

Neenah Paper Inc  
Form 10-K  
March 04, 2014

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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

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**FORM 10-K**

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(Mark One)

☒ **ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the fiscal year ended December 31, 2013

OR

☐ **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_  
Commission file number 001-32240

**NEENAH PAPER, INC.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction of  
incorporation or organization)

**20-1308307**  
(I.R.S. Employer  
Identification No.)

**3460 Preston Ridge Road**  
**Alpharetta, Georgia**  
(Address of principal executive offices)

**30005**  
(Zip Code)

Registrant's telephone number, including area code: **(678) 566-6500**

Securities registered pursuant to Section 12(b) of the Act:

Title of Each Class
Common Stock \$0.01 Par Value
Preferred Stock Purchase Rights

Name of Each Exchange on Which Registered
New York Stock Exchange

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Securities registered pursuant to Section 12(g) of the Act: **None**

Indicate by check mark if the registrant is a well-seasoned issuer, as defined in Rule 405 of the Securities Act. Yes ☐ No ☒

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes ☐ No ☒

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or such shorter period that the registrant was required to submit and post such files). Yes ☒ No ☐

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "large accelerated filer," "accelerated filer," and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer ☐

Accelerated filer ☒

Non-accelerated filer ☐

Smaller reporting company ☐

(Do not check if a  
smaller reporting  
company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act). Yes ☐ No ☒

The aggregate market value of the registrant's common stock held by non-affiliates on June 30, 2013 (based on the closing stock price on the New York Stock Exchange) on such date was approximately \$509,000,000.

As of February 14, 2014, there were 16,375,000 shares of the Company's common stock outstanding.

### DOCUMENTS INCORPORATED BY REFERENCE

Certain information contained in the definitive proxy statement for the Company's Annual Meeting of Stockholders to be held on May 22, 2014 is incorporated by reference into Part III hereof.

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### **PART I**

In this report, unless the context requires otherwise, references to "we," "us," "our," "Neenah" or the "Company" are intended to mean Neenah Paper, Inc., its consolidated subsidiaries and predecessor companies.

#### **Item 1. Business**

##### **Overview**

We are organized into two primary businesses: a specialty, performance-based technical products business and a premium fine papers business.

Our technical products business is a leading international producer of transportation and other filter media and durable, saturated and coated substrates for industrial products backings and a variety of other end markets. The business is focused on categories where we believe we are a market leader or have a competitive advantage, including, among others, transportation and other filter media, specialty tape, label, abrasive, medical packaging and image transfer and customer-specific applications in furniture veneer backing and durable print and cover applications. Our customers are located in more than 70 countries. Our technical products manufacturing facilities are located in Munising, Michigan and near Munich and Frankfurt, Germany.

We believe our fine paper business is the leading supplier of premium writing, text and cover papers, bright papers and specialty papers in North America. We are also focused on increasing our presence in international markets. Our premium writing, text, cover and specialty papers are used in commercial printing and imaging applications for corporate identity packages, invitations, personal stationery and corporate annual reports, as well as, premium labels and luxury packaging. Our bright papers are used in applications such as direct mail, advertising inserts, scrapbooks and marketing collateral. Our products include some of the most recognized and preferred fine paper brands and we enjoy leading market positions in many of our product categories. We sell our products primarily to authorized paper distributors, converters, specialty businesses and major retail customers. Our fine paper manufacturing facilities are located in Appleton, Neenah and Whiting, Wisconsin. In January 2013, we completed the purchase of certain premium business paper brands from the Southworth Company ("Southworth").

##### **Company Structure**

Our corporate structure consists of Neenah Paper, Inc., and five direct wholly owned subsidiaries.

*Neenah Paper, Inc.* is a Delaware corporation that holds our trademarks and patents related to all of our U.S. businesses (except Neenah Paper FVC, Inc), all of our U.S. inventory, the real estate, mills and manufacturing assets associated with our fine paper operations in Neenah and Whiting, Wisconsin, and all of the equity in our subsidiaries listed below. The common stock of Neenah is publicly traded on the New York Stock Exchange under the symbol "NP."

*Neenah Paper Michigan, Inc.* is a Delaware corporation and a wholly owned subsidiary of Neenah that owns the real estate, mill and manufacturing assets associated with our U.S. technical products business in Munising, Michigan.

*Neenah Paper FVC, LLC* is a Delaware limited liability company and wholly owned subsidiary of Neenah that owns all of the equity of Neenah Paper FR, LLC. Neenah Paper FR, LLC is a Delaware limited liability company that owns the real estate, mills and manufacturing assets associated with our fine paper operation in Appleton, Wisconsin.

*Neenah Paper International Holding Company, LLC* is a Delaware limited liability company and wholly owned subsidiary of Neenah that owns all of the equity of Neenah Paper International, LLC. Neenah Paper International, LLC is a Delaware limited liability company that owns all of the equity of Neenah Germany GmbH and in conjunction with Neenah Germany GmbH all of the equity of Neenah Services GmbH & Co. KG.

*NPCC Holding Company LLC* is a Delaware limited liability company and wholly owned subsidiary of Neenah that owns all of the equity of Neenah Paper Company of Canada ("Neenah Canada"). Neenah Canada is a Nova Scotia unlimited liability corporation that holds certain post-employment liabilities of our former Canadian operations.

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*Neenah Paper International Finance Company BV* is a private company with limited liability organized under the laws of the Netherlands and a wholly owned subsidiary of Neenah that facilitates the financing of our international operations.

