



What Keeps In-House Counsel and Compliance Officers Up at Night

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MID-ATLANTIC CIO FORUM

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Agenda

1. Overview of Glatfelter
2. Cybersecurity
3. Standardization of Global Processes
4. Data Classification and Retention
5. GDPR
6. Questions

THE GLOBAL SUPPLIER OF CHOICE

Worldwide resources to speed your new products to market



Glatfelter products are marketed in over 100 countries around the world

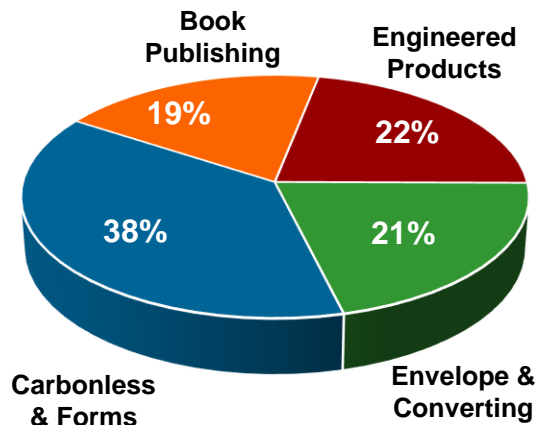
DIVERSE PRODUCT LINES

Across Three Business Units

Specialty Papers

\$844 million, 53% of Revenue

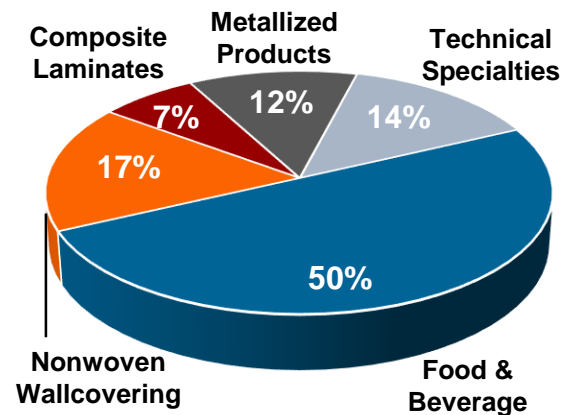
- Carbonless & Forms
- Engineered Products
- Envelope & Converting
- Book Publishing



Composite Fibers

\$517 million, 32% of Revenue

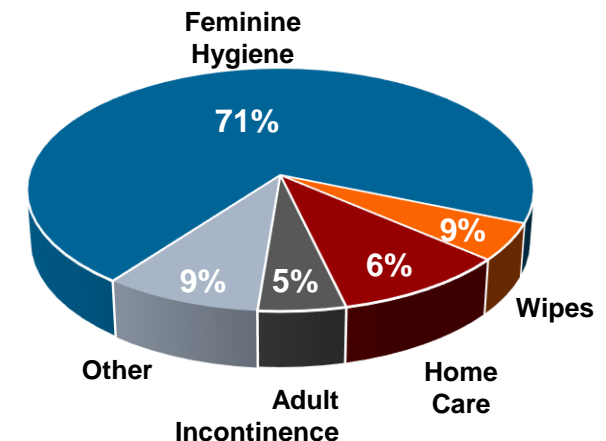
- Food & Beverage
- Nonwoven Wallcovering Base
- Metallized Products
- Technical Specialties
- Composite Laminates



Advanced Airlaid Materials

\$244 million, 15% of Revenue

- Feminine Hygiene
- Specialty Wipes
- Adult Incontinence
- Home Care
- Other Consumer Products



Total net sales of \$1.6 billion

LEADING POSITIONS IN NICHE MARKETS

Specialty Papers

- Inkjet Papers #1
- Greeting Cards #1
- Trade Book Publishing #1
- Carbonless Products #2
- Envelope #2

Composite Fibers

- Tea Bags #1
- Single-Serve Coffee #1
- Nonwoven Wallcovering #1

Advanced Airlaid Materials

- Feminine Hygiene #1
- Adult Incontinence #2
- Wipes #2

Glatfelter partners globally with major companies and world class brands

Cybersecurity – “First Responders”

