

# 2016 First-Quarter Financial Results



# **Forward-Looking Statements**

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, 2015, in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2016, and 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 <a href="https://www.tredegar.com">www.tredegar.com</a> under "Investors."

The report speaks as of the date thereof. Tredegar 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.



## 2016 First Quarter and Full Year Financial Results

(in millions, except per share data)	1Q 2016	1Q 2015
Net Sales <sup>1</sup>	\$200.3	\$226.8
Net Income from Ongoing Operations <sup>2</sup>	\$7.5	\$9.6
Diluted EPS from Ongoing Operations <sup>2</sup>	\$.23	\$.29

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

"Sales will continue to decline this year in Tredegar's Personal Care business as a customer transitions to a nonfilms replacement. This issue is the principal reason our profits in the polyethylene films segment were down \$6.6 million versus last year's first quarter. I am pleased with Terphane's profit of \$2 million in the first quarter. However, it is hard to imagine having a more challenging environment for our flexible packaging business, given Brazil's recession, industry overcapacity, volatile currency rates and resin prices starting to move up."

"Our Aluminum Extrusions unit, Bonnell, continues to perform at a very high level with profits improving 42% over last year."

John Gottwald, CEO and President (first quarter 2016 earnings release)

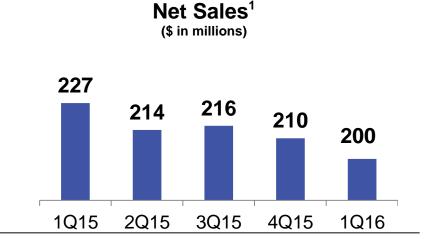
<sup>&</sup>lt;sup>2</sup> See Note 3 in GAAP to Non-GAAP Reconciliations for more information and a reconciliation of this non-GAAP financial measure.

#### First Quarter Net Sales and Net Income

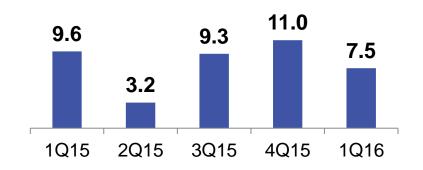


## **Financial Highlights**

- Combined segment operating profit from ongoing operations<sup>3</sup> of \$19.8M
  - PE Films operating profit of \$10.2M (down \$6.6M Y-O-Y and \$2.2M sequentially)
  - Flexible Packaging (Terphane) operating profit of \$2.0M (up \$1.2M Y-O-Y and down \$1.7M sequentially)
  - Bonnell Aluminum operating profit of \$7.5M (up \$2.2M Y-O-Y and down \$2.1M sequentially)
- Non-cash pension expense of \$2.8M in 1Q 2016, \$0.2M favorable to prior year



# Net Income from Ongoing Operations<sup>2</sup> (\$ in millions)



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

<sup>&</sup>lt;sup>3</sup> See Note 6 in GAAP to Non-GAAP Reconciliations for more information and a reconciliation of this non-GAAP financial measure.

# PE Films (includes Personal Care, Surface Protection & Films for Other Markets)



### 2016 First Quarter Results

1st Quarter Performance								
(in millions)	1Q 16	1Q 15						
Volume (lbs.)	37.9	43.0	(12)%					
Net Sales <sup>1</sup>	\$88.5	\$106.4	(17)%					
Operating Profit <sup>2</sup>	\$10.2	\$16.8	(39)%					
Pro Forma Op. Profit4	\$10.0	\$13.2	(24)%					
Adj. EBITDA <sup>3</sup>	\$13.5	\$20.9	(35)%					
Pro Forma Adj. EBITDA <sup>4</sup>	\$12.9	\$16.6	(22)%					

### Financial Highlights

- Lower operating profit versus last year primarily as a result of:
  - Product transitions for Films' largest customer negatively impacting personal care volumes (\$3.2M)
  - Lower volume and sales mix changes for surface protection films (\$1.3M)
  - Unfavorable lag in the passthrough of average resin costs (\$2M)
- Higher R&D spending to support new product opportunities in 2016 (\$1.8M) fully offset by lower SG&A

## **Other Highlights**

- Pro forma estimates reflect operating profit assuming sales from lost business and product transitions that have been eliminated<sup>3</sup>
- Additional product transitions after 2017 expected to result in additional adverse profit impact of \$10M
- Efforts to consolidate domestic manufacturing facilities commenced during the 3<sup>rd</sup> quarter of 2015 (see Management Discussion in Form 10-K, starting on pg. 20, for additional information)
- Capital expenditures of \$35M are projected for 2016

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

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

<sup>&</sup>lt;sup>4</sup> See Note 7 in GAAP to Non-GAAP Reconciliations for more information and a reconciliation of this non-GAAP financial measure.

## Flexible Packaging Films (Terphane)

#### 2016 First Quarter Results



#### **1st Quarter Performance**

(in millions)	1Q 16	1Q 15	
Volume (lbs.)	20.7	19.7	5%
Net Sales <sup>1</sup>	\$26.4	\$26.9	(2)%
Operating Profit <sup>2</sup>	\$2.0	\$0.8	159%
Adj. EBITDA <sup>3</sup>	\$4.2	\$3.5	20%

## **Financial Highlights**

- Higher operating profit versus last year primarily as a result of:
  - Higher volumes (\$.5M)
  - Lower material costs and related operating efficiencies (\$.8M)
  - Favorable lag in the passthrough of resin costs (\$1.0M) and non-operational items (\$.3M)
- Competitive pricing pressures continued to reduce margins
- Foreign currency (FX) transaction losses on USDdenominated exports sales from Brazil of \$1.7M in 1Q 2016 versus FX gains of \$1.8M in 1Q 2015

## **Other Highlights**

- Unfavorable economic conditions in Brazil and ongoing excess global capacity in market expected to continue
- Terphane's future operating results are expected to be volatile until its business environment improves
- Capital expenditures of \$5M are projected for 2016

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

<sup>&</sup>lt;sup>2</sup> See Note 6 in GAAP to Non-GAAP Reconciliations for more information and a reconciliation of this non-GAAP financial measure.

