



# Mativ Second Quarter 2025 Earnings Release Presentation

August 2025

# Forward Looking Statements, Non-GAAP Disclosure, & Definitions



This presentation may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 and other federal securities laws that are subject to the safe harbor created by such laws and other legal protections. Caution should be taken not to place undue reliance on any such forward-looking statements because actual results may differ materially from the results suggested by these statements. These forward-looking statements are made only as of the date of this presentation. We undertake no obligation, except as may be required by law, to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. In addition, forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from our historical experience and present expectations or projections. These risks and uncertainties include, but are not limited to, those described in Part I, “Item 1A. Risk Factors” and elsewhere in our Annual Report on Form 10-K for the year ended December 31, 2024, and those described from time to time in our periodic and other reports filed with the Securities and Exchange Commission.

Certain financial measures and comments contained in this presentation are “non-GAAP” financial measures. We believe that investors’ understanding is enhanced by disclosing these non-GAAP financial measures as a reasonable basis for comparison of our ongoing results of operations. All non-GAAP (adjusted) figures are reconciled to closest GAAP measure in the appendix. All financial metrics are presented on a continuing operations basis unless noted otherwise; all per share metrics are on a diluted basis.

# Q2 Consolidated Results



(\$ millions, except EPS)

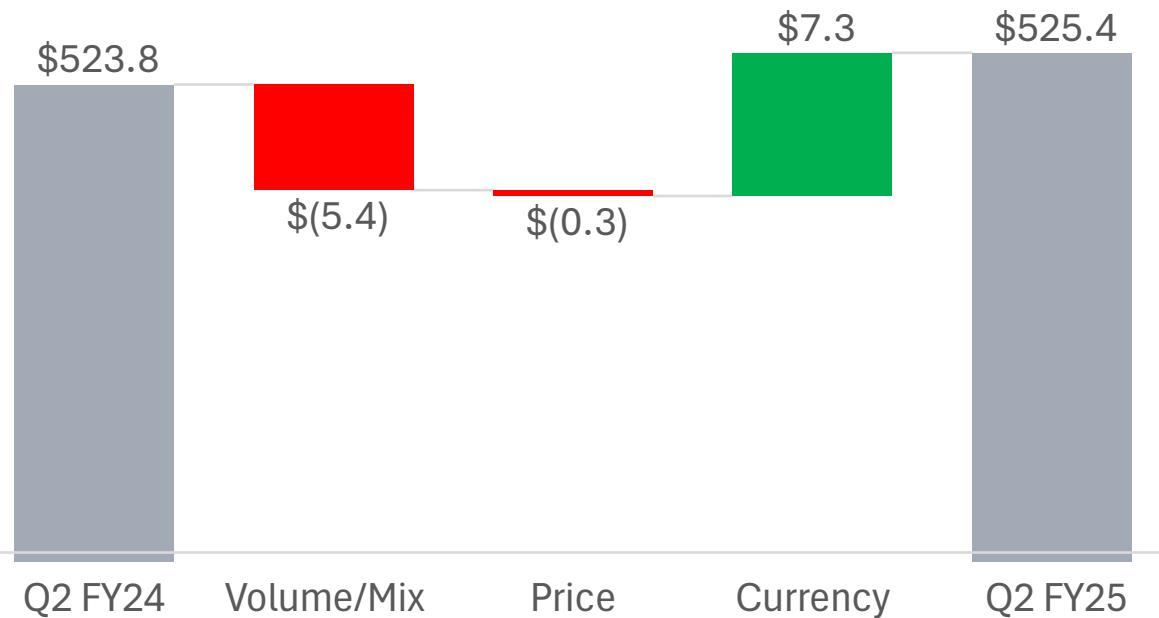
	<b>Q2 FY25</b>	<b>Q2 FY24</b>
<b>Sales</b>	\$525.4	\$523.8
<b>Organic Sales</b>	\$525.4	\$512.1
Organic % versus:		+2%
 <b>GAAP EPS</b>	 \$(0.18)	 (\$0.03)
<b>Adjusted EPS</b>	<b>\$0.33</b>	<b>\$0.34</b>
 Operating Profit (Loss)	 \$20.1	 \$10.5
GAAP Net Loss	\$(9.5)	\$(1.4)
 <b>Adjusted EBITDA</b>	 \$67.2	 \$66.6
% versus:		+1%