## **History of the Businesses**

Neenah was incorporated in April 2004 in contemplation of the spin-off by Kimberly-Clark Corporation ("Kimberly-Clark") of its technical products and fine paper businesses in the United States and its Canadian pulp business (collectively, the "Pulp and Paper Business"). We had no material assets or activities until Kimberly-Clark's transfer to us of the Pulp and Paper business on November 30, 2004. On that date, Kimberly-Clark completed the distribution of all of the shares of our common stock to the stockholders of Kimberly-Clark (the "Spin-Off"). Following the Spin-Off, we are an independent public company and Kimberly-Clark has no ownership interest in us.

*Technical Products.* In 1952, we purchased what is now our Munising, Michigan mill. Subsequent to the purchase, we converted the mill to produce durable, saturated and coated papers for sale and use in a variety of industrial applications for our technical products business. In October 2006, we purchased the outstanding interests of FiberMark Services GmbH & Co. KG and the outstanding interests of FiberMark Beteiligungs GmbH (collectively "Neenah Germany"). The Neenah Germany assets consist of two mills located near Munich, Germany and a third mill near Frankfurt, Germany, that produce a wide range of products, including transportation and other filter media, nonwoven wall coverings, masking and other tapes, abrasive backings, and specialized printing and coating substrates.

*Fine Paper.* The fine paper business was incorporated in 1885 as Neenah Paper Company, which initially operated a single paper mill in Neenah, Wisconsin. We acquired the mill in 1956. In 1981, we purchased an additional mill located in Whiting, Wisconsin to increase the production capacity of the fine paper business. In the late 1980s and early 1990s, we expanded the capacity of the fine paper business by building two new paper machines at the Whiting mill, rebuilding two existing paper machines at the Whiting mill and completing a major expansion of the Neenah facility with the installation of a new paper machine, a new finishing center, a new customer service center and a distribution center expansion.

In March 2007, we acquired Fox Valley Corporation (now named Neenah Paper FVC, Inc.), which owned Fox River Paper Company, LLC ("Fox River," now named Neenah Paper FR, LLC). The Fox River assets consisted of four U.S. paper mills and various related assets, producing premium fine papers with well-known brands including STARWHITE®, SUNDANCE®, ESSE® and OXFORD®. In integrating the operations of Fox River with those of our existing fine paper mills, we closed three of the Fox River paper mills. We closed the Housatonic mill, located near Great Barrington, Massachusetts in May 2007, the fine paper mill located in Urbana, Ohio during the second quarter of 2008 and the fine paper mill located in Ripon, California in May 2009.

In January 2012, we purchased certain premium fine paper brands and other assets from Wausau. In January 2013, we purchased certain premium business paper brands from Southworth.

*Former Pulp Operations.* At the Spin-Off, our pulp operations consisted of mills located in Terrace Bay, Ontario and Pictou, Nova Scotia and approximately 975,000 acres of related woodlands. We disposed of these mills and woodlands in a series of transactions from 2006 to 2010. In March 2010, we sold approximately 475,000 acres of woodland assets in Nova Scotia, substantially completing our exit from pulp operations.

## **Business Strategy**

Our mission is to create value by improving the image and performance of everything we touch. We expect to create value by growing in specialized markets where we have competitive advantages. Strategies to deliver this value include:

*Leading in profitable, specialty niche markets* We will increase our participation in niche markets that can provide us with leading positions and value our core competencies in performance-based fiber and non-wovens media production, coating and saturating. In addition, we will grow in image-driven products such as premium papers, labels and luxury packaging.

*Increasing our size, growth rate and portfolio diversification* We will grow with our customers to expand our current product portfolio in new geographies and enter into adjacent markets that are growing and profitable. We

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will do this both through organic initiatives that build on our technologies and capabilities, and through acquisitions that fit with our competencies and provide attractive financial returns.

*Delivering consistent, attractive returns to our shareholders with disciplined financial management* We will continue to use Return on Invested Capital ("ROIC") as a key metric to evaluate investment decisions and measure performance and will maintain a prudent capital structure and deploy our cash flows in ways that can create value, including maintaining a meaningful dividend.

### **Products**

*Technical Products.* The technical products business is a leading producer of filtration media and durable, saturated and coated substrates for a variety of end uses. In general, our technical products are sold to other manufacturers as key components for their finished products. Several of our key market segments served, including filtration, specialty tape and abrasives, are global in scope. JET-PRO®SofStretch, KIMDURA®, MUNISING LP®, PREVAIL, NEENAH®, GESSNER® and varitess® are brands of our technical products business. Our technical products business had net sales of \$416 million, \$407 million and \$421 million in 2013, 2012 and 2011, respectively.

The following is a description of certain key products and markets:

Filtration media primarily for induction air, fuel, oil, and cabin air applications in automotive transportation. Transportation filtration media are sold to suppliers of automotive companies as original equipment on new cars and trucks as well as to the automotive aftermarket, which represents the majority of sales. This business is primarily in Europe.

Specialty tape including both saturated and unsaturated crepe and flat paper tapes sold to manufacturers to produce finished pressure sensitive products for sale in automotive, transportation, manufacturing, building construction, and industrial general purpose applications, including sales in the consumer-do-it-yourself retail channel.

Finished lightweight abrasive paper is used in the automotive, construction, metal and woodworking industries for both waterproof and dry sanding applications.

Wall covering substrates made from saturated and coated wet-laid nonwovens are marketed to converters serving primarily European commercial and consumer-do-it-yourself markets.

