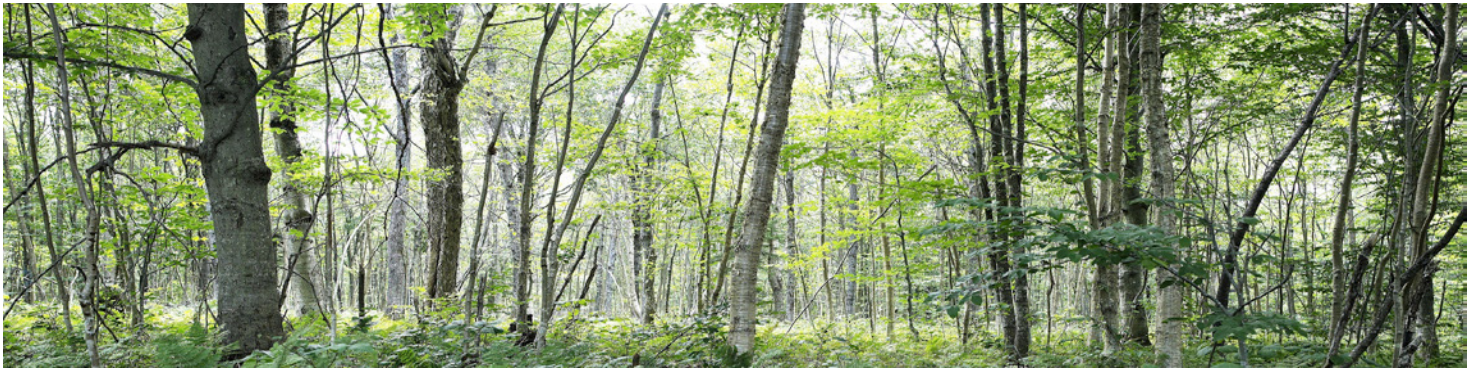


# DOMTAR INVESTOR FACTSHEET

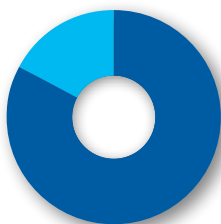


Domtar is a leading provider of a wide variety of fiber-based products including communication papers, specialty and packaging papers, market pulp and absorbent hygiene products. With approximately 10,000 employees, Domtar is driven by a commitment to turn sustainable wood fiber into useful products that people rely on every day.

**\$5.2 billion**  
in sales in 2017

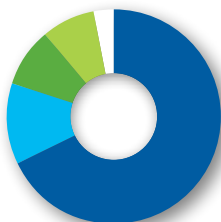
**SALES BY BUSINESS SEGMENT**

- Pulp and Paper 81%
- Personal Care 19%



**SALES BY REGION**

- U.S. 68%
- Europe 12%
- Canada 9%
- Asia 9%
- Other 2%



**17 million**  
green tons  
of wood fiber  
processed

**8 million**  
tons of biomass  
processed in boilers  
and co-generation  
turbine systems

**6 million**  
tons of cellulose  
and 2.5 million tons  
of lignin

**500 MW**  
of power  
generation

**4 million**  
tons of pulp capacity,  
including 1.8 million air  
dry metric tons of  
market pulp

**3 million**  
million short tons  
of uncoated freesheet  
paper capacity

**10,000**  
employees

NYSE/TSX:  
**UFS**

**2.3 billion**  
units of adult diapers  
shipped

**2.3 billion**  
units of baby diapers  
shipped

Customers in  
**50+  
countries**

## PULP AND PAPER SEGMENT

- Largest manufacturer of uncoated freesheet paper in North America
- Leading global producer of softwood and fluff pulp
- Low-cost, flexible manufacturing asset base



## PERSONAL CARE SEGMENT

- Leading supplier of quality, cost-effective absorbent hygiene solutions
- Unique combination of proprietary insights, category management and innovation capabilities



