

# Fact sheet

Sales in 2010  
**\$5.850 BILLION\***

(As at December 31, 2010)

Revenue contribution per  
**BUSINESS SEGMENT**

**PULP AND PAPER: 83%**  
**DISTRIBUTION: 15%**

Sales per **REGION**  
**PULP AND PAPER**



- UNITED STATES (74%)
- CANADA (10%)
- OTHER (16%)

**DISTRIBUTION**



- UNITED STATES (68%)
- CANADA (32%)

## PULP AND PAPER

- We are the largest integrated manufacturer and marketer of uncoated freesheet paper in North America and the second largest in the world.
- We design, manufacture, market and distribute a wide range of paper products for a variety of customers, including merchants, retail outlets, stationers, printers, publishers, converters and end users.
- We manufacture business and office paper, commercial printing and publishing paper, as well as specialty and converting paper.
- We manufacture both private labels as well as our own recognized branded products such as Domtar EarthChoice®, a line of FSC® certified, environmentally and socially responsible papers.
- We also manufacture and sell papergrade, fluff and specialty pulp (in excess of our internal requirements).

### Paper

Annual paper production capacity of **3.7 million tons of uncoated freesheet**

Paper production capacity:

United States: **81%** Canada: **19%**

Shipments of paper products:

Business & office: **46%**

Commercial printing & publishing: **27%**

Converting & specialty: **27%**

### Pulp

Capacity to sell approximately **1.6 million metric tons of pulp annually**

Trade pulp production capacity:

United States: **38%** Canada: **62%**

Trade pulp sales:

United States: **32%** Canada: **6%**

Other: **62%**

## DISTRIBUTION

- Domtar owns and operates Ariva™, an extensive network of 24 paper distribution facilities located across the United States and Canada.
- Ariva purchases, warehouses, sells and distributes our paper products and those of other manufacturers.
- Products are sold to a wide and diverse customer base, which includes small, medium and large commercial printers, publishers, quick copy firms, catalog and retail companies and institutional entities.

## PERSONAL CARE

- Our Personal Care business manufactures and supplies a complete line of high quality and innovative adult incontinence products including branded and private label briefs, protective underwear, underpads, pads and washcloths, marketed primarily under the Attends® brand name.
- We serve four channels: acute care, long-term care, homecare, and retail. Through the utilization of our flexible, cost-efficient production platform, manufacturing expertise and efficient supply chain management, we are able to provide a complete and high-quality line of branded and unbranded products provided reliably to customers across all channels.
- The acquisition of Attends Healthcare, Inc. was completed on September 1, 2011.

\* Includes Wood segment. Domtar closed the transaction to sell its Wood business on June 30, 2010.

