

COMPANY OVERVIEW

2019



“Our 50,000 colleagues are the foundation of our success. Each day, we focus on ensuring the safety of employees, contractors, suppliers and visitors while operating reliably and serving more than 25,000 customers around the world.”

Mark S. Sutton

Mark S. Sutton
Chairman of the Board
and Chief Executive Officer

WHO WE ARE

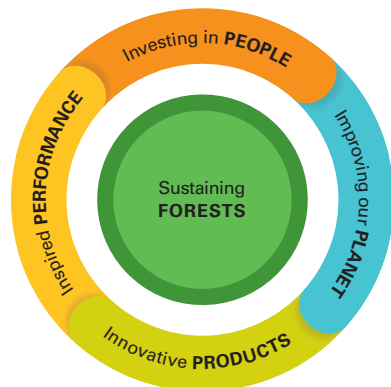
We are one of the world’s leading producers of renewable, fiber-based packaging, pulp and paper.

WHAT WE DO

We improve people’s lives, the planet and our company’s performance by transforming renewable resources into products people depend on every day.

HOW WE DO IT

We do the right things, in the right ways, for the right reasons, all of the time – this is The IP Way. Together, The IP Way and our Core Values of Safety, Ethics and Stewardship serve as our guideposts as we carry out our Mission.



THE IP WAY FORWARD

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

Company Highlights

ABOVE ALL, WE CARE ABOUT PEOPLE.

We make sustainable investments to protect and improve the lives of our employees and mobilize our people, products and resources to address critical needs in the communities where our employees live and work.

We believe diverse workplaces create more opportunities for innovation and collaboration. By embracing inclusion and diversity, we're promoting the success of both our teams and our company.

We've donated **more than \$134 million** to charitable organizations since 2010.



91% of our employees believe safety is a core value

OUR ENTIRE BUSINESS DEPENDS UPON THE SUSTAINABILITY OF FORESTS.

We will continue to lead the world in responsible forest stewardship to ensure healthy and productive forest ecosystems for generations to come.

We have teamed up with partners, from small family farmers to global environmental organizations, to sustain forestlands through:



Management



Conservation

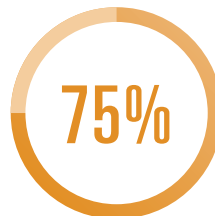


Restoration

WE TACKLE THE TOUGHEST ISSUES IN OUR VALUE CHAIN TO IMPROVE OUR ENVIRONMENTAL FOOTPRINT.



More than 90% of water used in our manufacturing is returned to the environment



Nearly 75% of mill energy is derived from biomass residuals rather than fossil fuels



We are one of the top users of recovered fiber in the U.S.

WE DELIVER LONG-TERM VALUE FOR ALL STAKEHOLDERS.



Every International Paper job supports 3.25 jobs in supplier industries and local communities



We are committed to innovation and currently hold more than 2,000 patents



10th consecutive year of greater than cost-of-capital returns in 2019



10th consecutive year of increased dividends in 2019, at \$2.05 per share

Our Businesses

Creating innovative products from responsibly sourced, renewable resources.

INDUSTRIAL PACKAGING 69% of total revenue



We create packaging products that protect and promote goods, enable worldwide commerce and keep consumers safe. We meet our customers' most challenging sales, shipping, storage and display requirements with sustainable solutions. In addition to containerboard mills, box plants and converting operations across the globe, our North American recycling business recovers, processes and sells seven million tons of corrugated packaging and paper annually.

Segments

- E-commerce
- Protein
- Fruit and vegetable
- Distribution
- Processed food and beverage
- Durable/non-durable goods

Additionally, we provide high-quality coated paperboard for consumer packaging throughout Europe, the Middle East and Africa (EMEA). Customers rely on us for pharmaceutical, healthcare, cosmetics, food and beverage packaging solutions.

Revenue by Region

87% North America	2% EMEA Coated Paperboard
9% EMEA	2% Brazil

GLOBAL CELLULOSE FIBERS 12% of total revenue



We create quality cellulose fiber products suitable for a wide range of applications. Cellulose fiber is a sustainable, renewable raw material used in hundreds of products people depend on every day, including baby diapers, feminine care, adult incontinence and other personal hygiene products that promote health and wellness. Our innovative specialty pulps serve as a sustainable raw material across a variety of industries such as textiles, construction material, paints and coatings and more.

Segments

- Absorbent hygiene products
- Papergrade
- Specialty

Revenue by Region*

94% North America
6% EMEA

*Although the majority of revenue for this business is generated in North America, we export about 80% of this volume, primarily to Asia and EMEA with a smaller portion going to Latin America.

PAPERS 19% of total revenue



We create papers that facilitate education and communication. As one of the world's largest manufacturers of uncoated freesheet, we produce a variety of papers for business and home use. Customers rely on our signature brands including Accent[®] Opaque, Ballet[®], by George[®], ChameX[®], Hammermill[®], POL[®], PRO-DESIGN[®], REY[®] and SvetoCopy[®] for a wide range of printing and converting applications.