1,378,509,261 Data Records breached in 2016

Source: Thomson Reuters (<http://thomsonreutersfinancial.lookbookhq.com/cultureofcompliance/DataBreaches>)



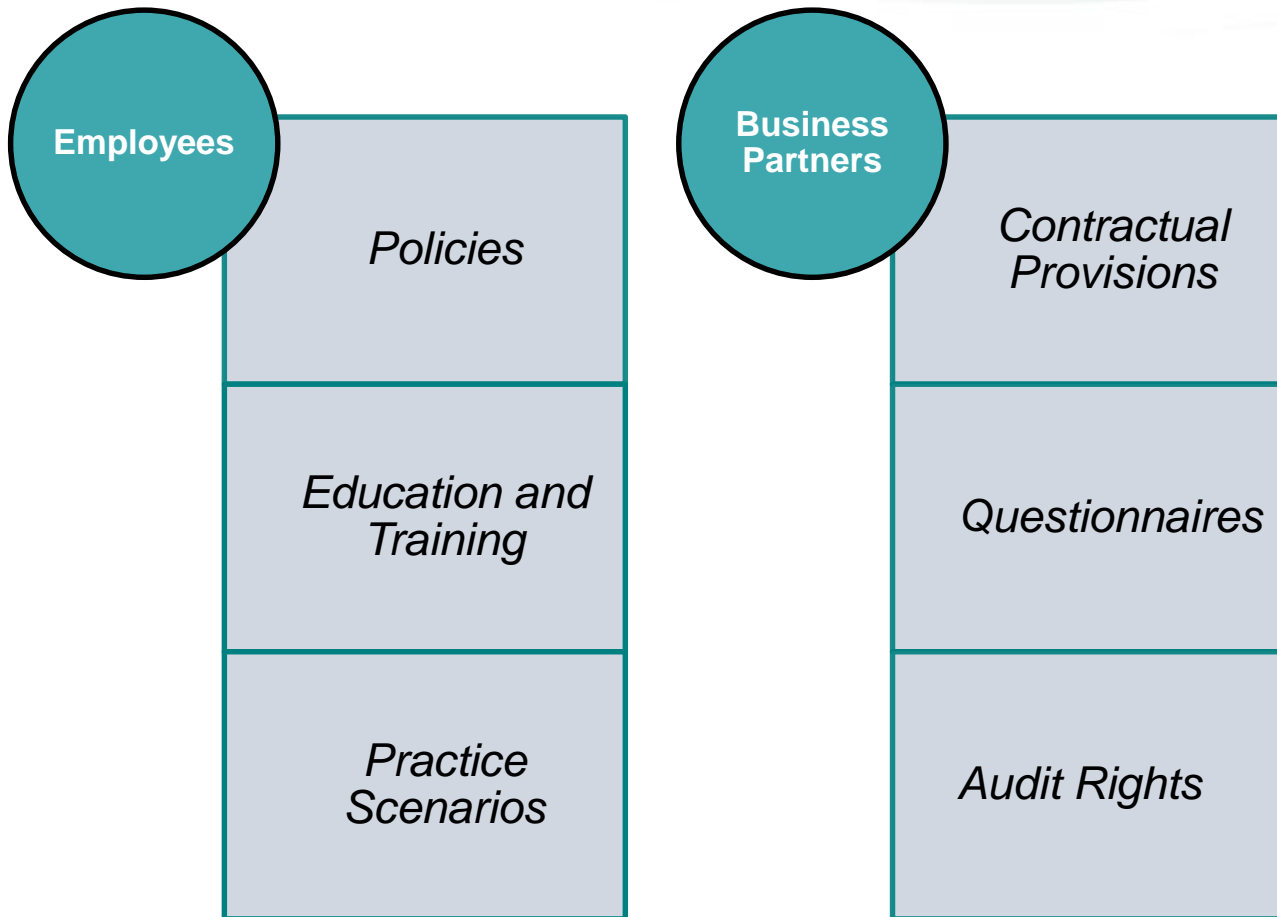
59% felt only “somewhat prepared” to handle a data breach