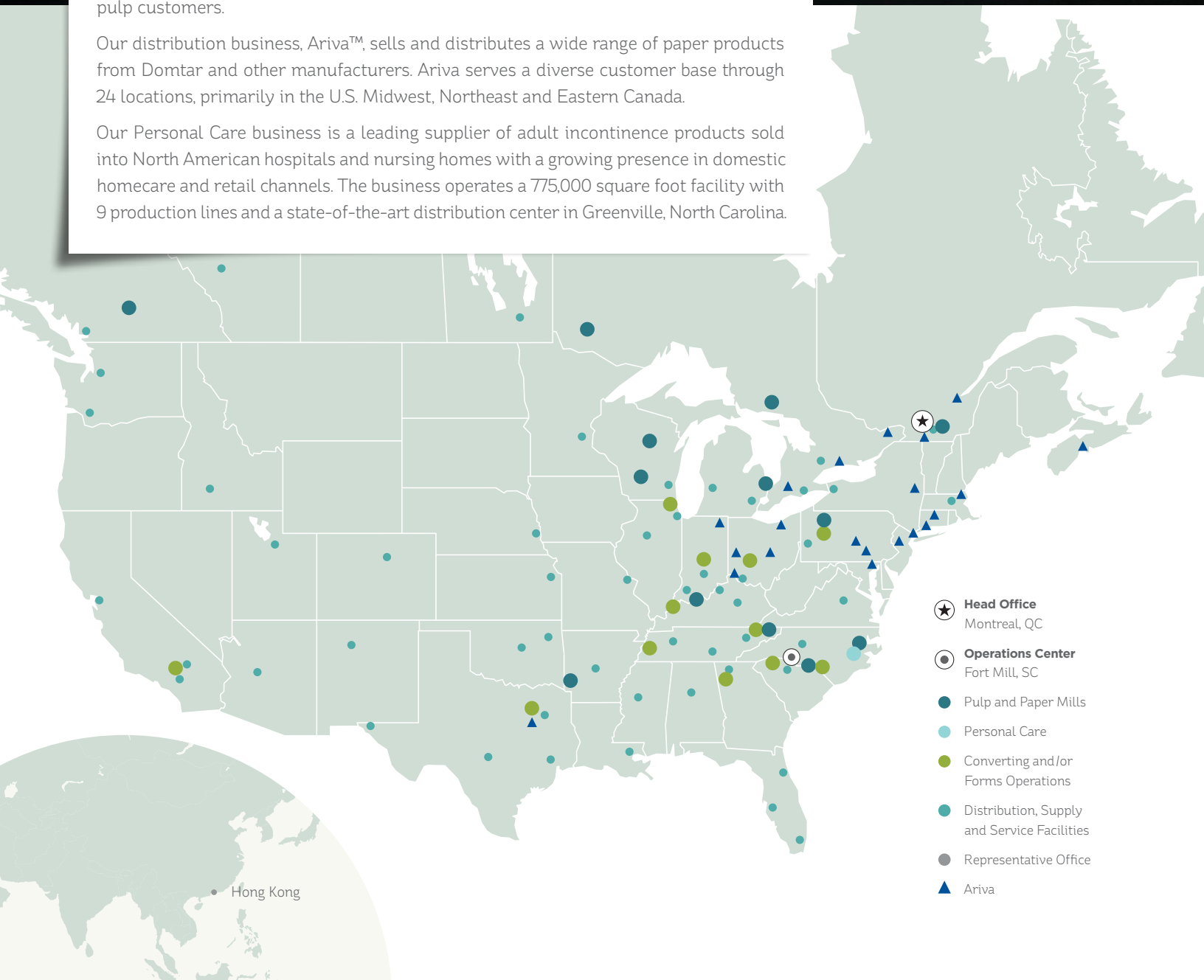
# Our Footprint

Domtar operates a network of 13 mills across North America for the manufacture of pulp and paper. This network is supported by 15 converting and/or forms manufacturing operations, an extensive distribution network and regional replenishment centers. This includes Enterprise Group, a Domtar business that primarily sells and distributes Domtar-branded cut-size business papers and continuous forms.

We also have an office in Hong Kong to provide customer service support to overseas pulp customers.

Our distribution business, Ariva™, sells and distributes a wide range of paper products from Domtar and other manufacturers. Ariva serves a diverse customer base through 24 locations, primarily in the U.S. Midwest, Northeast and Eastern Canada.

Our Personal Care business is a leading supplier of adult incontinence products sold into North American hospitals and nursing homes with a growing presence in domestic homecare and retail channels. The business operates a 775,000 square foot facility with 9 production lines and a state-of-the-art distribution center in Greenville, North Carolina.



# List of Locations and Capacities

## ● Pulp and Paper Mills

- ASHDOWN, AR**  
780,000 ST of paper per year  
86,000 ADMT of pulp per year
- ESPANOLA, ON**  
76,000 ST of paper per year  
114,000 ADMT of pulp per year
- HAWESVILLE, KY**  
593,000 ST of paper per year  
47,000 ADMT of pulp per year
- JOHNSONBURG, PA**  
362,000 ST of paper per year
- KINGSPORT, TN**  
432,000 ST of paper per year
- MARLBORO, SC**  
389,000 ST of paper per year
- NEKOOSA, WI**  
151,000 ST of paper per year
- PORT HURON, MI**  
113,000 ST of paper per year
- ROTHSCHILD, WI**  
140,000 ST of paper per year
- WINDSOR, QC**  
655,000 ST of paper per year  
40,000 ADMT of pulp per year

## ● Market Pulp Mills

- DRYDEN, ON**  
327,000 ADMT of pulp per year
- KAMLOOPS, BC**  
477,000 ADMT of pulp per year
- PLYMOUTH, NC**  
444,000 ADMT of fluff pulp per year