- Sales were up 2% organically year-over-year, driven by organic volume improvements in SAS and favorable currency across the company
- GAAP loss was \$9.5 million, GAAP EPS was \$(0.18)
- Second-highest adjusted EBITDA and cash flow quarter since the merger, with cash from operating activities of \$57.6 million, and free cash flow of \$48.9 million, up 25% and 33% versus the prior year period, respectively.
- Adjusted EBITDA was up 1% versus the prior year period, as lower SG&A expenses across the company, higher organic volume in SAS and favorable cost mix in FAM, as well as lower SG&A costs were partially offset by higher manufacturing and distribution costs, and unfavorable net selling price versus input cost performance
- Expect Q3 adjusted EBITDA to increase 5-10% year-over-year, and Q3 cash flow generation to compare favorably year-over-year.
- Also expect Q4 adjusted EBITDA and cash flow levels to compare favorably year-over-year

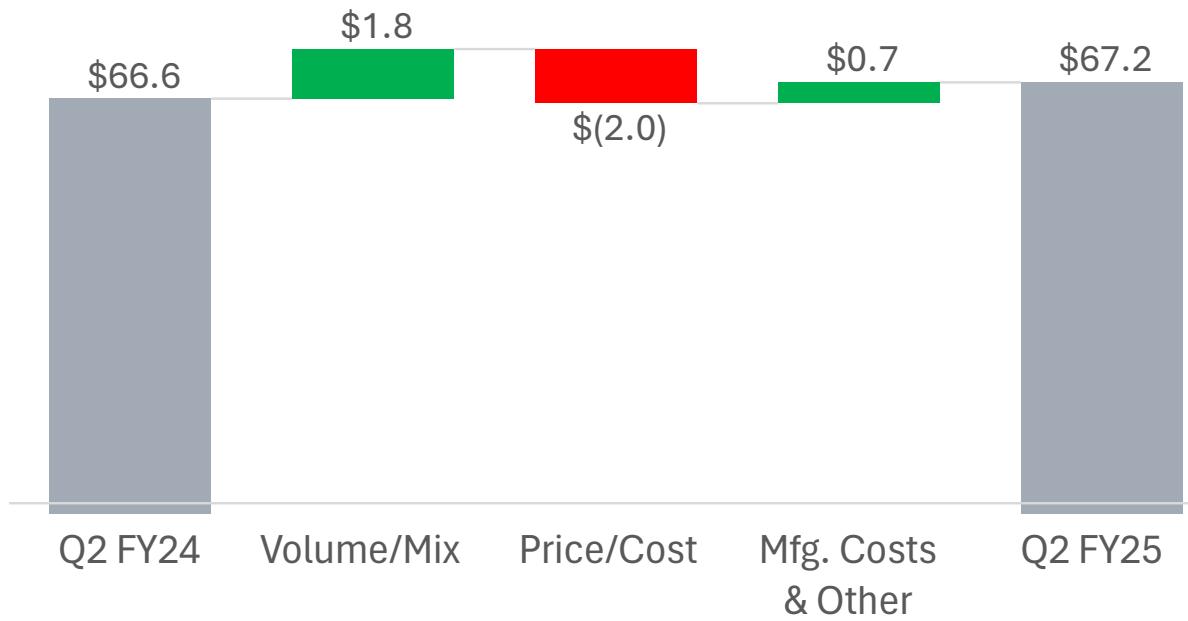
# Q2 Consolidated Results Variances



## Net Sales



## Adj. EBITDA



# Q2 Segment Results



	(\$ millions)	
	Q2 FY25	Q2 FY24
<b>Sales</b>	\$204.4	\$206.4
% versus:		-1%
<b>GAAP Operating Profit</b>	\$22.6	\$25.2
<b>Adj. EBITDA</b>	40.6	42.3
% versus:		-4%
<b>Sales</b>	\$321.0	\$317.4
<b>Organic Sales</b>	\$321.0	\$305.7
% versus:		+5%
<b>GAAP Operating Profit</b>	\$24.8	\$15.6
<b>Adj. EBITDA</b>	45.3	46.2
% versus:		-2%
<b>Unallocated GAAP Op. Expense</b>	\$(27.3)	\$(30.3)
<b>Unallocated Adj. EBITDA</b>	\$(18.7)	\$(21.9)