Label and tag products made from both saturated base label stock and purchased synthetic base label stock, with coatings applied to allow for high quality variable and digital printing. The synthetic label stock is recognized as a high quality, UV (ultra-violet) stable product used for outdoor applications. Label and tag stock is sold to pressure sensitive coaters, who in turn sell the coated label and tag stock to the label printing community.

Other latex saturated and coated papers for use by a wide variety of manufacturers. Premask paper is used as a protective over wrap for products during the manufacturing process and for applying signs, labeling and other finished products. Medical packaging paper is a polymer impregnated base sheet that provides a breathable sterilization barrier that provides unique properties.

Image transfer papers to transfer an image from paper to tee shirts, hats, coffee mugs, and other surfaces using a proprietary imaging coating for use in digital printing applications. Image transfer papers are primarily sold through large retail outlets and through distributors. Decorative components papers are made from light and medium weight latex saturated papers which can then be coated for printability. Decorative components papers are primarily sold to coater converters, distributors, publishers and printers for use in book covers, stationery and fancy packaging. Other products include clean room papers, durable printing papers, release papers and furniture backers.

*Fine Paper.* The fine paper business manufactures and sells world-class branded premium writing, text, cover and specialty papers and envelopes used in corporate identity packages, invitations, personal stationery and corporate annual reports, as well as, premium labels and luxury packaging. Often these papers are characterized by distinctive colors and textures. Our fine paper business had net sales of \$402 million, \$373 million and \$275 million in 2013, 2012 and 2011, respectively.

Premium writing papers are used for business and personal stationery, corporate identity packages and similar end-use applications. Market leading writing papers are sold by the fine paper business under the CLASSIC®, ENVIRONMENT®, CAPITOL BOND®, ROYAL SUNDANCE® and SOUTHWORTH® trademarks, which are



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denoted by a brand watermark in each sheet of writing paper. Our fine paper business has an exclusive agreement to manufacture, market and distribute Crane & Co.'s CRANE'S CREST®, CRANE'S BOND®, and CRANE'S LETTRA®, branded fine papers. Our fine paper business has an exclusive agreement to market and distribute Gruppo Cordenons SpA's SO...SILK®, PLIKE® and STARDREAM® branded fine papers. The fine paper business also sells private watermarked paper and other specialty writing papers.

Text and cover papers and envelopes are used in applications such as corporate brochures, pocket folders, corporate annual reports, advertising inserts, direct mail, business cards, hang tags, scrapbooks, and a variety of other uses where colors, textured finishes or heavier weight papers are desired. Our brands in this category include CLASSIC®, CLASSIC CREST®, ESSE® ENVIRONMENT® and ROYAL SUNDANCE®. We also sell a variety of custom colors, paper finishes, and duplex/laminated papers.

Bright papers are used in applications such as direct mail, advertising inserts, scrapbooks and marketing collateral. Our brands in this category include ASTROBRIGHTS® and EXACT BRIGHTS®.

The fine paper business also produces and sells other specialty papers; including envelopes, premium label base stock for applications such as wine labels, luxury packaging, and specialty paper products that address a consumer's need for enhanced image such as translucent papers, art papers, papers for optical scanning and other specialized applications.

## **Markets and Customers**

*Technical Products.* The technical products business sells its products globally into product categories generally used as base materials in the following applications: filtration, specialty tape, component materials for manufactured products such as tape and abrasives, and other specialized product uses such as graphics and identification.

Several products (filtration media, wall coverings, abrasives, specialty tapes, labels) are used in markets that are directly affected by economic business cycles. Other market segments such as image transfer papers used in small/home office and consumer applications are relatively stable. Most products are performance-based and require qualification at customers; however, certain categories may also be subject to price competition and the substitution of lower cost substrates in some less demanding applications.

The technical products business relies on a team of direct sales representatives and customer service representatives to market and sell approximately 95 percent of its sales volume directly to customers and converters.

The technical products business has over 500 customers worldwide. The distribution of sales in 2013 was approximately 55 percent in Europe, 25 percent in North America and 20 percent in Latin America and Asia. Customers typically convert and transform base papers and film into finished rolls and sheets by adding adhesives, coatings, and finishes. These transformed products are then sold to end-users.

Sales to the technical products business's three largest customers represented approximately 30 percent of its total sales in 2013. Although a complete loss of any of these customers would cause a temporary decline in the business's sales volume, the decline could be partially offset by expanding sales to existing customers, and further offset over a several month period with the addition of new customers.

*Fine Paper.* We believe our fine paper business is the leading supplier of premium writing, text and cover papers, bright papers and specialty papers in North America. The stationery segment of the premium fine papers market is divided into cotton and sulfite grades and includes writing papers and envelopes. The text and cover paper segment of the market, used in corporate identification applications, is split between smooth papers and textured papers. Text papers have traditionally been utilized for special, high end collateral material such as corporate brochures, annual reports and special edition books. Cover papers are primarily used for business cards, pocket folders, brochures and report covers including corporate annual reports. Bright papers are generally used by consumers for flyers, direct mail and packaging. In addition, our fine paper business includes other products such as food and beverage labels and high-end packaging materials such as specialty boxes used for luxury retail goods.

The fine paper business has historically sold its products through our sales and marketing organizations primarily in three channels: authorized paper distributors, converters and direct sales. With the purchase of Wausau brands, products are also sold into retail channel through major national retailers. Sales to distributors, including distributor owned paper stores, account for approximately 60 to 65 percent of revenue in the fine paper business.