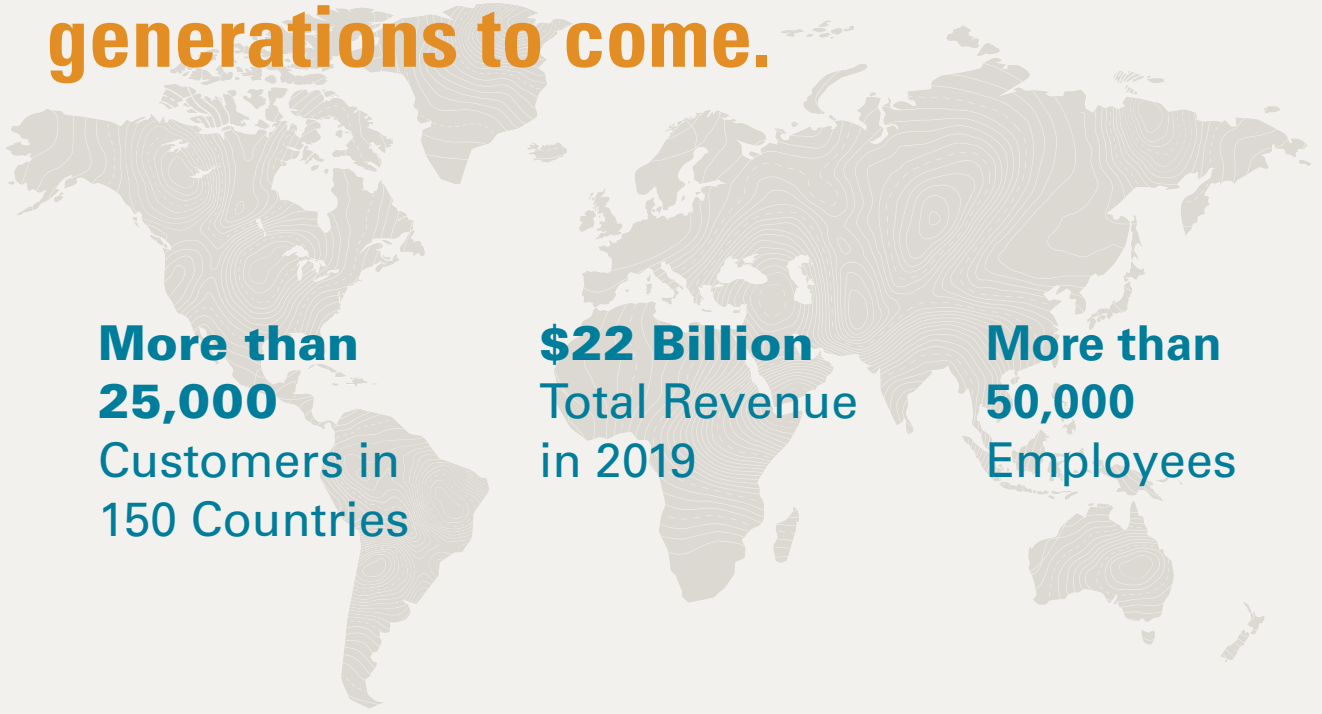
End Use

- Printer and copy paper
- Commercial printing
- Book publishing
- Advertising
- Envelopes
- Bills and statements
- Filing
- Specialty packaging
- Labeling

Revenue by Region

46% North America
29% EMEA
22% Brazil
3% India

We're creating value for generations to come.



VISION 2030

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

Introducing the next generation of our social and environmental goals, Vision 2030. This commitment will accelerate our progress toward achieving our Vision of being among the most successful, sustainable and responsible companies in the world.

HEALTHY & ABUNDANT FORESTS

Lead forest stewardship efforts globally

SUSTAINABLE OPERATIONS

Improve our climate impact and advance water stewardship

THRIVING PEOPLE & COMMUNITIES

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

RENEWABLE SOLUTIONS

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

Aligned with the global priorities of the United Nations' Sustainable Development Goals, our Vision 2030 goals will help us drive sustainable outcomes for people and communities, the environment and our customers.

To see our targets, visit [InternationalPaper.com/Vision-2030](https://www.internationalpaper.com/vision-2030)

OUR GLOBAL TEAM IS COMMITTED TO:

Investing in people and strengthening
our communities

Using all resources responsibly
and efficiently

Ensuring our businesses are safe,
successful and sustainable for
generations to come



FORTUNE Magazine

World's Most Admired
Companies® 2020 for
17 years



Ethisphere Institute

World's Most Ethical
Companies® 2020 for
14 consecutive years



Women's Choice Award®

Best Companies to Work
For — Millennial Women
2018-2020



FTSE4Good

FTSE4Good Index Series

An equity index series that is
designed to facilitate investment
in companies that meet globally
recognized corporate
responsibility standards

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The mark of
responsible forestry



SFI-00006