**FAM**

- FAM Sales reflecting lower selling prices, lower volume/mix, partially offset by favorable currency translation
- SAS Sales were up 5% on organic basis as higher organic volume, higher selling prices, and favorable currency translation were partially offset by sales associated with closed and divested plants

**SAS**

- FAM Adjusted EBITDA decreased as lower SG&A expenses and favorable cost mix were more than offset by higher manufacturing and distribution costs, and unfavorable net selling price versus input cost performance
- SAS Adjusted EBITDA decreased as lower SG&A expenses, and higher volume excluding the impact from closed and divested plants were more than offset by higher manufacturing and distribution costs

# 2025 Key Priorities To Drive Improved Performance



## Driving Enhanced Commercial Execution

- Leverage successful SAS go-to-market approach across the Company
- Harmonize tools, level of empowerment, and organizational support across salesforce
- Prioritize growth initiatives, align incentive structures, and delayer
- Move existing products into new geographies and adjacent applications
- Cross-sell full Mativ portfolio
- Make it much easier for our customers to do business with us

## De-Lever through Margin and Cash Flow Improvement

- Announced pricing actions effective in March
- Taskforce underway to comprehensively review cost and operating structure
- More aggressive asset optimization
- Target **\$15M - \$20M\* of cost reductions** in 2025
  - In addition to previously announced \$20M wave by year-end 2026
- Target **\$40M in 2025 capital expenditures**
  - Reduction from \$55M incurred in 2024
- Target **\$20M - \$30M inventory reduction** by year-end 2025
  - Working capital now expected to be \$10M source of cash for full year 2025

## Conduct Strategic Portfolio Review

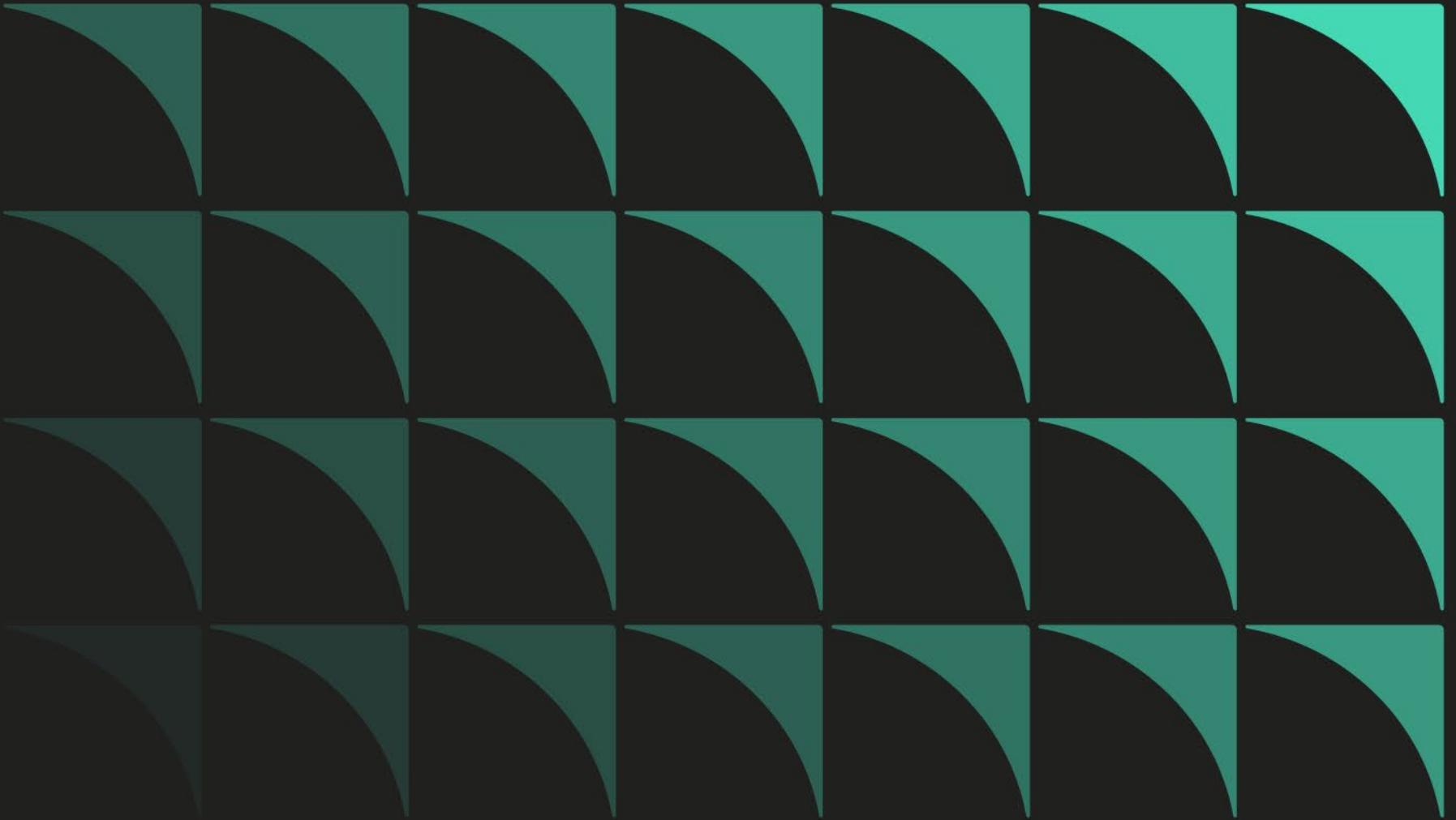
- Strategic review of assets and business lines
- Wide range of characteristics on how each product category contributes to Mativ's bottom line, competitive position, margin profile and portfolio diversity
- Ensure strategically balanced contribution
- Evaluate opportunities to unlock value and enhance balance sheet and go-to-market positioning
- Align capital allocation to highest margin and growth opportunities