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During 2013, approximately eight percent of the sales of our fine paper business were exported to markets outside the United States.

Sales to the three largest customers of the fine paper business represented approximately 30 percent of its total sales in 2013. We practice selective sales distribution to improve our ability to control the marketing of our products. Although a complete loss of any of these customers would cause a temporary decline in the business's sales volume, the decline could be partially offset by expanding sales to existing customers, and further offset over a several month period with the addition of new customers.

*Concentration.* For the years ended December 31, 2013, 2012 and 2011, no customer accounted for more than 10 percent of our consolidated net sales.

The following tables present further information about our businesses by geographic area (dollars in millions):

	Year Ended December 31,		
	2013	2012	2011
<b>Net sales</b>			
United States	\$ 564.4	\$ 543.4	\$ 416.2
Europe	280.1	265.4	279.8

Consolidated	\$ 844.5	\$ 808.8	\$ 696.0
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	December 31,		
	2013	2012	2011
<b>Total Assets</b>			
United States	\$ 365.1	\$ 322.5	\$ 286.4
Canada	1.0	0.2	0.3
Europe	309.8	288.0	278.4

Consolidated	\$ 675.9	\$ 610.7	\$ 565.1
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Net sales and total assets are attributed to geographic areas based on the physical location of the selling entities and the physical location of the assets. See Note 13 of Notes to Consolidated Financial Statements "Business Segment and Geographic Information" for information with respect to net sales, profits and total assets by business segment.

## **Raw Materials**

*Technical Products.* Softwood pulp, specialty pulp and latex are the primary raw materials consumed by our technical products business. The technical products business purchases softwood pulp, specialty pulp and latex from various suppliers. The technical products business purchases substantially all of its raw material requirements externally. We believe that all of the raw materials for our technical products operations, except for certain specialty latex grades and specialty softwood pulp, are readily available from several sources and that the loss of a single supplier would not cause a shutdown of our manufacturing operations.

Our technical products business acquires all of its specialized pulp requirements from two global suppliers and certain critical specialty latex grades from four suppliers. In general, these supply arrangements are not covered by formal contracts, but represent multi-year business relationships that have historically been sufficient to meet our needs. We expect these relationships to continue to operate in a satisfactory manner in the future. In the event of an interruption of production at any one supplier, we believe that each of these suppliers individually would

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be able to satisfy our short-term requirements for specialized pulp or specialty latex. In the event of a long-term disruption in our supply of specialized pulp or specialty latex, we believe we would be able to substitute other pulp grades or other latex grades that would allow us to meet required product performance characteristics and incur only a limited disruption in our production. As a result, we do not believe that the substitution of such alternative pulp or latex grades would have a material effect on our operations.

*Fine Paper.* Hardwood pulp is the primary fiber used to produce products of the fine paper business. Other significant raw material inputs in the production of fine paper products include softwood pulp, recycled fiber, cotton fiber, dyes and fillers. The fine paper business purchases all of its raw materials externally. We believe that

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all of the raw materials for our fine paper operations, except for certain cotton fiber which represent less than five percent of the total fiber requirements of our fine paper business, are readily available from several sources and that the loss of a single supplier would not cause a shutdown of our manufacturing operations.

We believe that a partial or total disruption in the production of cotton fibers at our two primary suppliers would increase our reliance on "spot market" purchases with a likely corresponding increase in cost. Since we have the ability to source cotton fiber on the "spot market" if faced with a supply disruption, we would not expect cotton fiber supply issues to have a material effect on our operations.

## **Energy and Water**

The equipment used to manufacture the products of our technical products and fine paper businesses use significant amounts of energy, primarily electricity, natural gas, oil and coal. We generate substantially all of our electrical energy at the Munising mill and approximately 40 percent and 15 percent of the electrical energy at our mills in Appleton, Wisconsin and Bruckmühl, Germany, respectively. We also purchase electrical energy from external sources, including electricity generated from renewable sources.

Availability of energy is not expected to be a problem in the foreseeable future, but the purchase price of such energy can and likely will fluctuate significantly based on changes in demand and other factors.

An adequate supply of water is needed to manufacture our products. We believe that there is an adequate supply of water for this purpose at each of our manufacturing locations.

## **Working Capital**

*Technical Products.* The technical products business maintains approximately 25 to 30 days of raw materials and supplies inventories to support its manufacturing operations and approximately 25 to 35 days of finished goods and semi-finished goods inventory to support customer orders for its products. Sales terms in the technical products business vary depending on the type of product sold and customer category. Extended credit terms of up to 120 days are offered to customers located in certain international markets. In general, sales are collected in approximately 45 to 55 days and supplier invoices are paid within 20 to 30 days.

*Fine Paper.* The fine paper business maintains approximately 10 days of raw material inventories to support its paper making operations and about 55 days of finished goods inventory to fill customer orders. Fine paper sales terms range between 20 and 30 days with discounts of zero to 2 percent for customer payments, with discounts of 1 percent and 20-day terms used most often. Extended credit terms are offered to customers located in certain international markets. Supplier invoices are typically paid within 30 days.

## **Competition**

*Technical Products.* Our technical products business competes in global markets with a number of large multinational competitors, including Ahlstrom Corporation, Munksjö, ArjoWiggins SAS, P.H. Glatfelter Company and Hollingsworth & Vose Company. It also competes in some, but not all, of these segments with smaller regional manufacturers, such as Monadnock Paper Mills, Inc., Expera Specialty Solutions LLC., Potsdam Specialty Paper, Inc. and Paper Line S.p.A. We believe the bases of competition in most of these segments are the ability to design and develop customized product features to meet customer specifications while maintaining quality, customer service and price. We believe our research and development program gives us an advantage in customizing base papers to meet customer needs.