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

# **Aluminum Extrusions** (Bonnell Aluminum)



### 2016 First Quarter Results

1st Quar	ter Perf	formand	e
(in millions)	1Q 16	1Q 15	
Volume (lbs.)	41.5	39.5	5%
Net Sales <sup>1</sup>	\$85.5	\$93.6	(9)%
Operating Profit <sup>2</sup>	\$7.5	\$5.3	42%
Adj. EBITDA <sup>3</sup>	\$9.8	\$7.7	27%

## **Financial Highlights**

- Higher operating profit versus last year due:
  - Higher volume in nonresidential B&C and automotive markets (\$.5M)
  - Non-recurring costs incurred in 1Q 2015 associated with anodizing capacity project and weather-related costs (\$0.6M)
  - Lower freight and utilities driven by decline in energy prices (\$0.8M) and operational efficiencies (\$0.3M)

## **Other Highlights**

- Industry volume growth projected in all major markets in 2016
- Average capacity utilization at approximately 90%
- Capital expenditures of \$22M are projected in 2016, including \$12M for new capacity project in Niles (\$18M project with planned start-up in 2Q 2017, which adds ~16 million pounds of capacity on annualized basis)

<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>&</sup>lt;sup>2</sup> See Note 6 in GAAP to Non-GAAP Reconciliations for more information and a reconciliation of this non-GAAP financial measure.

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



Year-to-Date 2016 Financial Highlights (as of 3/31/2016)

\$ in millions

Cash Flows from Operations	\$4.6
Capital Expenditures	\$8.0
Dividends Paid (quarterly dividend \$.11/share)	\$3.6
Net Debt <sup>1</sup>	\$67.0
Total Debt to Adjusted EBITDA <sup>2</sup> (LTM as of 3/31/2016)	1.3x

As of 3/31/2016. See Note 4 in GAAP to Non-GAAP Reconciliations for more information and a reconciliation of this non-GAAP financial measure.
 As defined under Tredegar's credit agreement. See Tredegar's Form 10-Q for the quarter ended March 31, 2016 (page 29) for more information on this non-GAAP financial measure.



Appendix

# **Tredegar At A Glance**



Major Product Groups	Primary End Markets	Customers	Competitors
PE Films:			
Personal Care: Apertured, breathable, elastic and embossed films and laminate materials for personal care markets	Feminine hygiene products, baby diapers and adult incontinence products	Global and regional consumer care producers	Clopay, Nordenia, Aplix, Pantex, RKW
Surface Protection: Single and multilayer surface protection films for high technology applications during the manufacturing and transportation process	High-value components of flat panel displays, including liquid crystal display ("LCD") televisions, monitors, notebooks, smartphones, tablets, e-readers and digital signage	Major manufacturers of flat panel display components	Toray, Sekesui, Hitachi
Engineered Polymer Solutions: Films combining multiple technology platforms for application-specific functionality, including optical management	Lighting, signage, durable goods, automotive and construction applications	Global and regional leaders in LED lighting	Luminit, Fusion Optix, DuPont
Flexible Packaging Films: Specialized polyester ("PET") films for use in packaging applications	Perishable and non-perishable food packaging; non-food packaging and industrial applications	Major food packaging converters and producers	DuPont Teijin Films, Toray Plastics America, Mitsubishi
Aluminum Extrusions: Custom aluminum extrusion profiles supplied in various finishing and value- added service options including mill (unfinished), anodized, painted,	<b>Building and Construction:</b> Doors, windows, pre-engineered structures, wall panels, partitions and interior enclosures, ducts, louvers and vents, curtain wall (commercial/architectural/monumental), store fronts and entrances, walkway covers, shower and tub enclosures, storm shutters	Glazing contractors and fabricators	Sapa North America, Kaiser Aluminum, Western Extrusions Corp., Keymark Aluminum Corp.
fabricated, machined, cut-to-length, assembled, custom packed and labeled for:	<b>Automotive:</b> Automobile/light truck structural components, recreational vehicles, trim parts, after-market accessories	Tier suppliers to Automotive OEMs	
Building and Construction	Specialty Markets:		
Automotive	<b>Consumer Durables:</b> Furniture, pleasure boats, refrigerators and freezers, appliances, sporting goods	Consumer durables, machinery and equipment,	
Specialty Markets, inclusive of consumer durables, machinery and equipment, electrical, distribution	<b>Machinery and Equipment:</b> Conveyors and conveying systems, industrial modular assemblies, medical equipment, industrial fans, automation systems	and electrical OEMs	
	<b>Electrical:</b> Lighting fixtures, solar panels, electronic apparatus, rigid and flexible conduits		
9	Distribution: Various custom and standard profiles	Metal service centers	

## Tredegar at a Glance

## **Business Strengths**



#### **PE Films**

- > Broad capabilities in high-performance plastic films, elastics, and laminate material technologies
- Global footprint, producing to the highest quality standards, with local supply and service capabilities
- Positive market dynamics and growth trends in multiple end-use markets

#### Flexible Packaging Films

- Industry-leading position in Brazilian 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 strong customer service; in Brazil, sole domestic supplier of innovative value-added products
- High-value specialty PET (polyethylene terephthalate) film offers technical advantages, such has temperature resistance, high dimensional stability and barrier properties

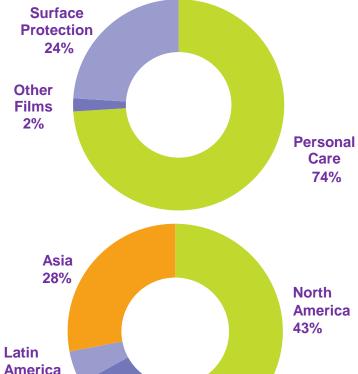
#### **Aluminum Extrusions**

- Industry-leading position in nonresidential building and construction sector of North American extrusions market with four U.S. manufacturing locations
- Market-focused manufacturing operations and world-class capabilities in extrusion and finishing services – fabrication, painting and anodizing
- Positive dynamics and growth trends in building and construction and automotive markets are driving demand

#### **Business Profile**







#### **Key Growth Drivers**

- · Electronics and display market expanding
- Aging baby boomers in developed markets
- · Growth of middle class in emerging markets
- Strong growth in LED lighting market

#### **Customers**

- Global and regional consumer care producers
- Major manufacturers of flat panel display components
- Global and regional leaders in LED lighting

#### **Primary End Use Markets**

- Personal care products feminine hygiene, baby diapers and adult incontinence products
- High-value components of flat panel displays, including LCD televisions, monitors, notebooks, smartphones, tablets and digital signage
- LED and fluorescent lighting

5%

Europe 24%

<sup>&</sup>lt;sup>1</sup> Net sales represent sales less freight. See Note 1 in GAAP to Non-GAAP Reconciliations for more information on this non-GAAP financial measure.