# 2025 Full Year Considerations



- Additional cost reductions of \$15-20 million
- Depreciation, amortization and stock-based comp to be around \$100 million
- Interest expense to be around \$75 million plus another \$9 million in fees for our A/R facility
- Capital expenditures of around \$40 million
- One-time cash costs to be around \$15-\$20 million
- Working capital to be a \$10 million source of cash, driven by inventory reduction of \$20-30 million
- Normalized tax rate of 24%

# Appendix



# Non-GAAP Reconciliation: Segment Reporting



## Segment Results

	Three Months Ended June 30,			Six Months Ended June 30,		
	2025	2024	% Change	2025	2024	% Change
<b>Net sales</b>						
FAM	\$ 204.4	\$ 206.4	(1.0)%	\$ 392.0	\$ 409.1	(4.2)%
SAS	321.0	317.4	1.1 %	618.2	614.9	0.5 %
<b>Total Consolidated</b>	<b>\$ 525.4</b>	<b>\$ 523.8</b>	<b>0.3 %</b>	<b>\$ 1,010.2</b>	<b>\$ 1,024.0</b>	<b>(1.3)%</b>
<b>Cost of products sold</b>						
FAM	\$ 155.5	\$ 153.8	1.1 %	\$ 311.0	\$ 314.0	(1.0)%
SAS	266.2	261.1	2.0 %	522.9	517.1	1.1 %
<b>Consolidated</b>	<b>\$ 421.7</b>	<b>\$ 414.9</b>	<b>1.6 %</b>	<b>\$ 833.9</b>	<b>\$ 831.1</b>	<b>0.3 %</b>
<b>Total nonmanufacturing expenses</b>						
FAM	\$ 24.1	\$ 26.2	(8.0)%	\$ 48.3	\$ 50.9	(5.1)%
SAS	29.8	30.5	(2.3)%	57.0	59.6	(4.4)%
<b>Total segments</b>	<b>53.9</b>	<b>58.7</b>	<b>(4.9)%</b>	<b>105.3</b>	<b>110.5</b>	<b>(4.7)%</b>
<b>Unallocated</b>	<b>25.9</b>	<b>29.9</b>	<b>(13.4)%</b>	<b>59.5</b>	<b>59.5</b>	<b>— %</b>
<b>Consolidated</b>	<b>\$ 79.8</b>	<b>\$ 88.6</b>	<b>(7.9)%</b>	<b>\$ 164.8</b>	<b>\$ 170.0</b>	<b>(3.1)%</b>
<b>Restructuring and impairment</b>						
FAM	\$ 2.2	\$ 1.2	83.3 %	\$ 420.1	\$ 4.5	N.M.
SAS	0.2	10.2	(98.0)%	0.5	18.3	(97.3)%
<b>Total segments</b>	<b>2.4</b>	<b>11.4</b>	<b>(78.0)%</b>	<b>420.6</b>	<b>22.8</b>	<b>N.M.</b>
<b>Unallocated</b>	<b>1.4</b>	<b>0.4</b>	<b>N.M.</b>	<b>1.4</b>	<b>3.4</b>	<b>(58.8)%</b>
<b>Consolidated</b>	<b>\$ 3.8</b>	<b>\$ 11.8</b>	<b>(87.8)%</b>	<b>\$ 422.0</b>	<b>\$ 26.2</b>	<b>N.M.</b>

