



DC at the Center of Global Public Affairs

Meaghan Joyce, Political Affairs Manager, International Paper

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

REVENUE
BY BUSINESS

Industrial Packaging
\$16 B

Global Cellulose Fibers
\$3B

Papers
\$4B



Our mission is to improve people's lives, the planet and our company's performance by transforming renewable resources into products people depend on every day.

OUR BUSINESSES:

Industrial Packaging

69% of total revenue



Global Cellulose Fibers

12% of total revenue

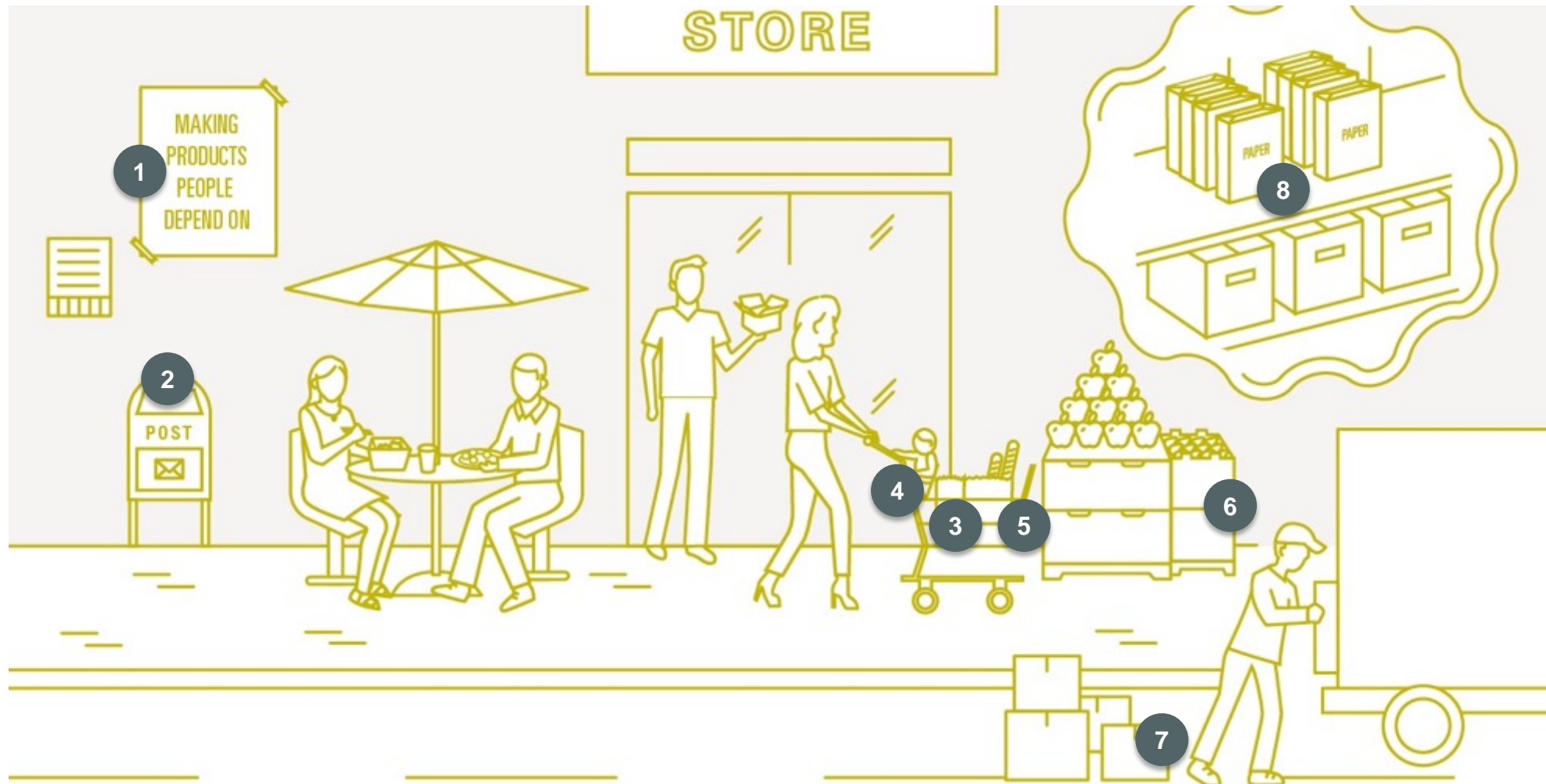


Papers

19% of total revenue



We Make Products People Depend On Every Day



1. Posters
2. Envelopes and boxes
3. Coated Paperboard products such as book covers, packaging for health care and cosmetics products
4. Pulp for diapers
5. Paper bags
6. Produce boxes
7. Corrugated boxes
8. Printer paper