### Communication Papers

Business, commercial print and publishing papers

**46%**  
of 2017 sales

**3-5%**  
Long-term growth rate

### Specialty and Packaging Papers

Premium, technical and specialty packaging papers

**13%**  
of 2017 sales

**GDP**  
Long-term growth rate

### Market Pulp

Papergrade, fluff and specialty pulp

**22%**  
of 2017 sales

**2-4%**  
Long-term growth rate

### Adult Products

Briefs, professional care, protective underwear, pads, underpads

**12%**  
of 2017 sales

**4-6%**  
Long-term growth rate

### Infant Products

Diapers, training and youth pants, bed mats

**6%**  
of 2017 sales

**0-2%**  
Long-term growth rate

### Other

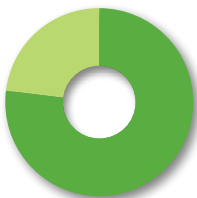
Other absorbency products

**1%**  
of 2017 sales

### MANUFACTURING CAPACITY BY REGION

#### Paper

- U.S. 77%
- Canada 23%



#### Market Pulp

- U.S. 54%
- Canada 46%



### SALES BY REGION

#### Paper

- U.S. 81%
- Canada 13%
- Other 6%



#### Market Pulp

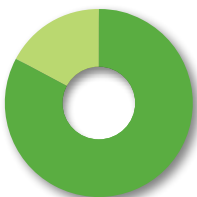
- Other 57%
- U.S. 40%
- Canada 3%



### SHIPMENTS BY GRADE

#### Paper

- Communication 83%
- Specialty and Packaging 17%



#### Market Pulp<sup>1</sup>

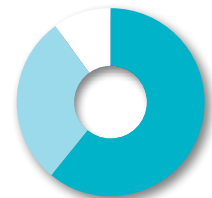
- Softwood 61%
- Fluff 34%
- Hardwood 5%



<sup>(1)</sup> Including pulp shipments to Personal Care

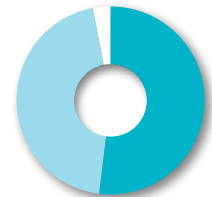
### SALES BY PRODUCT CATEGORY

- Adult Incontinence 62%
- Infant 30%
- Other 8%



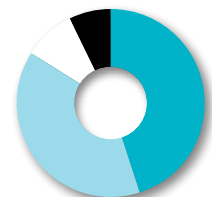
### SALES BY REGION

- U.S. 52%
- Europe 45%
- Other 3%



### SALES BY CHANNEL

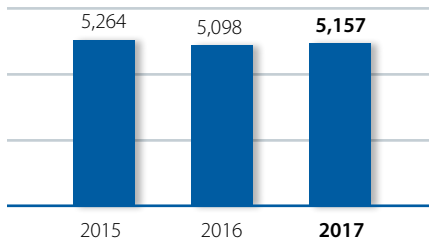
- Healthcare 45%
- Retail 39%
- Direct-to-Consumer 9%
- Other 7%



## KEY PERFORMANCE INDICATORS

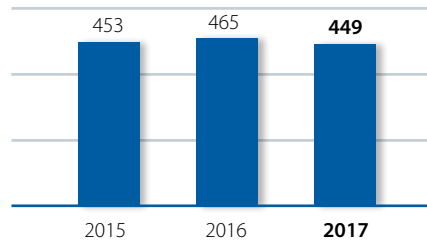
### SALES

(In millions of dollars)



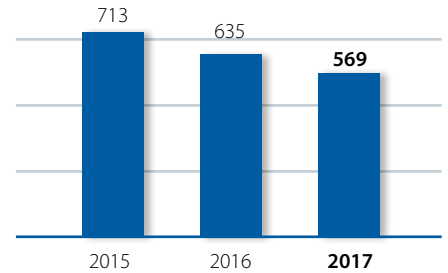
### CASH FLOW FROM OPERATING ACTIVITIES

(In millions of dollars)



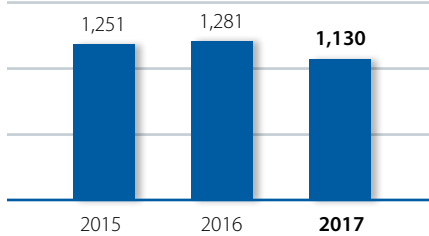
### EBITDA BEFORE ITEMS<sup>1</sup>

(In millions of dollars)