## Operating profit (loss)

	Three Months Ended June 30,		Six Months Ended June 30,					
			Return on Net Sales					
	2025	2024	2025	2024				
FAM	\$ 22.6	\$ 25.2	11.1 %	12.2 %	\$ (387.4)	\$ 39.8	(98.8)%	0.7 %
SAS	24.8	15.6	7.7 %	4.9 %	37.8	19.8	6.1 %	3.2 %
Unallocated	(27.3)	(30.3)	(5.2)%	(5.8)%	(80.9)	(82.9)	(8.0)%	(8.1)%
<b>Total Consolidated</b>	<b>\$ 20.1</b>	<b>\$ 10.5</b>	<b>3.8 %</b>	<b>2.0 %</b>	<b>\$ (410.5)</b>	<b>\$ (3.3)</b>	<b>(40.6)%</b>	<b>(0.3)%</b>

## Non-GAAP Adjustments to Operating Profit (Loss)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
FAM - Amortization of intangibles and other purchase accounting adjustments	\$ 8.8	\$ 8.6	\$ 17.3	\$ 17.3
FAM - Restructuring, restructuring related, and impairment expenses	2.2	1.2	420.1	4.4
FAM - Organizational realignment and integration costs <sup>(2)</sup>	—	0.1	—	0.1
SAS - Amortization of intangibles and other purchase accounting adjustments	7.2	7.0	14.1	14.2
SAS - Restructuring, restructuring related, and impairment expenses	0.2	10.1	0.5	17.7
SAS - Organizational realignment and integration costs <sup>(2)</sup>	—	—	—	(0.1)
Unallocated - Restructuring, restructuring related, and impairment expenses	1.4	0.3	1.4	3.4
Unallocated - Organizational realignment and integration costs <sup>(2)</sup>	1.9	2.1	11.1	6.5
Unallocated - Divestiture costs	0.3	1.7	1.1	3.2
Unallocated - Financing fees <sup>(1)</sup>	1.9	2.2	3.9	4.6
Unallocated - Amortization of cloud-based software costs	0.4	0.2	0.6	0.2
<b>Total Consolidated</b>	<b>\$ 24.3</b>	<b>\$ 33.5</b>	<b>\$ 470.1</b>	<b>\$ 71.5</b>

<sup>(1)</sup> Financing fees incurred for the Receivables Sales Agreement.

<sup>(2)</sup> Costs associated with the organizational realignment plan ("the Plan") announced on January 24, 2024 totaled \$1.9 million and \$0.5 million for the three months ended June 30, 2025 and 2024, respectively, and \$11.1 million and \$3.0 million for the six months ended June 30, 2025 and 2024, respectively, which included advisory fees, system-related initiatives, and CEO transition costs. Integration costs totaled \$1.8 million and \$3.6 million for the three and six months ended June 30, 2024, respectively, which included stock-based compensation, employee compensation, and consulting fees.