*Fine Paper.* We believe our fine paper business is the leading supplier of premium writing, text and cover papers, bright papers and specialty papers in North America. Our fine paper business also competes globally in the premium segment of the uncoated free sheet market. The fine paper business competes directly in North America with Mohawk Fine Papers Inc. and other smaller companies. We believe the primary bases of competition for premium fine papers are brand recognition, product quality, customer service, product availability, promotional support and variety of colors and textures. Price also can be a factor particularly for lower quality printing needs that may compete with opaque and offset papers. We have and will continue to invest in advertising and other programs aimed at graphic designers, printers and corporate end-users in order to maintain a high level of brand awareness as well as communicate the advantages of using our products.

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**Research and Development**

Our technical products business maintains research and development laboratories in Feldkirchen-Westerham, Germany, Roswell, Georgia and Munising, Michigan to support its strategy of developing new products and technologies, and to support growth in its existing product lines and other strategically important markets. We have continually invested in product research and development with spending of \$6.1 million in 2013, \$5.6 million in 2012 and \$5.4 million in 2011.

**Intellectual Property**

The KIMDURA® and MUNISING LP® trademarks have made a significant contribution to the marketing of synthetic film and clean room papers of the technical products business. The GESSNER® and varitess® trademarks have played an important role in the marketing of Neenah Germany product lines.

We own more than 40 patents and have multiple pending patent applications in the United States, Canada, Western Europe and certain other countries covering image transfer paper, abrasives and medical packaging. We believe our image transfer patents have contributed to establishing the technical products business as a leading supplier of image transfer papers.

We own more than 50 trademarks with registrations in approximately 50 countries. Our fine paper business has built its market leading reputation on trademarked brands that date back as far as 1908. The CLASSIC® family of brands is one of the most well-known and respected trademarks in the printing and writing industry. The CLASSIC® family includes CLASSIC CREST®, CLASSIC® Laid, CLASSIC® Linen, CLASSIC COLUMNS® and CLASSIC COTTON® papers. Our branded products, which also include the ENVIRONMENT® brand and brands such as STARWHITE®, SUNDANCE® and ESSE®, have played an important role in the marketing of the product lines of the fine paper business, which are recognized as an industry leader for quality, consistency and printing applications. Our fine paper business has an exclusive licensing agreements to market and distribute Crane's CRANE'S CREST®, CRANE'S BOND®, CRANE'S LETTRA®, CRANE'S PALETTE and CRANE'S® Choice Papers branded fine papers and Gruppo Cordenons SpA's SO...SILK®, PLIKE® and STARDREAM® branded fine papers. In conjunction with the acquisition of the Wausau fine paper business in January 2012, we acquired the ASTROBRIGHTS®, ASTROPARCHE® and ROYAL premium writing, text and cover brands. In conjunction with the acquisition of the Southworth premium business paper business in January 2013, we acquired the SOUTHWORTH® premium business paper brand.

**Backlog and Seasonality**

*Technical Products.* In general, sales and profits for the technical products business have been relatively stronger in the first half of the year with reductions in the third quarter due to reduced customer converting schedules and in the fourth quarter due to a reduction in year-end inventory levels by our customers. The order flow for the technical products business is subject to seasonal peaks for several of its products, such as the larger volume grades of specialty tape, abrasives, premask, and label stock used primarily in the downstream finished goods manufacturing process. To assure timely shipments during these seasonal peaks, the technical products business provides certain customers with finished goods inventory on consignment. Historically, consignment sales have represented approximately 15 percent of the technical products business's annual sales. Orders are typically shipped within six to eight weeks of receipt of the order. However, the technical products business periodically experiences periods where order entry levels surge, and order backlogs can increase substantially. Raw materials are purchased and manufacturing schedules are planned based on customer forecasts, current market conditions and individual orders for custom products. The order backlog in the technical products business on December 31, 2013 was approximately \$100 million and represented approximately 25 percent of prior year sales. The order backlog in the technical products business on December 31, 2012 was approximately \$90 million and represented approximately 20 percent of prior year sales. We have previously filled the order backlog from December 31, 2012 and expect to fill the order backlog from December 31, 2013 within the current fiscal year.

*Fine Paper.* The fine paper business has historically experienced a steady flow of orders. Orders for stock products are typically shipped within two days, while custom orders are shipped within two to three weeks of receipt. Raw material purchases and manufacturing schedules are planned based on a combination of historical trends, customer forecasts and current market conditions. The order backlogs in the fine paper business on December 31, 2013 and 2012 were \$22.9 million and \$8.4 million, respectively, which represent approximately 21 days of sales and 8 days of sales, respectively. The order backlogs from December 31, 2013 and 2012 were filled in the respective following years.

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The operating results at each of our businesses are influenced by the timing of our annual maintenance downs, which are generally scheduled in the third quarter.

**Employee and Labor Relations**

As of December 31, 2013, we had 1,875 regular full-time employees of whom 735 hourly and 360 salaried employees were located in the United States and 495 hourly and 285 salaried employees were located in Germany.

Hourly employees at our U.S. paper mills are represented by the United Steelworkers Union (the "USW"). The collective bargaining agreement between the Whiting, Neenah, Munising and Appleton paper mills and the USW expire on January 31, 2018, June 30, 2018, July 14, 2018 and May 31, 2019, respectively. On pension matters our U.S. paper mills have bargained jointly with the USW. The current agreement on pension matters with the USW will remain in effect until September 2019.