#### **Key Drivers for Surface Protection Films**

- New technologies for high-end TVs, tablets, notebooks and smartphones are driving growth
  - Expanded use of touch screen technology, automotive displays and wearables
    - Screens getting larger (1" per year); flat panel display area projected to grow 4-6% through 2020.
  - Unit growth in TVs expected as consumers upgrade (ex. 4KUHD and QDEF color technology)
- Increasing quality demands to meet high-performance specifications Surface Protection films improve customer process yields and minimize quality rejects during in-process and shipment applications

#### Key Drivers for Personal Care Films

- Positive global market growth trends for absorbent products expected through 2020, driven by gains in adult incontinence products around the world and emerging markets growth in baby diapers:
  - Global market growth of ~ 4% per year, driven by emerging market growth<sup>2</sup>
  - Baby diapers expected to grow ~ 4.3%²
  - > Feminine hygiene expected to grow ~ 3.2%<sup>2</sup>
  - Adult incontinence products expected to grow ~ 8.6%²
- Rapid growth in adult incontinence driven by aging populations and product improvements

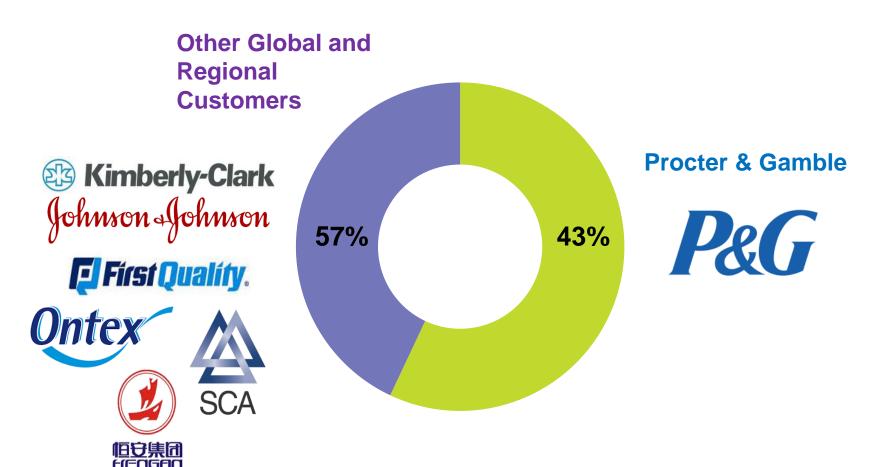
<sup>1</sup> IHS 2015

<sup>&</sup>lt;sup>2</sup> Price Hanna Consultants, January 2016

#### Personal Care Customer Base



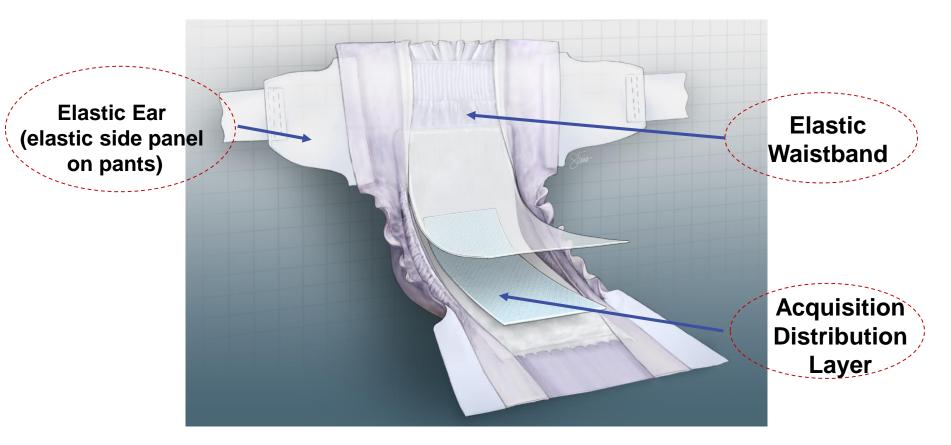
(PE Films Net Sales<sup>1</sup> \$386 million in 2015)





## Personal Care Product Development

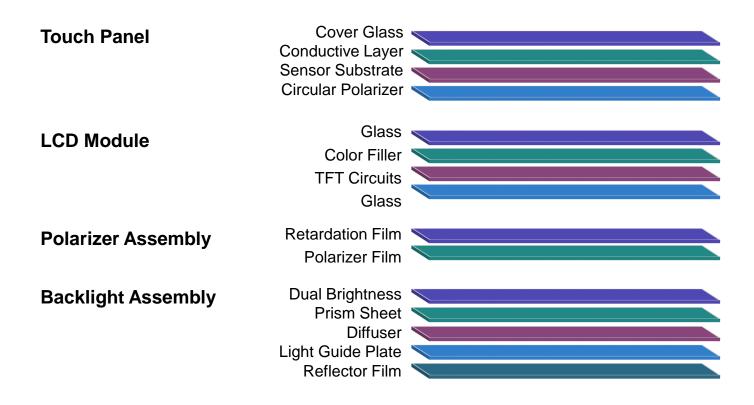
## **Baby Diaper and Adult Incontinence Areas of Development**



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### Surface Protection Overview

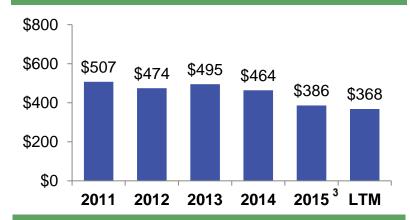
## Typical LCD Optical Stack (examples: TVs, Smartphones)