## ● Personal Care

- GREENVILLE, NC**

## ● Converting and/or Forms Operations

- Addison, IL
- Ashdown, AR
- Brownsville, TN
- Dallas, TX
- DuBois, PA
- Griffin, GA
- Indianapolis, IN
- Mira Loma, CA
- Owensboro, KY
- Ridgefields, TN
- Rock Hill, SC
- Rothschild, WI
- Tatum, SC
- Washington Court House, OH
- Windsor, QC

## ● Regional Replenishment Centers (RRCs)

- Charlotte, NC
- Chicago, IL
- Dallas, TX
- Jacksonville, FL
- Langhorne, PA
- Los Angeles, CA
- Kent, WA
- Richmond, QC
- Toronto, ON
- Winnipeg, MB

## ▲ Ariva

- Albany, NY
- Baltimore, MD/Washington, DC
- Boston, MA
- Cincinnati, OH
- Cleveland, OH
- Columbus, OH
- Covington, KY
- Dallas/Fort Worth, TX
- Dartmouth, NS
- Dayton, OH
- Fort Wayne, IN
- Harrisburg, PA
- Hartford, CT
- Indianapolis, IN
- Lancaster, PA
- London, ON
- Montreal, QC
- Mount Pearl, NL
- New York, NY
- Ottawa, ON
- Philadelphia, PA
- Quebec City, QC
- Southport, CT
- Toronto, ON

## ● Enterprise Group

53 locations in North America

All paper tonnage is expressed in short tons (ST) and by mill production capacity.

All pulp tonnage is expressed in air dry metric tons (ADMT) and by mill market pulp production capacity.

We manufacture approximately 4.4 million metric tons of pulp annually, 2.9 million tons of which are used to manufacture paper at our integrated mills.



# PAPER PRODUCTS OFFERING

CATEGORIES	Business Papers	Commercial Printing and Publishing Papers	Converting and Specialty Papers		
TYPE	UNCOATED FREESHEET				
GRADES	Copy	Premium imaging papers Technology papers	Offset Colors Index Tag Bristol	Opaques Premium opaques Lightweight Tradebook	Business converting Flexible packaging Abrasive papers Decorative papers Imaging papers Labels Medical disposables
APPLICATIONS	Photocopies Office documents Presentations	Presentations Reports	Commercial printing Direct mail Pamphlets Brochures Cards Posters	Stationery Brochures Annual reports Books Catalogs	Forms & envelopes Food & candy packaging Surgical gowns Repositionable note pads Check & security papers

# PERFORMANCE INDICATORS

(In millions of U.S. dollars unless otherwise noted)	2009	2010	Q2 2011	Q3 2011
Sales	\$5,465	\$5,850	\$1,403	\$1,417
Operating income (loss) per segment				
Pulp and Paper	650	667	91	189
Distribution	7	(3)	(2)	(1)
Personal Care	-	-	-	-
Wood*	-	-	-	-
Corporate	-	(7)	6	(1)
Operating income	615	603	95	187
Net earnings	310	605	54	117
Cash flow provided from operating activities	792	1,166	306	257
Capital expenditures	106	153	20	31
Free cash flow <sup>1</sup>	686	1,013	286	226
Total assets	6,519	6,026	6,078	6,020
Long-term debt, including current portion	1,712	827	826	842
Net debt-to-total capitalization ratio <sup>1</sup>	35%	9%	3%	12%
Total shareholders' equity	2,662	3,202	3,194	2,999

<sup>1</sup> Non-GAAP financial measure. Consult the Reconciliation of Non-GAAP Financial Measures at [www.domtar.com](http://www.domtar.com).

\* Domtar closed the transaction to sell its Wood business on June 30, 2010.

# SHAREHOLDER INFORMATION

## Information:

Common Stock: Domtar Corporation  
 Symbol : UFS (NYSE; TSX)  
 CUSIP: 257559203

Exchangeable Shares: Domtar (Canada) Paper Inc.  
 Symbol : UFX (TSX)  
 CUSIP: 257557207

**Index Listings:** NYSE Composite Index  
 S&P 400 MidCap Index  
 Russell 1000 Index

**Transfer Agent:** Computershare Investor Services  
 (877) 282-1168 (US stockholders)  
 (866) 245-4053 (Canadian stockholders)  
[www.computershare.com](http://www.computershare.com)

**Shares Outstanding:** UFS: 37,150,845  
 UFX: 678,475  
 (September 30, 2011)

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

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