Approximately 50 percent of salaried employees and 80 percent of hourly employees of Neenah Germany are eligible to be represented by the Mining, Chemicals and Energy Trade Union, Industriegewerkschaft Bergbau, Chemie und Energie (the "IG BCE"). In June 2013, the IG BCE and a national trade association representing all employers in the industry signed a collective bargaining agreement covering union employees of Neenah Germany that expires in June 2015.

We believe we have satisfactory relations with our employees covered by collective bargaining agreements and do not expect the negotiation of new collective bargaining agreements to have a material effect on our results of operations or cash flows.

**Environmental, Health and Safety Matters**

Our operations are subject to federal, state and local laws, regulations and ordinances relating to various environmental, health and safety matters. Our operations are in compliance with, or we are taking actions designed to ensure compliance with, these laws, regulations and ordinances. However, the nature of our operations exposes us to the risk of claims concerning non-compliance with environmental, health and safety laws or standards, and there can be no assurance that material costs or liabilities will not be incurred in connection with those claims. Except for certain orders issued by environmental, health and safety regulatory agencies with which we believe we are in compliance and which we believe are immaterial to our financial condition, results of operations and liquidity, we are not currently named as a party in any judicial or administrative proceeding relating to environmental, health and safety matters.

Greenhouse gas ("GHG") emissions have increasingly become the subject of political and regulatory focus. Concern over potential climate change, including global warming, has led to legislative and regulatory initiatives directed at limiting GHG emissions. In addition to certain federal proposals in the United States to regulate GHG emissions, Germany and all the states in which we operate have adopted or are currently considering GHG legislation or regulations, either individually and/or as part of regional initiatives. While not all are likely to become law it is reasonably possible that additional climate change related mandates will be forthcoming, and it is expected that they may adversely impact our costs by increasing energy costs and raw material prices, requiring operational or equipment modifications to reduce emissions and creating costs to comply with regulations or to mitigate the financial consequences of such compliance.

While we have incurred in the past several years, and will continue to incur, capital and operating expenditures in order to comply with environmental, health and safety laws, regulations and ordinances, we believe that our future cost of compliance with environmental, health and safety laws, regulations and ordinances, and our exposure to liability for environmental, health and safety claims will not have a material effect on our financial condition, results of operations or liquidity. However, future events, such as changes in existing laws and regulations, new legislation to limit GHG emissions or contamination of sites owned, operated or used for waste disposal by us (including currently unknown contamination and contamination caused by prior owners and operators of such sites or other waste generators) may give rise to additional costs which could have a material effect on our financial condition, results of operations or liquidity.

We have planned capital expenditures to comply with environmental, health and safety laws, regulations and ordinances during the period 2014 through 2016 of approximately \$1 million to \$2 million annually. Our anticipated capital expenditures for environmental projects are not expected to have a material effect on our financial condition, results of operations or liquidity.

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**AVAILABLE INFORMATION**

We are subject to the reporting requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934. As such, we file annual, quarterly and current reports, proxy statements and other information with the Securities and Exchange Commission ("SEC"). Our SEC filings are available to the public on the SEC's web site at [www.sec.gov](http://www.sec.gov). You may also read and copy any document we file at the SEC's Public Reference Room located at 100 F Street, N.E., Washington, D.C. 20549. Please call the SEC at 1-800-SEC-0330 for further information on the Public Reference Room. Our common stock is traded on the New York Stock Exchange under the symbol NP. You may inspect the reports, proxy statements and other information concerning us at the offices of the New York Stock Exchange, 20 Broad Street, New York, New York 10005.

Our web site is [www.neenah.com](http://www.neenah.com). Information on our web site is not incorporated by reference in this document. Our reports on Form 10-K, Form 10-Q and Form 8-K, as well as amendments to those reports, are and will be available free of charge on our web site as soon as reasonably practicable after we file or furnish such reports with the SEC. In addition, you may request a copy of any of these reports (excluding exhibits) at no cost upon written request to us at: Investor Relations, Neenah Paper, Inc., 3460 Preston Ridge Road, Suite 600, Alpharetta, Georgia 30005.

**Item 1A. Risk Factors**

*You should carefully consider each of the following risks and all of the other information contained in this Annual Report on Form 10-K. Some of the risks described below relate principally to our business and the industry in which we operate, while others relate principally to our indebtedness. The remaining risks relate principally to the securities markets generally and ownership of our common stock.*

*Our business, financial condition, results of operations or liquidity could be materially affected by any of these risks, and, as a result, the trading price of our common stock could decline. The risks described below are not the only ones we face. Additional risks not presently known to us or that we currently deem immaterial may also impair our business operations.*

**Risks Related to Our Business and Industry**

*Our business will suffer if we are unable to effectively respond to decreased demand for some of our products due to conditions in the global economy or secular decline of some markets.*

We have experienced and may experience in the future decreased demand for some of our products due to slowing or negative global economic growth, uncertainty in credit markets, declining consumer and business confidence, fluctuating commodity prices, increased unemployment and other challenges affecting the global economy. The North American uncoated free sheet market has been declining two to four percent annually due to the increasing use of electronic media for communication. For 2013, the Pulp and Paper Products Council reported a 2.5 percent year-over-year industry decline in the uncoated free sheet paper category. Premium fine papers represent approximately two and a half to three percent of the North American uncoated free sheet market. In addition, our customers may experience deterioration of their businesses, cash flow shortages, and difficulty obtaining financing. If we are unable to implement business strategies to effectively respond to decreased demand for our products, our financial position, cash flows and results of operations would be adversely affected.