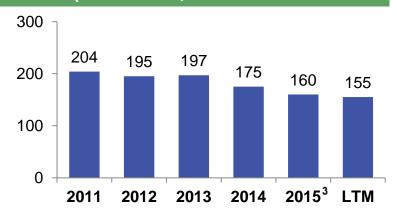
#### Annual Historical Financials

# Tredegar

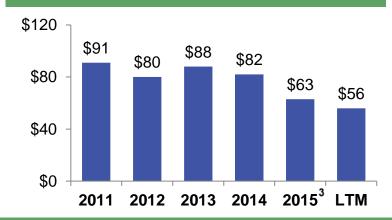
#### Net Sales<sup>1</sup> (\$ in millions)



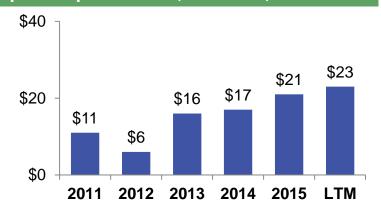
#### Volume (Ibs. in millions)



#### Adjusted EBITDA<sup>2</sup> (\$ in millions)



#### Capital Expenditures (\$ in millions)



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

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

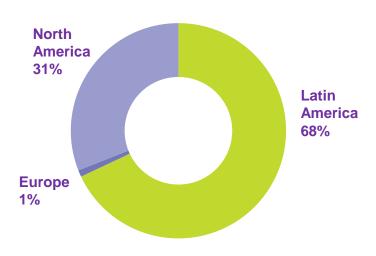
<sup>&</sup>lt;sup>3</sup> Includes sales associated with lost business and product transitions for certain personal care materials. Excluding these sales, pro forma estimates for sales, adjusted EBITDA and volume are net sales of \$347M, adjusted EBITDA of \$53M and volume of 150M lbs. See Note 7 in GAAP to Non-GAAP Reconciliations for more information on these non-GAAP measures.

# Flexible Packaging (PET) Films

# **Business Profile**







#### **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 packaging producers and converters

#### **Primary End Use Markets**

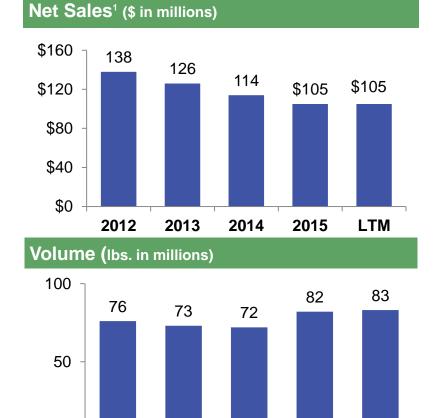
- Perishable and non-perishable food packaging
- Non-food packaging and industrial applications

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

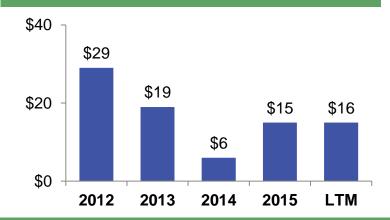
# Flexible Packaging (PET) Films



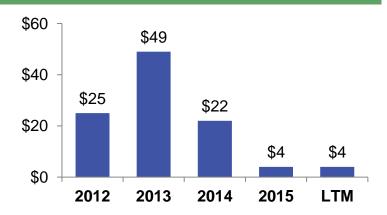
### Annual Historical Financials



#### Adjusted EBITDA<sup>2</sup> (\$ in millions)



#### Capital Expenditures (\$ in millions)



Reflects acquisition of Terphane subsequent to acquisition date of 10/24/11.

2014

2013

LTM

2015

0

2012

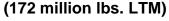
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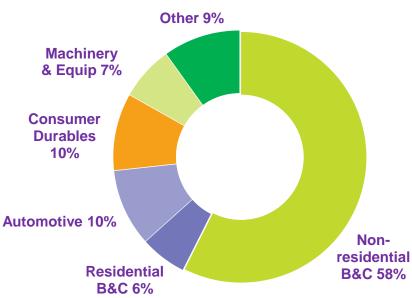
<sup>&</sup>lt;sup>2</sup> See Note 2 in GAAP to Non-GAAP Reconciliations for more information on this non-GAAP financial measure.

## **Bonnell Aluminum**

#### **Business Profile**







#### **Key Market Drivers**

- Nonresidential building and construction recovery with industry growth projected through 2019
- Strong demand for finished products, including anodized and 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

#### **Primary End Use Markets**

- Curtain wall, store fronts and entrances, doors, windows, wall panels and other building components
- Automobile and light truck structural components
- Consumer durables such as major appliances, pleasure boats and recreational watercraft, office and institutional furniture
- Material handling equipment, linear motion and conveying systems, modular framing

## **Bonnell Aluminum**

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## Key Markets



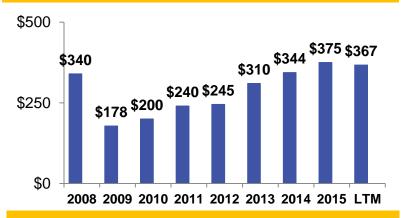
Note: Index computations based on Aluminum Association data (2015) and Lawrence Capital Quarterly Downstream Aluminum Outlook, March 2016. Specialty includes aluminum extrusions sold to the consumer durables, electrical and machinery markets. Actual results could be materially different from forecasted results shown.

## **Bonnell Aluminum**

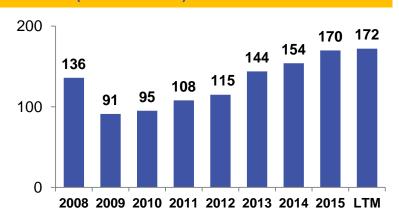
#### Annual Historical Financials



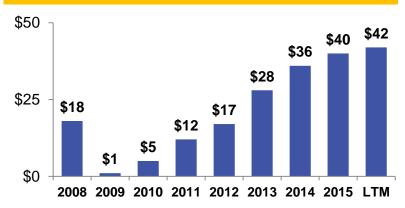
#### Net Sales 1 (\$ in millions)



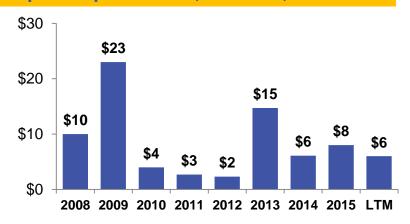
#### Volume (lbs. in millions)



#### Adjusted EBITDA<sup>2</sup>(\$ in millions)



#### Capital Expenditures (\$ in millions)



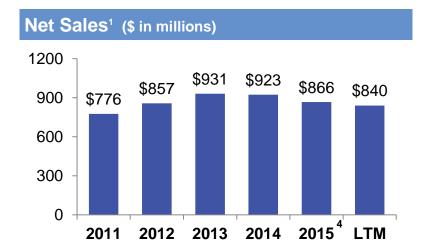
Reflects inclusion of AACOA subsequent to acquisition date of 10/1/12.