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 serve as our guideposts as we carry out our mission:

CORE VALUES



Safety

Above all, we care about people. We look out for each other to ensure everyone returns home safely.



Ethics

We act honestly and operate with integrity and respect. We promote a culture of openness and accountability.



Stewardship

We are responsible stewards of people and communities, natural resources and capital. We strive to leave everything in better shape for future generations.

Government Relations Mission



Support business objectives



Remove operational barriers & improve profitability



Enhance company's reputation with external stakeholders

Global Government Relations Team

North America

- US Federal & State
- Canada
- Mexico

• EMEA

• Russia

• China

• Brazil

Government Relations Toolbox



Association Leadership



International Paper

OUR COMMITMENT



Our sustainability efforts benefit the forest where we source our fiber, the communities that we operate in, and our customers by providing sustainable solutions for their packaging needs.

Mark Sutton

Chairman and CEO, International Paper

Sustainability Challenge

Mark Sutton
CEO
International Paper

BR Business Roundtable

#EmbracingSustainability



Improving our Planet

We tackle the toughest issues in our value chain, improve our environmental footprint and promote the long-term sustainability of natural capital.

Improving Water Quality

23%
Increase in nitrogen efficiency
achieved since 2010

100%
of the water used at the
Madrid, Spain mill is recycled,
saving 2.4 million cubic meters
of water each year.

**More than 90% of water
returned to
waterways**



Engaging Company Leaders in Public Affairs



Partnering with customers on public policy initiatives - Envelope Manufacturers Fly-In



Building internal stakeholder engagement with elected officials – PAC Board Day on the Hill

Political Engagement

WHO WE SUPPORT

2018 ELECTION CYCLE

588 Candidates & Committees Supported

Cycle disbursements:
\$1,694,000

91% of PAC supported candidates won election in 2018

Average IP-PAC donation to candidates

US Senate Candidate:	US House Candidate:	State Candidate:
\$7,000	\$4,000	\$1,000

CANDIDATES IN SPOTLIGHT:

SEN. TAMMY BALDWIN (D-WI)
Paper & Packaging Caucus Member
Represents Fond du Lac and Manitowoc Box Plants

SEN. MARSHA BLACKBURN (R-TN)
Commerce, Science & Transportation Committee
Represents 2,900 employees at 9 IP facilities, including Global HQ

REP. CHERI BUSTOS (D-IL)
Democratic Congressional Campaign Committee Chairman
Represents Rockford Box Plant



REP. LOU CORREA (D-CA)
Blue Dog Coalition Co-Chair
Represents Anaheim Box Plant



REP. BUDDY CARTER (R-GA)
Energy & Commerce Committee
Represents 1,000 employees at 3 IP facilities (Port Wentworth & Savannah Mills, Savannah Box Plant)

SEN. TIM SCOTT (R-SC)
Finance Committee, Chairman of Subcommittee on Energy, Natural Resources & Infrastructure
Represents 1,900 IP employees at 9 facilities

JOIN THE CONVERSATION

CONNECT WITH IP GOVERNMENT RELATIONS ON SOCIAL MEDIA:

 @IntlPaperGR

 /InternationalPaperGR



As the largest consumer of wood fiber in the world, we support [#USMCANow](#) because it includes strong commitments for fighting illegal logging and associated trade [#PassUSMCA](#) Learn more: usmcacoalition.org



Social Media #Surroundsound



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Special thanks to our friends at [@TheICCFGroup](#) for hosting a briefing highlighting our partnership with [@nature_org](#) to combat illegal logging in Gabon and around the world.



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International Paper Government Relations

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Great Reception on Wednesday with the Pulp & Paperworkers' Resource Council where IP Employees were able to meet with legislators from across the country



Thank You!

Meaghan Joyce
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International Paper