58% were highly involved in data breach response

55% were drafting incident response plans

Source: Grant Thornton’s “2017 General Counsel Survey” (<https://www.grantthornton.com/library/survey-reports/advisory/2017/general-counsel-emerging-role-strategic-advisor.aspx>)

Cybersecurity – Proactive Strategies



**Best Practice - Upfront Due Diligence
on Employees and Business Partners**

Standardization of Global Processes



Laws, Regulations,
Rules, Standards

Compliance
& Policies

Processes

Standardization – Finding a Path Forward



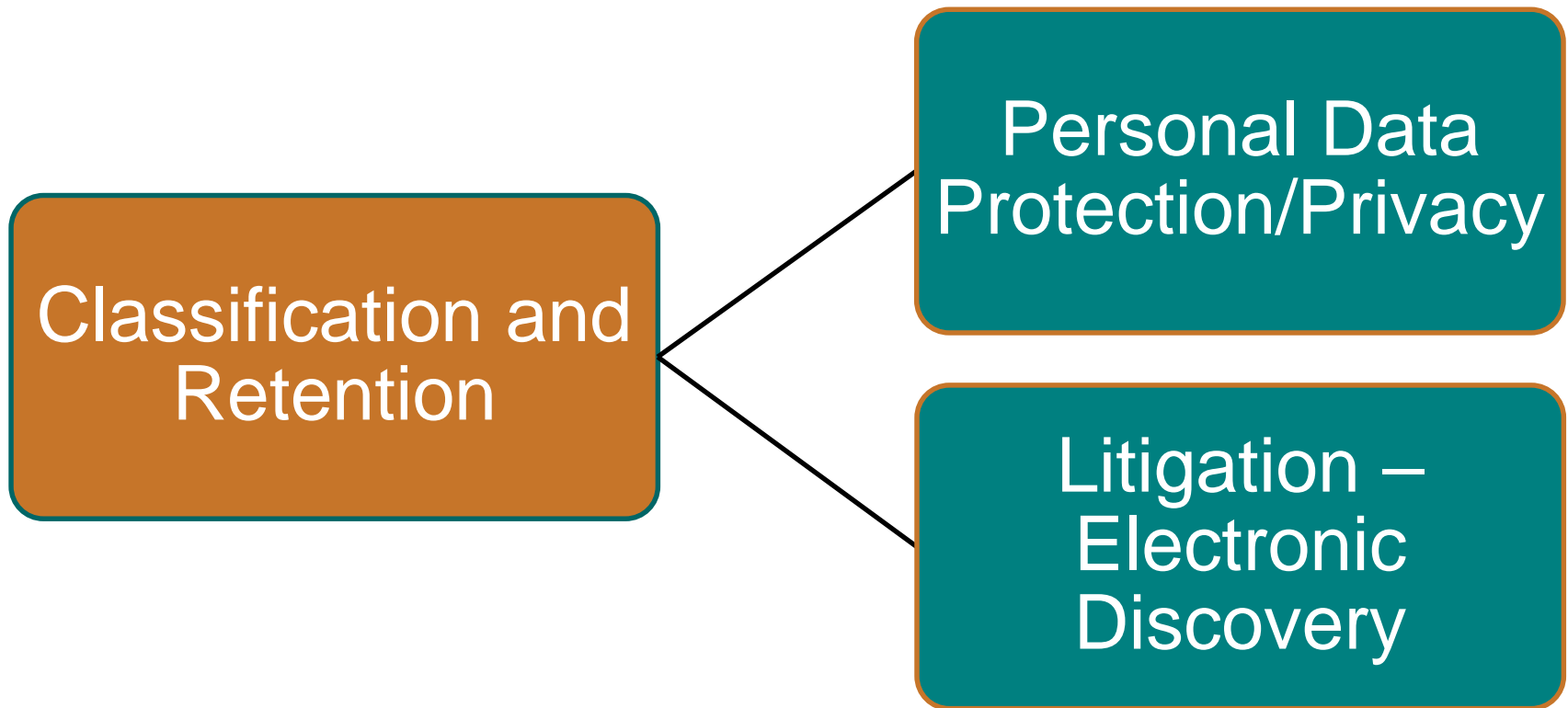
Explanation
and Dialogue

Creativity and
Finding
Common
Ground

Minimize
Exceptions



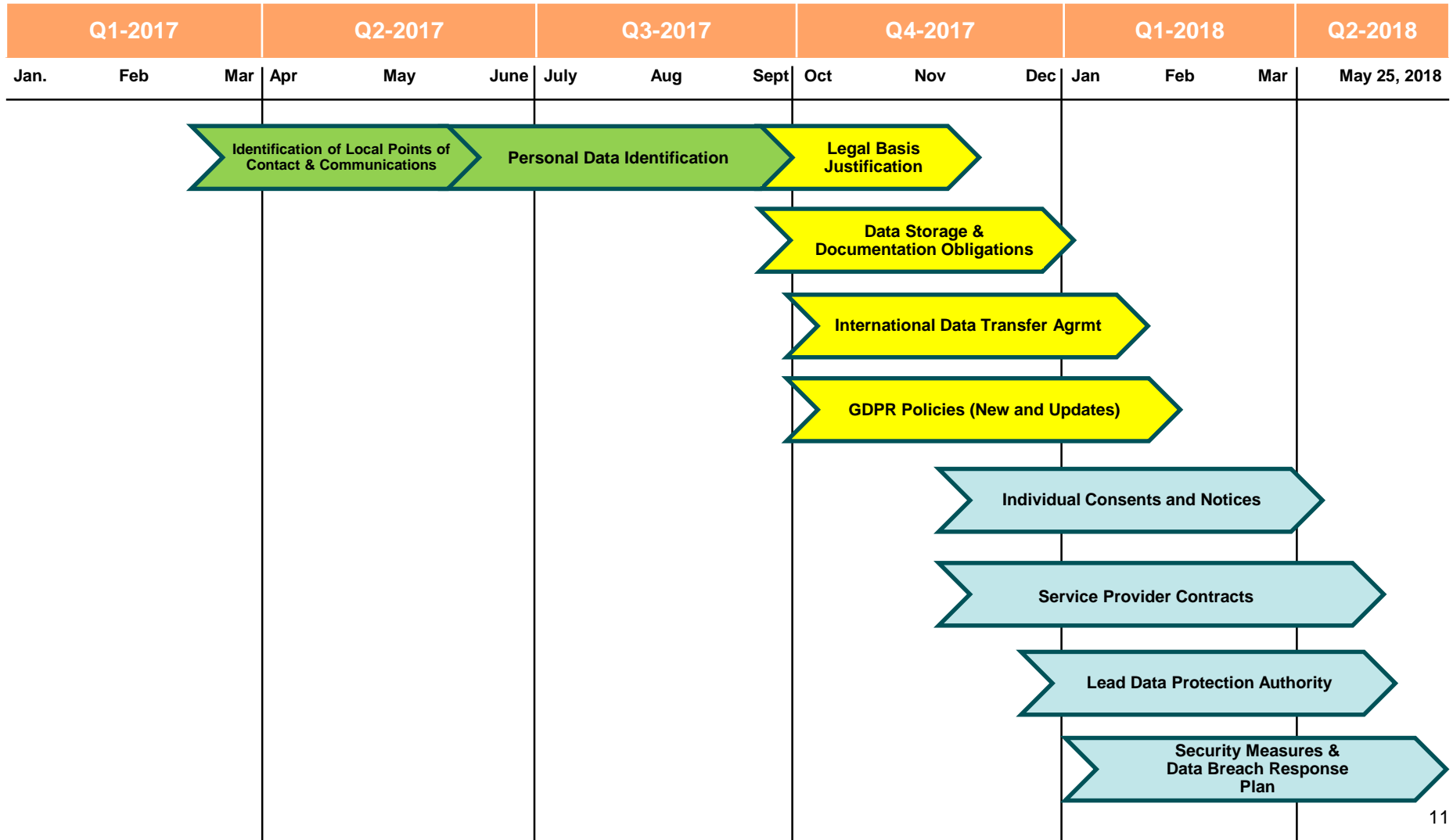
Data Classification and Retention



GDPR – Initial Project Steps (*Glatfelter Approach*)



GDPR Project - High Level Timeline



Questions?

Thank you!

Jill L. Urey
Glatfelter