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

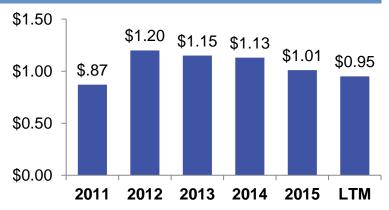
<sup>&</sup>lt;sup>2</sup> See Note 2 in GAAP to Non-GAAP Reconciliations for more information on this non-GAAP financial measure.

### Annual Historical Financials

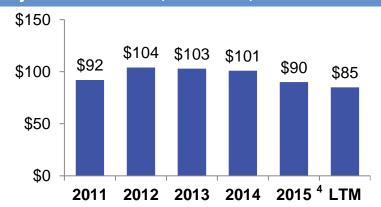




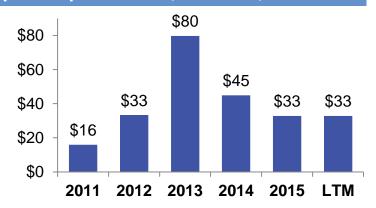
#### Earnings Per Share from Ongoing Ops<sup>3</sup>



#### Adjusted EBITDA<sup>2</sup> (\$ in millions)



#### Capital Expenditures (\$ in millions)



Reflects inclusion of acquisitions of Terphane (subsequent to the acquisition date of 10/24/11) and AACOA (subsequent to the acquisition date of 10/1/12).

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

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

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

<sup>&</sup>lt;sup>4</sup> See PE Films Annual Historical Financials (pg. 16) and Flexible Packaging Films Annual Historical Financials (pg. 18) for additional information on impacts to adj. EBITDA and net sales.

## Capital Expenditures History



(\$ in millions)						
Capital Expenditures	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	2016 <u>Projection<sup>2</sup></u>
PE Films	10.8	6.0	15.6	17.0	21.2	35.0
Flexible Packaging	2.3	24.5	49.3	21.8	3.5	5.0
Aluminum Extrusions	2.7	2.3	14.7	6.1	8.1	22.0
Corporate	0.1	0.5	0.1	-	-	
Total	15.9	33.3	79.7	44.9	32.8	62.0
% Net Sales <sup>1</sup>	2.0%	3.9%	8.6%	4.9%	3.8%	

#### 2016 capital expenditures are projected to include:

- For PE Films, expansion of elastics in Europe, expansion of surface protection in China, North American facility consolidation, and added capacity for production of a new topsheet for feminine hygiene products
- Added capacity in Niles, MI for Aluminum Extrusions
- Routine capital expenditures of approximately \$10M for PE Films, \$3M for Flexible Packaging Films and \$5M for Aluminum Extrusions

<sup>&</sup>lt;sup>1</sup> Net sales represent sales less freight. See Note 1 in GAAP to Non-GAAP Reconciliations for more information on this non-GAAP financial measure.

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



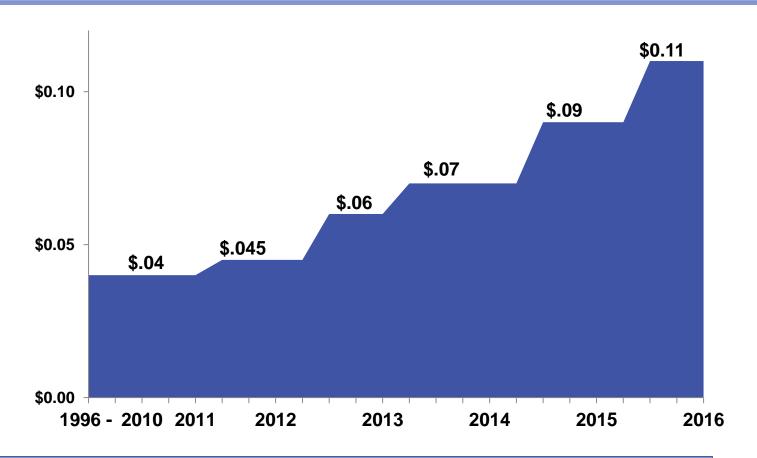


(\$ in millions)	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Cash Flows from Operations	\$46	\$72	\$83	\$77	\$51	\$74
Capital Expenditures	20	16	33	80	45	33
Free Cash Flow <sup>1</sup>	26	56	50	(3)	6	41
Dividends	5	6	31	9	11	14
Acquisitions	6	181	58	0	0	0
Share Repurchases	35	0	0	0	0	0

<sup>&</sup>lt;sup>1</sup> Free cash flow represents cash flows from operations less capital expenditures.

# Tredegar CORPORATION

## **Quarterly Cash Dividend History**



• A special dividend of \$.75 per share was paid in 2012





#### Notes:

1. Net sales represent sales less freight. Net sales 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. Net sales is a key measure used by the chief operating decision maker of each segment for purposes of assessing performance. A reconciliation of net sales to sales is shown below:

	QTD	QTD	QTD	QTD	QTD
(In millions)	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016
PE Films	\$106.4	\$92.0	\$93.9	\$93.3	\$88.5
Flexible Packaging Films	26.8	23.3	27.2	28.0	26.4
Aluminum Extrusions	93.6	98.2	94.8	88.8	85.4
Total net sales	226.8	213.5	215.9	210.1	200.3
Add back freight	7.3	7.7	7.9	6.9	7
Sales as shown in consolidated statements of income	\$234.2	\$221.2	\$223.8	\$217.0	\$207.3

					QTD	LTM
(In millions)	2012	2013	2014	2015	Q1 2015	Q1 2016
PE Films	\$473.9	\$495.4	\$464.3	\$385.6	\$106.4	\$367.7
Flexible Packaging Films	138.0	125.8	114.3	105.3	26.8	104.9
Aluminum Extrusions	245.5	309.5	344.3	375.5	93.6	367.3
Total net sales	857.4	930.7	923.0	866.3	226.8	839.9
Add back freight	24.8	28.6	28.8	29.8	7.3	29.5
Sales as shown in consolidated statements of income	\$882.2	\$959.3	\$951.8	\$896.1	\$234.2	\$869.4