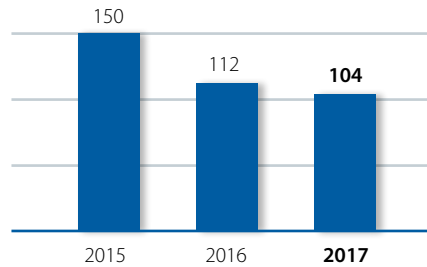
### LONG-TERM DEBT, INCLUDING CURRENT PORTION

(In millions of dollars)



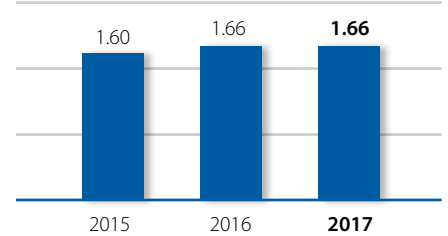
### CASH RETURNED TO SHAREHOLDERS

(In millions of dollars)



### DIVIDEND DECLARED PER COMMON SHARE

(In dollars per share)



## SUSTAINABILITY PERFORMANCE HIGHLIGHTS

### ENERGY

RENEWABLE ENERGY USED IN OUR PULP AND PAPER MILLS

**75%\***

INDUSTRY AVERAGE IS 67%<sup>2</sup>

SELF-GENERATED ELECTRICITY IN OUR PULP AND PAPER MILLS

**72%**

INDUSTRY AVERAGE IS 56%<sup>2</sup>

### FIBER

TOTAL CERTIFIED FIBER USED BY OUR PULP AND PAPER MILLS IN 2016

**34%**

INDUSTRY AVERAGE IS 29%<sup>2</sup>

ACRES ENROLLED IN FOUR STATES TIMBERLAND OWNERS ASSOCIATION FSC GROUP CERTIFICATION IN LESS THAN FIVE YEARS

**500,000+**

### ENVIRONMENT

REDUCED WASTE SENT TO LANDFILLS FROM PULP AND PAPER MILLS

**33%**

Since 2013

CO<sub>2</sub>e

**13%**

REDUCTION IN TOTAL GHG EMISSIONS FROM PURCHASED ENERGY AT OUR PULP AND PAPER MILLS SINCE 2010

<sup>(1)</sup> Non-GAAP financial measures, refer to reconciliation at: [www.domtar.com](http://www.domtar.com)

<sup>(2)</sup> Source: 2016 American Forest & Paper Association Sustainability Report

\*Net of 3% sold into various renewable energy marketplaces

## OUR LOCATIONS

### CORPORATE OFFICES

Fort Mill, South Carolina  
Montreal, Quebec

### PULP AND PAPER

#### DIVISION HEADQUARTERS

Fort Mill, South Carolina

#### UNCOATED FREESHEET

(Annual paper manufacturing capacity in short tons)

Ashdown, Arkansas (265,000 tons)  
Espanola, Ontario (69,000 tons)  
Hawesville, Kentucky (596,000 tons)  
Johnsonburg, Pennsylvania (344,000 tons)  
Kingsport, Tennessee (426,000 tons)  
Marlboro (Bennettsville), South Carolina (274,000 tons)  
Nekoosa, Wisconsin (168,000 tons)  
Port Huron, Michigan (113,000 tons)  
Rothschild, Wisconsin (131,000 tons)  
Windsor, Quebec (642,000 tons)

#### MARKET PULP

(Annual pulp manufacturing capacity in air dry metric tons)

Ashdown, Arkansas (516,000 tons)<sup>1</sup>  
Dryden, Ontario (327,000 tons)  
Kamloops, British Columbia (354,000 tons)  
Plymouth, North Carolina (390,000 tons)

#### CHIP MILLS

Hawesville, Kentucky  
Johnsonburg, Pennsylvania  
Kingsport, Tennessee  
Marlboro (Bennettsville), South Carolina

### CONVERTING AND DISTRIBUTION – ONSITE

Ashdown, Arkansas  
Rothschild, Wisconsin  
Windsor, Quebec

### CONVERTING AND FORMS MANUFACTURING

Addison, Illinois  
Brownsville, Tennessee  
Dallas, Texas  
DuBois, Pennsylvania  
Griffin, Georgia  
Owensboro, Kentucky  
Ridgefields, Tennessee  
Rock Hill, South Carolina  
Tatum, South Carolina  
Washington Court House, Ohio

