



Clearwater Paper Corporation

Fourth Quarter and Full Year 2011 Results Conference Call
Supplemental Information

Gordon Jones
Linda Massman

Chairman, and Chief Executive Officer
President, Chief Operating Officer and Chief Financial Officer

(Dollars in thousands - except per-share amounts)	Q1 2010	Q2 2010	Q3 2010	Q4 2010 ****	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Twelve Months Ended December 31,	
									2010****	2011
Net sales	\$330,621	\$343,860	\$352,927	\$345,557	\$465,830	\$494,627	\$501,125	\$466,391	\$1,372,965	\$1,927,973
Operating income (loss) *										
Consumer Products	\$25,987	\$25,643	\$17,891	\$11,270	\$13,815	\$6,868	\$7,075	\$15,048	\$80,791	\$42,806
Pulp and Paperboard **	(7,917)	22,660	21,073	29,053	15,648	34,456	26,266	16,457	64,869	92,827
Corporate and eliminations **	(7,506)	(11,003)	(10,465)	(17,919)	(5,917)	(7,531)	(7,958)	1,218	(46,893)	(20,188)
Income from operations	\$10,564	\$37,300	\$28,499	\$22,404	\$23,546	\$33,793	\$25,383	\$32,723	\$98,767	\$115,445
Interest expense, net of interest income	(4,285)	(4,132)	(3,819)	(10,335)	(11,333)	(10,992)	(12,100)	(10,384)	(22,571)	(44,809)
Income tax (provision) benefit	(5,821)	(12,600)	(9,692)	25,717	(6,133)	(8,649)	(5,928)	(10,536)	(2,396)	(31,246)
Other, net	-	-	-	-	(476)	(229)	1,290	(301)	-	284
Net earnings	\$458	\$20,568	\$14,988	\$37,786	\$5,604	\$13,923	\$8,645	\$11,502	\$73,800	\$39,674
Depreciation and amortization expense	11,866	11,861	11,780	12,221	18,669	18,870	19,569	19,825	47,728	76,933
Earnings before interest, income taxes, and depreciation and amortization (EBITDA)***	\$22,430	\$49,161	\$40,279	\$34,625	\$41,739	\$52,434	\$46,242	\$52,247	\$146,495	\$192,662
Adjusted EBITDA***	\$22,430	\$49,161	\$43,385	\$51,873	\$41,739	\$52,434	\$46,242	\$55,130	\$166,849	\$195,545
Adjusted EBITDA margin	6.8%	14.3%	12.3%	15.0%	9.0%	10.6%	9.2%	11.8%	12.2%	10.1%
Diluted net earnings per common share *****	\$0.02	\$0.87	\$0.64	\$1.60	\$0.24	\$0.59	\$0.37	\$0.48	\$3.12	\$1.66
Total debt to total capitalization (excluding accumulated other comprehensive loss)	23.2%	22.4%	21.9%	48.8%	48.5%	47.8%	47.1%	46.6%	48.8%	46.6%
Adjusted EBITDA to interest expense, net	5.2	11.9	11.4	5.0	3.7	4.8	3.8	5.3	7.4	4.4

* Prior period segment operating income (loss) has been adjusted to reflect our change in raw material transfers to provide comparability.