2. Adjusted EBITDA represents net income (loss) from continuing operations before interest, taxes, depreciation, amortization, unusual items, goodwill impairments, gains or losses associated with plant shutdowns, asset impairments and restructurings, gains or losses from the sale of assets, investment write-downs or write-ups, charges related to stock option awards accounted for under the fair value-based method, goodwill impairment charges and other items. Adjusted EBITDA is a non-GAAP financial measure that is not intended to represent net income (loss) or cash flow from operations as defined by U.S. GAAP and should not be considered as either an alternative to net income (loss) (as an indicator of operating performance) or to cash flow (as a measure of liquidity). Tredegar uses Adjusted EBITDA as a measure of unlevered (debt-free) operating cash flow.

We also use it when comparing relative enterprise values of manufacturing companies and when measuring debt capacity. When comparing the valuations of a peer group of manufacturing companies, we express enterprise value as a multiple of Adjusted EBITDA. We believe Adjusted EBITDA is preferable to operating profit and other GAAP measures when applying a comparable multiple approach to enterprise valuation because it excludes the items noted above, measures of which may vary among peer companies.

A reconciliation of ongoing operating profit (loss) from continuing operations to Adjusted EBITDA is shown on the next page. Amounts relating to corporate overhead for the prior years have been reclassified to conform with the current year's presentation. Adjusted EBITDA in the first quarter of 2016 and the full year 2015 include adjustments of \$0.1 million and \$0.4 million, respectively, for accelerated depreciation associated with the consolidation of PE Films manufacturing facilities in North America. Adjusted EBITDA for Aluminum Extrusions in 2012 includes an adjustment of \$2.4 million for accelerated depreciation associated with the shutdow n of its manufacturing facility in Kentland, IN. Accelerated depreciation associated with the shutdow n of the Kentland manufacturing facility was excluded from operating profit from ongoing operations. This amount has therefore been subtracted from the amount of depreciation expense added back in calculating Adjusted EBITDA.



Notes (c	ontinued):	
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(In millions) Flexible								
		PE	Packa	ging	Αlι	ıminum		
2015		Films	Film	ıs	Ext	rusions		Total
Operating profit (loss) from ongoing operations	\$	48.3	\$	5.5	\$	30.4	\$	84.2
Add back depreciation & amortization		15.5		9.7		9.7		34.9
Less accelerated depreciation associated with plant consolidation		(0.4)						(0.4)
Adjusted EBITDA before corporate overhead (a)		63.4		15.2		40.1		118.7
Corporate overhead		-				-		(28.6)
Adjusted EBITDA (c)	\$	63.4	\$	15.2	\$	40.1	\$	90.1
Net sales (b)	\$	385.6	\$	105.3	\$	375.5	\$	866.4
Adjusted EBITDA margin [(a) / (b )]		16.4%		14.4%		10.7%		13.7%
Capital expenditures (d)	\$	21.2	\$	3.5	\$	8.1	\$	32.8
Adjusted EBITDA less capital expenditures [(c) - (d)]		42.2		11.7		32.0		57.3
2014								
Operating profit (loss) from ongoing operations	\$	61.0	\$	(2.9)	\$	25.7	\$	83.8
Add back depreciation & amortization		21.4		9.3		9.9		40.6
Adjusted EBITDA before corporate overhead (a)		82.4		6.4		35.6		124.4
Corporate overhead		-				-		(23.5)
Adjusted EBITDA (c)	\$	82.4	\$	6.4	\$	35.6	\$	100.9
Net sales (b)	\$	464.3	\$	114.3	\$	344.3	\$	922.9
Adjusted EBITDA margin [(a) / (b)]		17.7%		5.6%		10.3%		13.5%
Capital expenditures (d)	\$	17.0	\$	21.8	\$	6.1	\$	44.9
Adjusted EBITDA less capital expenditures [(c) - (d)]		65.4		(15.4)		29.5		56.0
2013								
Operating profit (loss) from ongoing operations	\$	61.9	\$	9.1	\$	18.3	\$	89.3
Add back depreciation & amortization		25.6		9.7		9.2		44.5
Adjusted EBITDA before corporate overhead (a)		87.5		18.8		27.5		133.8
Corporate overhead		-				-		(31.3)
Adjusted EBITDA (c)	\$	87.5	\$	18.8	\$	27.5	\$	102.5
Net sales (b)	\$	495.4	\$	125.6	\$	309.5	\$	930.5
Adjusted EBITDA margin [(a) / (b)]	•	17.7%	·	15.0%	·	8.9%	٠	14.4%
Capital expenditures (d)	\$	15.6	\$	49.3	\$	14.7	\$	79.6
Adjusted EBITDA less capital expenditures [(c) - (d)]	•	71.9		(30.5)	•	12.8		22.9
2012								
Operating profit (loss) from ongoing operations	\$	50.8	\$	19.2	\$	9.0	\$	79.0
Add back depreciation & amortization		29.0		10.2		10.0		49.2
Less accelerated depreciation associated with plant shutdown		-		-		(2.4)		(2.4)
Adjusted EBITDA before corporate overhead (a)		79.8		29.4		16.6		125.8
Corporate overhead		-		-		-		(22.3)
Adjusted EBITDA (c)	\$	79.8	\$	29.4	\$	16.6	\$	103.5
Net sales (b)	\$	473.8	\$	138.0	\$	245.5	\$	857.3
Adjusted EBITDA margin [(a) / (b)]	<b>~</b>	16.8%	7	21.3%	Ψ	6.8%	Ψ	14.7%
Capital expenditures (d)	\$	6.0	\$	24.5	\$	2.3	\$	32.8
Adjusted EBITDA less capital expenditures [(c) - (d)]	•	73.8		4.9	-	14.3	-	70.7



Adjusted EBITDA less capital expenditures [(c) - (d)]

