58.5	\$ (16.8)	\$ 57.9	\$ 53.6
After tax effects of:					
Losses associated with plant shutdowns, asset impairments and restructurings	0.3	0.6	1.2	0.5	0.9
(Gains) losses from sale of assets and other	(21.4)	(19.3)	55.9	(6.8)	(12.1)
One-time tax credit in Brazil for unemployment/social security insurance non-income taxes	-	-	-	(6.6)	-
Goodwill impairment charge (2020) and accelerated trade name amortization (2019)	-	7.8	10.5	-	-
Tax valuation allowance release primarily due to sale of kaléo	-	-	-	(5.4)	(5.5)
Net periodic benefit cost for the frozen pension plan in process of termination	-	-	-	-	8.1
Net income from ongoing operations	\$ 40.5	\$ 47.6	\$ 50.8	\$ 39.6	\$ 45.0
Earnings (loss) per share from continuing operations under GAAP (diluted)	\$ 1.86	\$ 1.76	\$ (0.51)	\$ 1.72	\$ 1.59
After tax effects of:					
Losses associated with plant shutdowns, asset impairments and restructurings	0.01	0.02	0.04	0.02	0.02
(Gains) losses from sale of assets and other	(0.65)	(0.59)	1.66	(0.20)	(0.36)
One-time tax credit in Brazil for unemployment/social security insurance non-income taxes	-	-	-	(0.20)	-
Goodwill impairment charge (2020) and accelerated trade name amortization (2019)	-	0.23	0.32	-	-
Tax valuation allowance primarily due to sale of kaléo	-	-	-	(0.16)	(0.16)
Net periodic benefit cost for the frozen pension plan in process of termination	-	-	-	-	0.24
Earnings per share from ongoing operations (diluted)	\$ 1.22	\$ 1.42	\$ 1.51	\$ 1.18	\$ 1.33
	<b>Q3 2021</b>	<b>Q4 2021</b>	<b>Q1 2022</b>	<b>Q2 2022</b>	<b>Q3 2022</b>
Net income (loss) from continuing operations as reported under U.S. GAAP	\$ 6.2	\$ 21.4	\$ 16.5	\$ 14.8	\$ 1.0
After tax effects of:					
Losses (gains) associated with plant shutdowns, asset impairments and restructurings	(0.1)	0.3	-	0.1	0.4
(Gains) losses from sale of assets and other	1.1	(10.0)	(2.3)	(0.5)	0.7
One-time tax credit in Brazil for unemployment/social security insurance non-income taxes	-	-	-	-	-
Tax valuation allowance release primarily due to sale of kaléo	-	(5.5)	-	-	-
Net periodic benefit cost for the frozen pension plan in process of termination	-	-	2.7	2.7	2.7
Net income from ongoing operations	\$ 7.2	\$ 6.2	\$ 16.9	\$ 17.1	\$ 4.8
Earnings (loss) per share under GAAP (diluted)	\$ 0.19	\$ 0.63	\$ 0.49	\$ 0.44	\$ 0.03
After tax effects of:					
Losses (gains) associated with plant shutdowns, asset impairments and restructurings	-	0.01	-	-	0.01
(Gains) losses from sale of assets and other	0.03	(0.30)	(0.07)	(0.01)	0.02
One-time tax credit in Brazil for unemployment/social security insurance non-income taxes	-	-	-	-	-
Tax valuation allowance release primarily due to sale of kaléo	-	(0.16)	-	-	-
Net periodic benefit cost for the frozen pension plan in process of termination	-	-	0.08	0.08	0.08
Earnings per share from ongoing operations (diluted)	\$ 0.22	\$ 0.18	\$ 0.50	\$ 0.51	\$ 0.14



# GAAP to Non-GAAP Reconciliations

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5. Net debt is a non-GAAP financial measure that is not intended to represent debt as defined by GAAP, but is utilized by management in evaluating financial leverage and equity valuation. A calculation of net debt is shown below:

(In millions)	September 30, 2022	December 31, 2021
Debt	\$ 124.0	\$ 73.0
Less: Cash and cash equivalents	19.3	30.5
Net debt	<u>\$ 104.7</u>	<u>\$ 42.5</u>