*Changes in international conditions generally, and particularly in Germany, could adversely affect our business and results of operations.*

Our operating results and business prospects could be adversely affected by risks related to the countries outside the United States in which we have manufacturing facilities or sell our products, including Germany, the Eurozone and elsewhere. Downturns in economic activity, adverse tax consequences, fluctuations in the value of local currency versus the U.S. dollar, or any change in social, political or labor conditions in any of these countries or regions could negatively affect our financial results.

For example, the European sovereign debt crisis has negatively affected economic conditions in Europe and globally. We have significant operations and financial relationships based in Europe and in Germany in particular. Europe has historically accounted for over 40 percent of our net revenues. If the European sovereign debt crisis continues or deepens, economic conditions in Europe may further deteriorate. In that case, our business in Europe and elsewhere, as well as the businesses of our customers and suppliers, may be adversely affected.

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***Our businesses are significantly dependent on sales to their largest customers.***

Sales to the three largest customers of each of the fine paper business and the technical products business represented approximately 30 percent of such segment's total sales for 2013. A significant loss of business from any of our major fine paper or technical products customers may have a material adverse effect on our financial condition, results of operations and liquidity. We are also subject to credit risk associated with our customer concentration. If one or more of our largest fine paper or technical products customers were to become bankrupt, insolvent or otherwise were unable to pay for services provided, we may incur significant write-offs of accounts receivable.

***The availability of and prices for raw materials and energy will significantly impact our business.***

We purchase a substantial portion of the raw materials and energy necessary to produce our products on the open market, and, as a result, the price and other terms of those purchases are subject to change based on factors such as worldwide supply and demand and government regulation. We do not have significant influence over our raw material or energy prices and our ability to pass increases in those prices along to purchasers of our products may be challenged, unless those increases coincide with increased demand for the product. Therefore, raw material or energy prices could increase at the same time that prices for our products are steady or decreasing. In addition, we may not be able to recoup other cost increases we may experience, such as those resulting from inflation or from increases in wages or salaries or increases in health care, pension or other employee benefits costs, insurance costs or other costs.

Our technical products business acquires all of its specialized pulp requirements from two global suppliers and certain critical specialty latex grades from four suppliers. In general, these supply arrangements are not covered by formal contracts, but represent multi-year business relationships that have historically been sufficient to meet our needs. We expect these relationships to continue to operate in a satisfactory manner in the future. In the event of an interruption of production at any one supplier, we believe that each of these suppliers individually would be able to satisfy our short-term requirements for specialized pulp or specialty latex. In the event of a long-term disruption in our supply of specialized pulp or specialty latex, we believe we would be able to substitute other pulp grades or other latex grades that would allow us to meet required product performance characteristics and incur only a limited disruption in our production.

Our fine paper business acquires a substantial majority of the cotton fiber used in the production of certain branded bond paper products pursuant to annual agreements with two North American producers. The balance of our cotton fiber requirements are acquired through "spot market" purchases from a variety of other producers. We believe that a partial or total disruption in the production of cotton fibers at our two primary suppliers would increase our reliance on "spot market" purchases with a likely corresponding increase in cost.

***Our operating results are likely to fluctuate.***

Our operating results are subject to substantial quarterly and annual fluctuations due to a number of factors, many of which are beyond our control. Operating results could be adversely affected by general economic conditions causing a downturn in the market for paper products. Additional factors that could affect our results include, among others, changes in the market price of pulp, the effects of competitive pricing pressures, production capacity levels and manufacturing yields, availability and cost of products from our suppliers, the gain or loss of significant customers, our ability to develop, introduce and market new products and technologies on a timely basis, changes in the mix of products produced and sold, seasonal customer demand, the relative strength of the Euro versus the U.S. dollar, increasing interest rates and environmental costs. The timing and effect of the foregoing factors are difficult to predict, and these or other factors could materially adversely affect our quarterly or annual operating results.

***We face many competitors, several of which have greater financial and other resources.***

We face competition in each of our business segments from companies that produce the same type of products that we produce or that produce lower priced alternative products that customers may use instead of our products. Some of our competitors have greater financial, sales and marketing, or research and development resources than we do. Greater financial resources and product development capabilities may also allow our competitors to respond more quickly to new opportunities or changes in customer requirements.

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***We cannot be certain that our tax planning strategies will be effective and that our net operating losses ("NOLs") will continue to be available to offset our tax liability.***

We are continuously undergoing examination by the Internal Revenue Service (the "IRS") as well as taxing authorities in various state and foreign jurisdictions in which we operate. The IRS and other taxing authorities routinely challenge certain deductions and credits reported on our income tax returns.

In November 2010, we received a tax examination report from the German tax authorities challenging the validity of certain interest expense deductions claimed on the Company's tax returns for the years 2006 and 2007. In August 2012, we received tax assessments totaling €3.7 million from the German tax authorities and submitted an appeal challenging these assessments. We paid a total of €1.9 million against the August 2011 tax assessments and reflected these payments as assets (in "Income taxes receivable") in recognition that such amounts would be treated as prepayments against any assessments ultimately owed. During the first quarter of 2013, we reached a settlement with the German tax authorities for all issues related to the tax examination. The settlement resulted in a revised tax assessment of €0.5 million, which was approximately equal to our liability for uncertain tax positions related to this issue at December 31, 2012. For the year ended December 31, 2013, we received refunds of the above tax prepayments of €1.4 million.