Notes (continued):	(In millions)	F	PE Films	Flexible Packaging Films		Alumi Extrus			Total
	2011							_	
	Operating profit (loss) from ongoing operations	\$	56.5			\$	3.5	\$	63.0
	Add back depreciation & amortization		34.2		2.1		8.3		44.6
	Adjusted EBITDA before corporate overhead (a)		90.7	;	5.1		11.8		107.6
	Corporate overhead Adjusted EBITDA (c)	\$	90.7	•	- 5.1	¢.	11.8	\$	(15.5) 92.1
	Adjusted EBTTDA (C)	•	90.7	Ф ;	0.1	Ф	11.0	Ф	92.1
	Net sales (b)	\$	507.3		.3	\$	240.4	\$	776.0
	Adjusted EBITDA margin [(a) / (b)]		17.9%	18.0	%		4.9%		13.9%
	Capital expenditures (d)	\$	10.8	\$ 2	.3	\$	2.7	\$	15.8
	Adjusted EBITDA less capital expenditures [(c) - (d)]	•	79.9		.8	•	9.1	•	76.3
	Quarter Ended March 31, 2016								
	Operating profit (loss) from ongoing operations	\$	10.2	\$ 2	.0	\$	7.5	\$	19.7
	Add back depreciation & amortization		3.4	. 2	.2		2.3		7.9
	Less accelerated depreciation associated with plant consolidation		(0.1)						(0.1)
	Adjusted EBITDA before corporate overhead (a)		13.5	4	.2		9.8		27.5
	Corporate overhead		-		-		-		(7.5)
	Adjusted EBITDA (c)	\$	13.5	\$ 4	.2	\$	9.8	\$	20.0
	Net sales (b)	\$	88.5	\$ 26	.4	\$	85.4	\$	200.3
	Adjusted EBITDA margin [(a) / (b)]	Ψ	15.3%	15.9		Ψ	11.5%	Ψ	13.7%
	Capital expenditures (d)	\$	6.3		.7	\$	0.9	\$	7.9
	Adjusted EBITDA less capital expenditures [(c) - (d)]		7.2	3	.5		8.9		12.1
	Quarter Ended March 31, 2015			_	_			_	
	Operating profit (loss) from ongoing operations	\$	16.8	•		\$	5.3	\$	22.9
	Add back depreciation & amortization		4.1		.7		2.4		9.2
	Adjusted EBITDA before corporate overhead (a)		20.9	3	.5		7.7		32.1
	Corporate overhead	\$	20.9	Φ	.5	Φ.	77	Φ.	(7.2)
	Adjusted EBITDA (c)	•	20.9	<b>a</b>	.o	\$	7.7		24.9
	Net sales (b)	\$	106.4	\$ 26	.8	\$	93.6	\$	226.8
	Adjusted EBITDA margin [(a) / (b)]		19.6%	13.	1%		8.2%		14.2%
	Capital expenditures (d)	\$	4.4	\$ 0	.7	\$	2.8	\$	7.9
	Adjusted EBITDA less capital expenditures [(c) - (d)]	•	16.5		.8	•	4.9	Ψ	17.0
	Last Twelve Months Ended March 31, 2016								
	Operating profit (loss) from ongoing operations	\$	41.7	\$ 6	.7	\$	32.6	\$	81.0
	Add back depreciation & amortization		14.8		.2		9.6		33.6
	Less accelerated depreciation associated with plant consolidation		(0.5)						(0.5)
	Adjusted EBITDA before corporate overhead (a)		56.0	15	.9		42.2		114.1
	Corporate overhead		-		-		-		(28.8)
	Adjusted EBITDA (c)	\$	56.0	\$ 15	.9	\$	42.2	\$	85.3
	Net sales (b)	\$	367.7	\$ 104	9	\$	367.3	\$	839.9
	Adjusted EBITDA margin [(a) / (b )]	Ψ	15.2%	15.2		Ψ	11.5%	Ψ	13.6%
	Capital expenditures (d)	\$	23.1	\$ 3	.5	\$	6.2	\$	32.8

32.9

36.0



#### Notes (continued):

3. The after-tax effects of losses associated with plant shutdowns, asset impairments and restructurings and gains or losses from the sale of assets and other items (which includes unrealized gains and losses for an investment accounted for under the fair value method) have been presented separately and removed from income (loss) and earnings (loss) per share from continuing operations as reported under U.S. GAAP to determine Tredegar's presentation of net income and earnings per share from ongoing operations. Net income and earnings per share from ongoing operations are key financial and analytical measures used by Tredegar to gauge the operating 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)											L	.TM	
	2	2011	:	2012	2	2013 2014 \$ 35.9 \$ 36.0 \$			2015		Q1	Q1 2016	
Net income (loss) from continuing operations as reported under U.S. GAAP	\$	28.5	\$	43.2	\$	35.9	\$	36.0	\$	(32.1)	\$	(34.7)	
After tax effects of:													
(Gains) losses associated with plant shutdowns, asset impairments and restructurings		1.2		3.2		0.9		2.0		3.0		3.8	
(Gains) losses from sale of assets and other		(1.8)		(7.9)		0.5		(1.2)		17.7		17.4	
Goodwill impairment charge		-		-		-		-		44.5		44.5	
Net income from ongoing operations	\$	27.9	\$	38.5	\$	37.3	\$	36.8	\$	33.1	\$	31.0	
Earnings (loss) from continuing operations per share under GAAP (diluted)  After tax effects of:	\$	0.89	\$	1.34	\$	1.10	\$	1.11	\$	(0.99)	\$	(1.07)	
(Gains) losses associated with plant shutdowns, asset impairments and restructurings		0.04		0.10		0.03		0.06		0.09		0.11	
(Gains) losses from sale of assets and other		(0.06)		(0.24)		0.02		(0.04)		0.54		0.54	
Goodwill impairment charge		-		-		-		-		1.37		1.37	
Earnings per share from ongoing operations (diluted)	\$	0.87	\$	1.20	\$	1.15	\$	1.13	\$	1.01	\$	0.95	

(in millions, except per share data)