** Includes the impact of the Wood Products sale in Q4 2011.

*** Non-GAAP measures - See reconciliation to GAAP and definitions.

**** Q4 2010 and YTD 2010 amounts include four days of Cellu Tissue activity.

***** All common share amounts have been adjusted for the two-for-one stock split on August 26, 2011.

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Twelve Months Ended December 31,	
									2010	2011
Shipments										
Consumer Products										
Tissue-Actual (short tons)*	52,472	55,486	55,069	55,626	129,566	128,762	134,145	123,046	218,653	515,519
Tissue-Pro forma (short tons)*	130,357	138,065	135,102	132,673	129,566	128,762	134,145	123,046	536,197	515,519
Pulp and Paperboard										
Paperboard (short tons)	189,917	188,197	184,279	176,987	171,497	201,991	184,870	185,487	739,380	743,845
Pulp (short tons)**	13,762	13,307	16,292	17,387	7,800	11,140	20,901	2,360	60,748	42,201
Lumber (MBF)	47,222	44,646	58,436	60,362	57,509	49,455	53,419	42,014	210,666	202,397
Sales Price/Unit										
Consumer Products										
Tissue-Actual (per short ton)*	\$ 2,627	\$ 2,620	\$ 2,614	\$ 2,567	\$ 2,078	\$ 2,088	\$ 2,126	\$ 2,182	\$ 2,607	\$ 2,119
Tissue-Pro forma (per short ton)*	2,010	2,026	2,051	2,053	2,078	2,088	2,126	2,182	2,035	2,119
Pulp and Paperboard										
Paperboard (per short ton)	\$ 881	\$ 888	\$ 948	\$ 947	\$ 983	\$ 980	\$ 971	\$ 970	\$ 915	\$ 976
Pulp (per short ton)**	613	784	694	679	684	718	684	694	691	694
Lumber (per MBF)	356	468	386	378	393	393	412	386	394	397

* Tissue-Actual shipments and sales prices are the actual results that include Cellu Tissue amounts only post-acquisition. The Tissue-Pro forma amounts have been restated for 2010 to include Cellu Tissue amounts.

** Excludes shipments of pulp and transfer prices of pulp used internally.

INCREASE (DECREASE) IN INCOME FROM OPERATIONS
(In thousands)

	4th Quarter 2011 vs. 4th Quarter 2010	4th Quarter 2011 vs. 3rd Quarter 2011	Full Year 2011 vs. Full Year 2010
Consumer Products *	\$3,778	\$7,973	(\$37,985)
Volume	173,067	(23,596)	773,930
Price	(47,373)	6,891	(251,573)
Costs and other	(121,916)	24,678	(560,342)
Pulp & Paperboard	(12,596)	(9,809)	27,958
Volume	(9,089)	(16,782)	(11,797)
Price	4,638	(1,254)	46,108
Costs and other	(8,145)	8,227	(6,353)
Corporate and eliminations	19,137	9,176	26,705
Increase in income from operations	\$10,319	\$7,340	\$16,678

* Q4'10 and Full Year 2010 contain only four days of Cellu Tissue activity.

Reconciliation of Non-GAAP Measures (Unaudited)

(Dollars in thousands)	Q1 2010	Q2 2010	Q3 2010	Q4 2010***	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Twelve Months Ended December 31	
									2010***	2011
Earnings before interest, income taxes, and depreciation & amortization (EBITDA)*										
GAAP net earnings	\$458	\$20,568	\$14,988	\$37,786	\$5,604	\$13,923	\$8,645	\$11,502	\$73,800	\$39,674
Interest expense, net of interest income	4,285	4,132	3,819	10,335	11,333	10,992	12,100	10,384	22,571	44,809
Income tax provision (benefit)	5,821	12,600	9,692	(25,717)	6,133	8,649	5,928	10,536	2,396	31,246
Depreciation and amortization expense	11,866	11,861	11,780	12,221	18,669	18,870	19,569	19,825	47,728	76,933
EBITDA	\$22,430	\$49,161	\$40,279	\$34,625	\$41,739	\$52,434	\$46,242	\$52,247	\$146,495	\$192,662
Lewiston, Idaho sawmill sale related adjustments	-	-	-	-	-	-	-	2,883	-	2,883
Cellu Tissue acquisition related expenses	-	-	3,106	17,248	-	-	-	-	20,354	-
Adjusted EBITDA **	\$22,430	\$49,161	\$43,385	\$51,873	\$41,739	\$52,434	\$46,242	\$55,130	\$166,849	\$195,545

* **EBITDA** is a non-GAAP measure that management uses to evaluate the cash generating capacity of the company. The most directly comparable GAAP measure is net earnings. EBITDA, as we define it, is net earnings adjusted for net interest expense, income taxes, and depreciation and amortization. It should not be considered as an alternative to net earnings computed under GAAP.

** **Adjusted EBITDA** excludes the Cellu Tissue acquisition related expenses in 2010 and the impact of the Wood Products sale in 2011.

*** Q4 2010 and Full Year 2010 amounts include four days of Cellu Tissue activity.



For more information:
www.clearwaterpaper.com