## Adjusted Operating Profit

	Three Months Ended June 30,		Six Months Ended June 30,					
			Return on Net Sales					
	2025	2024	2025	2024				
FAM	\$ 33.6	\$ 35.1	16.4 %	17.0 %	\$ 50.0	\$ 61.8	12.8 %	15.1 %
SAS	32.2	32.7	10.0 %	10.3 %	52.4	51.6	8.5 %	8.4 %
Unallocated	(21.4)	(23.8)	(4.1)%	(4.5)%	(42.8)	(45.0)	(4.2)%	(4.4)%
<b>Total Consolidated</b>	<b>\$ 44.4</b>	<b>\$ 44.0</b>	<b>8.5 %</b>	<b>8.4 %</b>	<b>\$ 59.6</b>	<b>\$ 68.2</b>	<b>5.9 %</b>	<b>6.7 %</b>

# Non-GAAP Reconciliation: Segment Reporting (cont.)



## Non-GAAP Adjustments to Adjusted Operating Profit

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
FAM - Depreciation	\$ 6.9	\$ 6.9	\$ 13.5	\$ 13.5
FAM - Stock-based compensation <sup>(1)</sup>	0.1	0.3	0.4	0.4
SAS - Depreciation	12.7	13.4	25.4	26.8
SAS - Stock-based compensation <sup>(1)</sup>	0.4	0.1	0.8	0.1
Unallocated - Depreciation	0.7	0.4	1.3	0.9
Unallocated - Stock-based compensation <sup>(1)</sup>	2.0	1.5	3.4	2.5
<b>Total Consolidated</b>	<b>\$ 22.8</b>	<b>\$ 22.6</b>	<b>\$ 44.8</b>	<b>\$ 44.2</b>

<sup>(1)</sup> Stock-based compensation excludes stock-based compensation included in restructuring and organizational realignment and integration costs.

## Adjusted EBITDA

	Three Months Ended June 30,				Six Months Ended June 30,			
	Return on Net Sales		Return on Net Sales		Return on Net Sales		Return on Net Sales	
	2025	2024	2025	2024	2025	2024	2025	2024
FAM	\$ 40.6	\$ 42.3	10.9 %	20.5 %	\$ 63.9	\$ 75.5	16.3 %	18.5 %
SAS	45.3	46.2	14.1 %	14.6 %	78.6	78.5	12.7 %	12.8 %
Unallocated	(18.7)	(21.9)	(3.6)%	(4.2)%	(38.1)	(41.6)	(3.8)%	(4.1)%
<b>Total Consolidated</b>	<b>\$ 67.2</b>	<b>\$ 66.6</b>	<b>12.8 %</b>	<b>12.7 %</b>	<b>\$ 104.4</b>	<b>\$ 112.4</b>	<b>10.3 %</b>	<b>11.0 %</b>

## Non-GAAP Reconciliation of Organic Net Sales Growth

	FAM	SAS	Consolidated Mativ
	Three Months Ended June 30,		
Mativ 2024 Net Sales	\$ 206.4	\$ 317.4	\$ 523.8
Divestiture/closure adjustments	—	(11.7)	(11.7)
<b>Mativ 2024 comparable Net Sales</b>	<b>\$ 206.4</b>	<b>\$ 305.7</b>	<b>\$ 512.1</b>
Mativ 2025 Net Sales	\$ 204.4	\$ 321.0	\$ 525.4
Divestiture/closure adjustments	—	—	—
<b>Mativ 2025 comparable Net Sales</b>	<b>\$ 204.4</b>	<b>\$ 321.0</b>	<b>\$ 525.4</b>
Organic growth	(1.0)%	5.0 %	2.6 %
Currency effects on 2025	\$ 3.0	\$ 4.3	\$ 7.3
<b>Mativ 2025 comparable Net Sales with Currency Adjustment</b>	<b>\$ 201.4</b>	<b>\$ 316.7</b>	<b>\$ 518.1</b>
Organic constant currency growth	(2.4)%	3.6 %	1.2 %

