

# AT-A-GLANCE

**VERSO CORPORATION** is a leading North American producer of printing papers, specialty papers and pulp.

## WHO WE ARE

Verso makes printing papers used primarily in commercial printing, media and marketing applications, including magazines, catalogs, books, direct mail, corporate collateral and retail inserts. Our specialty papers are used primarily in label and converting, flexible packaging and technical paper applications. We also produce market kraft pulp, which is used to manufacture printing and writing paper grades and tissue products.

## VISION

A company with passion that is respected and trusted by all...

**ALL AS ONE!**

## MISSION

We create value for our stakeholders by providing business solutions and developing innovative products and services that exceed expectations.

**2.6**  
billion in sales\*

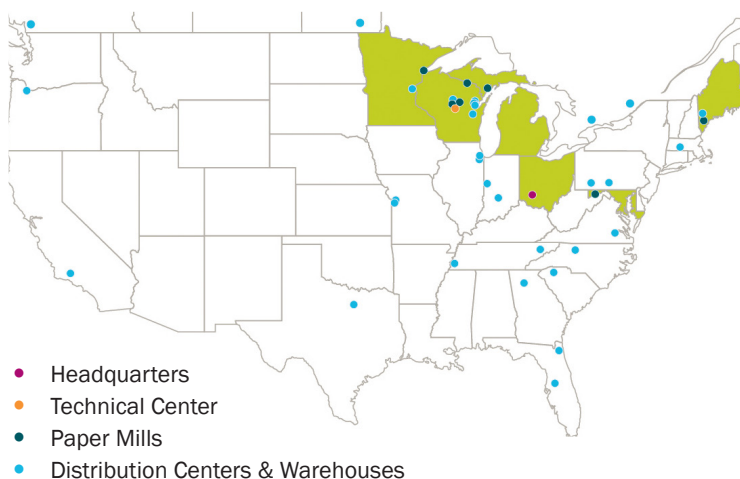
Verso's net sales are \$2.6 billion.

**3.2**  
million tons\*

Verso mills have a total annual paper production capacity of approximately 3.2 million tons of paper.

**4,500**  
employees\*

Verso employs more than 4,500 people nationwide.



**9**  
locations

Verso is headquartered in Miamisburg, Ohio, with a Technical Center in Biron, Wisconsin; seven paper mills in Maine, Maryland, Michigan, Minnesota and Wisconsin; and more than 30 distribution centers and warehouses strategically located across the country.

**11**  
founding principles

1. Safe from the start
2. Accountability, truth and transparency
3. Engaged and enthusiastic people
4. Initiative and resourcefulness
5. Anticipate change
6. Understand customer needs
7. Use teamwork to execute and deliver superior results
8. Do the right things for the company as a whole
9. Respect a sustainable balance among economic, social and environmental needs
10. Act with speed, simplicity and decisiveness
11. Understand and mitigate business risks

**6**  
core values

1. People
2. Customers
3. Manufacturing Efficiency
4. Citizenship and Stewardship
5. Financial Responsibility
6. Ethics and Integrity

Our manufacturing flexibility and distinguished product portfolio combine to make Verso the most reliable resource in the industry to navigate the complexities of paper sourcing and performance.

## PRODUCT PORTFOLIO

### PRINTING PAPERS

Coated Freesheet (CFS)  
Coated Groundwood (CGW)  
Supercalendered (SC)  
Uncoated Freesheet (UFS)

### SPECIALTY PAPERS

Label and Converting  
Flexible Packaging  
Technical Papers

### PULP

Northern & Southern Bleached Hardwood Kraft  
Northern Bleached Softwood Kraft  
Deinked Pulp

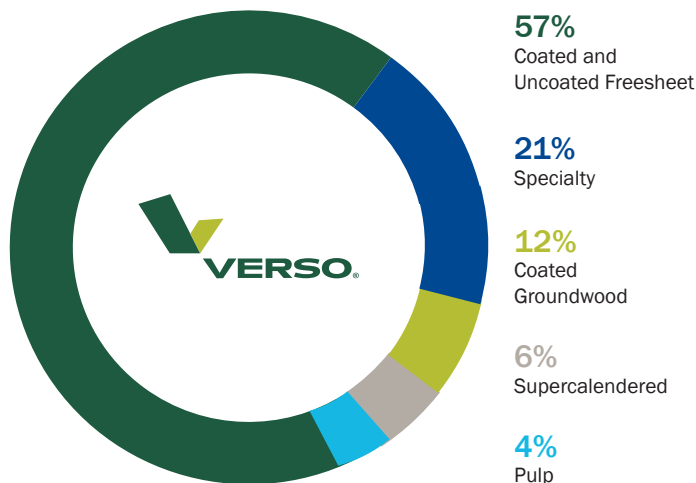
## CUSTOMERS

Approximately 300 customers which comprise around 1,700 end-user accounts. Our relationships with our 10 largest customers average more than 20 years.

## SALES CHANNELS

We sell our paper products primarily in the United States and Canada through three sales channels: direct sales to end-use customers, primarily large catalog and magazine publishers, and to publication printers; broker and merchant sales to commercial printers and end-use customers; and direct sales to specialty packaging and label manufacturers.

## 2016 REVENUE BY PRODUCT AREA



## SUSTAINABILITY PRINCIPLES

Procure wood only from sustainably managed forests

Continue to improve the environmental and safety performance of our operations

Develop innovative products that provide both economic and environmental benefit

Partner with customers and other important stakeholders on sustainability issues

Continue to evaluate and report progress toward our sustainability goals

## CAPACITY (PAPER ONLY) / GRADES PRODUCED

MILL	CAPACITY (000 TONS)	GRADES PRODUCED
Androscoggin (Jay, ME)	450	CFS, CGW, UFS, Specialty
Duluth, MN	270	Supercalendered
Escanaba, MI	760	CFS, CGW, Specialty, UFS
Luke, MD	500	CFS, Specialty
Quinnesec, MI	425	CFS
Stevens Point, WI	190	Specialty
Wisconsin Rapids, WI	560	CFS, Specialty
<b>TOTAL</b>	<b>3.2 MILLION TONS OF PAPER</b>	