### ARIVA – CANADA

Halifax, Nova Scotia  
Montreal, Quebec  
Mount Pearl, Newfoundland and Labrador  
Ottawa, Ontario  
Quebec City, Quebec  
Toronto, Ontario

### REGIONAL REPLENISHMENT CENTERS – UNITED STATES

Charlotte, North Carolina  
Chicago, Illinois  
Dallas, Texas  
Delran, New Jersey  
Indianapolis, Indiana  
Jacksonville, Florida

Mira Loma, California  
Seattle, Washington

### REGIONAL REPLENISHMENT CENTERS – CANADA

Richmond, Quebec  
Toronto, Ontario  
Winnipeg, Manitoba

### REPRESENTATIVE OFFICE – INTERNATIONAL

Hong Kong, China

### LOCAL DISTRIBUTION CENTERS

Atlanta, Georgia  
Birmingham, Alabama  
Buffalo, New York  
Cincinnati, Ohio  
Cleveland, Ohio  
Des Moines, Iowa  
Houston, Texas  
Jackson, Mississippi  
Kansas City, Kansas  
Louisville, Kentucky  
Memphis, Tennessee  
Minneapolis, Minnesota  
Nashville, Tennessee  
Omaha, Nebraska  
Phoenix, Arizona  
Plain City, Ohio  
Richmond, Virginia  
Salt Lake City, Utah  
San Antonio, Texas  
San Lorenzo, California  
St. Louis, Missouri  
Vancouver, Washington

Walton, Kentucky  
Wayne, Michigan  
Wisconsin Rapids, Wisconsin

### PERSONAL CARE

#### DIVISION HEADQUARTERS

Raleigh, North Carolina

#### MANUFACTURING AND DISTRIBUTION

Aneby, Sweden  
Delaware, Ohio  
Greenville, North Carolina  
Jesup, Georgia  
Toledo, Spain  
Waco, Texas

#### SALES OFFICES

Daytona Beach, Florida  
Emmerloord, The Netherlands  
Keebergen, Belgium  
Olivette, Missouri  
Oslo, Norway  
Linz, Austria  
Madrid, Spain  
Pusignan, France  
Rheinfelden, Switzerland  
Schwalbach am Taunus, Germany  
Stockholm, Sweden  
Texarkana, Arkansas  
Wakefield, United Kingdom

## ANALYST COVERAGE

<b>Bank of America/Merrill Lynch</b>	George Staphos
<b>Bank of Montreal</b>	Mark Wilde
<b>CIBC</b>	Hamir Patel
<b>Citigroup</b>	Anthony Pettinari
<b>D.A. Davidson</b>	Steven Chercover
<b>Goldman Sachs</b>	Brian Maguire
<b>National Bank Financial</b>	Leon Aghazarian
<b>Raymond James</b>	Daryl Swetlishoff
<b>Roe Equity Research</b>	Gail Glazerman
<b>RBC Capital Markets</b>	Paul Quinn
<b>Scotia Capital</b>	Benoît Laprade
<b>Stephens</b>	Mark Connelly
<b>TD Securities</b>	Sean Steuart
<b>Vertical Research Partners</b>	Chip Dillon

## SHAREHOLDER INFORMATION

**Common Stock**  
Domtar Corporation  
**Symbol:** UFS (NYSE; TSX)  
**CUSIP:** 257559203  
**Index Listings**  
S&P 400 MidCap Index  
Russell 1000 Index  
NYSE Composite Index  
**Transfer Agent**  
Computershare Investor Services  
North American Toll Free  
Number: 1-877-282-1168  
Tel.: 1-781-575-2879  
[www.computershare.com](http://www.computershare.com)

### Shares Outstanding

UFS: 62,695,685  
(December 31, 2017)

### Investor Relations

Nicholas Estrela  
Director, Investor Relations  
[ir@domtar.com](mailto:ir@domtar.com)

To find out more about Domtar and its people, products and operations, go to: [domtar.com](http://domtar.com)

<sup>(1)</sup> The mill has the capability to produce up to 516,000 tons of fluff pulp per year. We expect capacity to be running at approximately 430,000 tons per year until the mill is no longer capacity constrained.