# Non-GAAP Reconciliation: Consolidated Reported Results



## RECONCILIATION OF NON-GAAP FINANCIAL MEASURES AND SUPPLEMENTAL DATA

(in millions, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Operating profit (loss)	\$ 20.1	\$ 10.5	\$ (410.5)	\$ (3.3)
Plus: Restructuring, restructuring related, and impairment expenses	3.8	11.6	10.1	25.5
Plus: Goodwill impairment	—	—	411.9	—
Plus: Purchase accounting adjustments	16.0	15.6	31.4	31.5
Plus: Organizational realignment and integration costs	1.9	2.2	11.1	6.5
Plus: Divestiture costs	0.3	1.7	1.1	3.2
Plus: Financing fees	1.9	2.2	3.9	4.6
Plus: Amortization of cloud-based software costs	0.4	0.2	0.6	0.2
Adjusted operating profit	<u>\$ 44.4</u>	<u>\$ 44.0</u>	<u>\$ 59.6</u>	<u>\$ 68.2</u>
Net loss	\$ (9.5)	\$ (1.4)	\$ (435.0)	\$ (29.4)
Plus: Restructuring, restructuring related, and impairment expenses	5.0	10.6	9.7	21.1
Plus: Goodwill impairment	—	—	347.2	—
Plus: Purchase accounting adjustments	17.1	12.1	29.0	24.3
Plus: Organizational realignment and integration costs	4.2	1.6	11.1	4.9
Plus: Divestiture costs	0.5	1.4	1.1	2.5
Plus: Change of valuation allowance on tax attributes	1.4	—	49.6	—
Plus: Tax legislative changes, net of other discrete items	(0.2)	(5.3)	(0.2)	(3.3)
Adjusted income (loss)	<u>\$ 18.5</u>	<u>\$ 19.0</u>	<u>\$ 12.5</u>	<u>\$ 20.1</u>
Earnings (loss) per share - diluted	\$ (0.18)	\$ (0.03)	\$ (7.98)	\$ (0.54)
Plus: Restructuring, restructuring related, and impairment expenses	0.09	0.19	0.18	0.39
Plus: Goodwill impairment	—	—	6.35	—
Plus: Purchase accounting adjustments	0.31	0.22	0.53	0.45
Plus: Organizational realignment and integration costs	0.08	0.03	0.20	0.09
Plus: Divestiture costs	—	0.03	0.01	0.05
Plus: Change of valuation allowance on tax attributes	0.03	—	0.91	—
Plus: Tax legislative changes, net of other discrete items	—	(0.10)	—	(0.07)
Adjusted Earnings (loss) per share - diluted	<u>\$ 0.33</u>	<u>\$ 0.34</u>	<u>\$ 0.20</u>	<u>\$ 0.37</u>

## RECONCILIATION OF NON-GAAP FINANCIAL MEASURES AND SUPPLEMENTAL DATA

(in millions, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net loss	\$ (9.5)	\$ (1.4)	\$ (435.0)	\$ (29.4)
Plus: Interest expense	18.6	18.4	36.4	36.7
Plus: Financing fees	1.9	2.2	3.9	4.6
Plus: Provision for income taxes	12.5	(7.6)	(12.2)	(10.0)
Plus: Depreciation & amortization	36.3	36.3	71.6	72.7
Plus: Amortization of cloud-based software costs	0.4	0.2	0.6	0.2
Plus: Stock compensation expense	2.5	1.9	4.6	3.0
Plus: Restructuring, restructuring related, and impairment expenses	3.8	11.6	10.1	25.5
Plus: Goodwill impairment	—	—	411.9	—
Plus: Organizational realignment and integration costs	1.9	2.2	11.1	6.5
Plus: Divestiture costs	0.3	1.7	1.1	3.2
Plus: Other income (expense), net	(1.5)	1.1	0.3	(0.6)
Adjusted EBITDA	<u>\$ 67.2</u>	<u>\$ 66.6</u>	<u>\$ 104.4</u>	<u>\$ 112.4</u>
Cash provided by operating activities	\$ 57.6	\$ 46.1	\$ 41.7	\$ 33.1
Less: Capital spending	(8.7)	(8.7)	(22.6)	(20.8)
Less: Capitalized software costs	—	(0.1)	—	(0.1)
Less: Cloud-based software costs	—	(0.5)	—	(1.0)
Free cash flow	<u>\$ 48.9</u>	<u>\$ 36.8</u>	<u>\$ 19.1</u>	<u>\$ 11.2</u>
			June 30, 2025	December 31, 2024
Total debt			\$ 1,090.6	\$ 1,089.3
Less: Cash			95.6	94.3
Net debt			<u>\$ 995.0</u>	<u>\$ 995.0</u>