(III Tillilloris, except per share data)										
	Q1	2015	Q2	2 2015	Q:	3 2015	Q4	2015	Q1	2016
Net income (loss) from continuing operations as reported under U.S. GAAP	\$	9.9	\$	0.6	\$	(36.7)	\$	(5.9)	\$	7.3
After tax effects of:										
(Gains) losses associated with plant shutdowns, asset impairments and restructurings		(0.1)		0.2		1.5		1.4		0.7
(Gains) losses from sale of assets and other		(0.2)		2.4		-		15.5		(0.5)
Goodwill impairment charge		-		-		44.5		-		-
Net income from ongoing operations	\$	9.6	\$	3.2	\$	9.3	\$	11.0	\$	7.5
Earnings (loss) from continuing operations per share under GAAP (diluted)	\$	0.30	\$	0.02	\$	(1.13)	\$	(0.18)	\$	0.22
After tax effects of:										
(Gains) losses associated with plant shutdowns, asset impairments and restructurings		-		0.01		0.05		0.04		0.02
(Gains) losses from sale of assets and other		(0.01)		0.07		-		0.48		(0.01)
Goodwill impairment charge		-		-		1.36		-		-
Earnings per share from ongoing operations (diluted)	\$	0.29	\$	0.10	\$	0.28	\$	0.34	\$	0.23



#### Notes (continued):

4. 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)	N	March 31,
		2016
Debt	\$	107.0
Less: Cash and cash equivalents		(40.0)
Net debt	\$	67.0

5. Net debt-to-capitalization is a non-GAAP financial measure that is used by management in evaluating financial leverage and equity valuation. The calculation is Net Debt divided by Total Capitalization. A reconciliation of net debt-to-capitalization is shown below:

(In millions except percentages)	Mai	March 31,						
	2	2016						
Net debt (see note 4) (a)	\$	67.0						
Shareholders' equity (b)		291.5						
Net debt-to-capitalization [(a) / (a+b)]	-	18.7%						



#### Notes (continued):

6. Operating profit from ongoing operations is used by management to assess profitability. A reconciliation of operating profit from ongoing operations to net income is show below:

Operating profit (loss):												
(in thousands)	2011		2012	2013	2014	2015	C	21 2015	15 Q4 2015		Q	1 2016
PE Films:												
Ongoing operations	\$ 56,521	\$	50,814	\$ 61,866	\$ 60,971	\$ 48,275	\$	16,832	\$	12,426	\$	10,235
Plant shutdowns, asset impairments and restructurings, gain												
from sale of assets and other items	(901	)	1,011	(671)	(12,238)	(4,180)		-		(2,129)		(1,135)
Flexible Packaging Films:												
Ongoing operations	2,972		19,136	9,100	(2,917)	5,453		785		3,660		2,032
Plant shutdowns, asset impairments and restructurings, gain												
from sale of assets and other items	(5,906	)	(1,120)	-	(589)	(185)		67		-		-
Goodwill Impairment charge						(44,465)						
Aluminum Extrusions:												
Ongoing operations	3,457		9,037	18,291	25,664	30,432		5,292		9,569		7,499
Plant shutdowns, asset impairments and restructurings, gain												
from sale of assets and other items	58		(5,427)	(2,748)	(976)	(708)		(15)		(344)		(7)
Total	56,201		73,451	85,838	69,915	34,622		22,961		23,182		18,624
Interest income	1,023		418	594	588	294		89		23, 162 47		37
Interest expense	1,926		3.590	2.870	2,713	3.502		885		823		1,085
Gain on sale of investment property	1,320		5,590	2,070	1,208	3,302				023		1,000
Unrealized loss on investment property			_	(1,018)	1,200			_				
Gain (loss) from an investment accounted for under the fair value method	1,600		16.100	3.400	2,000	(20,500)		_		(20,500)		800
Stock option-based compensation costs	1,940		1,432	1,155	1,272	483		300		(88)		(37)
Corporate expenses, net	16.169		23,443	31,857	24,310	33,638		7,216		8,006		7,916
Income (loss) from continuing operations before income taxes	38,789		61,504	52,932	45,416	(23,207)		14,649		(6,012)		10,497
Income taxes	10,244		18,319	16,995	9,387	8,928		4,779		(136)		3,216
Income (loss) from continuing operations	28,545		43,185	35,937	36,029	(32,135)		9,870		(5,876)		7,281
Income (loss) from discontinued operations, net of tax	(3,690	)	(14,934)	(13,990)	850	,		<u> </u>				
Net income (loss)	\$ 24,855	\$	28,251	\$ 21,947	\$ 36,879	\$ (32,135)	\$	9,870	\$	(5,876)	\$	7,281



#### Notes (continued):

7. Sales volumes in 2016 have declined as a result of the wind down of shipments for certain personal care materials due to various product transitions and business lost, primarily with PE Films' largest customer. In addition, efforts to consolidate domestic manufacturing facilities commenced in the third quarter of 2015. This restructuring project is not expected to be completed until the middle of 2017, and once complete, annual pre-tax cash cost savings are expected to be \$5-6 million. The tables below summarize the pro forma sales volume, net sales and operating profit from ongoing operations for the quarters ended March 31, 2016 and 2015 and the twelve month period ended March 31, 2016 had the impact of these events noted above been fully realized:

	Quarter Ended				Ye	ar Ended		
	March 31				Dec	ecember 31,		
		2016		2015		2015		
Volume (lbs)		37,886		43,046		160,283		
Volume associated with product transitions & other losses (lbs)		1,348		4,126		10,742		
Pro forma volume (lbs)		36,538		38,920		149,541		
Net Sales	\$	88,481	\$	106,357	\$	385,550		
Net sales associated with product transitions & other losses		4,728		14,344		38,542		
Pro forma net sales	\$	83,753	\$	92,013	\$	347,008		
Operating profit from ongoing operations, as reported	\$	10,235	\$	16,832	\$	48,275		
Contributions to operation profit from ongoing operations associated with								
product transitions & other losses before restructurings & fixed cost reduction		1,543		4,952		13,349		
Operating profit from ongoing operations, net of the impact of business that will be fully eliminated in future periods		8,692		11,880		34,926		
Estimated future benefit of North American facility consolidation		1,300		1,300		5,200		
Pro forma estimated operating profit from ongoing operations	\$	9,992	\$	13,180	\$	40,126		
Add: Depreciation & amortization expense Less: Depreciation & amortization associated with future benefit of North American		3,319		4,115		15,124		
facility consolidation		(410)		(661)		(2,207)		
Pro forma Adjusted EBITDA	\$	12,901	\$	16,634	\$	53,043		