As of December 31, 2013, we reflected a liability for unrecognized tax benefits based on an assessment of the likelihood of alternative outcomes related to certain ongoing interest expense deductions through December 31, 2013. Management believes it is remote that our liability for unrecognized tax benefits related to these matters will significantly increase within the next 12 months.

As of December 31, 2013, we had \$32.9 million of U.S. Federal and \$51.5 million of U.S. State tax NOLs which may be used to offset taxable income in the future. In order to utilize the NOLs, we must generate consolidated taxable income. If not used, substantially all of the NOLs will expire in various amounts between 2028 and 2030. The availability of NOLs to offset taxable income could also be substantially reduced if we were to undergo an "ownership change" within the meaning of Section 382(g)(1) of the Internal Revenue Code. We will be treated as having had an "ownership change" if there is more than a 50% increase in stock ownership during a three-year "testing period" by "5% stockholders."

In accordance with Accounting Standards Codification ("ASC") Topic 740, *Income Taxes* ("ASC Topic 740"), as of December 31, 2013, we have recorded a liability of \$4.3 million for uncertain tax positions where we believe it is "more likely than not" that the benefit reported on our income tax return will not be realized. There can be no assurance, however, that the actual amount of unrealized deductions will not exceed the amounts we have recognized for uncertain tax positions.

***We have significant obligations for pension and other postretirement benefits.***

We have significant obligations for pension and other postretirement benefits which could require future funding beyond that which we have funded in the past or which we currently anticipate. At December 31, 2013, our projected pension benefit obligations were \$320.4 million and exceeded the fair value of pension plan assets by \$59.1 million. In 2013, we made total contributions to qualified pension trusts of \$18.1 million. In addition, during 2013 we paid pension benefits for unfunded qualified and supplemental retirement plans of \$2.2 million. At December 31, 2013, our projected other postretirement benefit obligations were \$41.0 million. No assets have been set aside to satisfy our other postretirement benefit obligations. In 2013, we made payments for postretirement benefits other than pensions of \$3.7 million. A material increase in funding requirements or benefit payments could have a material effect on our cash flows.

***The outcome of legal actions and claims may adversely affect us.***

We are involved in legal actions and claims arising in the ordinary course of our business. The outcome of such legal actions and claims against us cannot be predicted with certainty. Legal actions and claims against us could have a material effect on our financial condition, results of operations and liquidity.

***Labor interruptions would adversely affect our business.***

Substantially all of our hourly employees are unionized. In addition, some key customers and suppliers are also unionized. Strikes, lockouts or other work stoppages or slow downs involving our unionized employees could have a material effect on us.



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***Future dividends on our common stock may be restricted or eliminated.***

Dividends are declared at the discretion of our Board of Directors, and future dividends will depend on our future earnings, cash flow, financial requirements and other factors. Our ability to pay cash dividends on our common stock is limited under the terms of both our bank credit agreement and the indenture for our \$175 million of eight-year senior notes due November 2021 (the "2021 Senior Notes"). As of December 31, 2013, under the most restrictive terms of the indenture for the 2021 Senior Notes, our ability to pay cash dividends on our common stock is limited to a total of \$25 million in a 12-month period. There can be no assurance that we will continue to pay dividends in the future.

***If we have a catastrophic loss or unforeseen or recurring operational problems at any of our facilities, we could suffer significant lost production and/or cost increases.***

Our technical products and fine paper businesses may suffer catastrophic loss due to fire, flood, terrorism, mechanical failure, or other natural or man-made events. If any of our facilities were to experience a catastrophic loss, it could disrupt our operations, delay production, delay or reduce shipments, reduce revenue, and result in significant expenses to repair or replace the facility. These expenses and losses may not be adequately covered by property or business interruption insurance. Even if covered by insurance, our inability to deliver our products to customers, even on a short-term basis, may cause us to lose market share on a more permanent basis.

***Fluctuations in currency exchange rates could adversely affect our results.***

Exchange rate fluctuations for the Euro do not have a material effect on the operations or cash flows of our German technical products business. Our German technical products business incurs most of its costs and sells most of its production in Europe and, therefore, its operations and cash flows are not materially affected by changes in the exchange rate of the Euro relative to the U.S. dollar. Changes in the Euro exchange rate relative to the U.S. dollar will, however, have an effect on our balance sheet and reported results of operations. See "Quantitative and Qualitative Disclosures About Market Risk Foreign Currency Risk."

In addition, because we transact business in other foreign countries, some of our revenues and expenses are denominated in a currency other than the local currency of our operations. As a result, changes in exchange rates between the currency in which the transaction is denominated and the local currency of our operations into which the transaction is being recorded can impact the amount of local currency recorded for such transaction. This can result in more or less local currency revenues or costs related to such transaction, and thus have an effect on our reported sales and income before income taxes.

***Our activities are subject to extensive government regulation, which could increase our costs, cause us to incur liabilities and adversely affect the manufacturing and marketing of our products.***

Our operations are subject to federal, state and local laws, regulations and ordinances in the United States and Germany relating to various environmental, health and safety matters. The nature of our operations requires that we invest capital and incur operating costs to comply with those laws, regulations and ordinances and exposes us to the risk of claims concerning non-compliance with environmental, health and safety laws or standards. We cannot assure that significant additional expenditures will not be required to maintain compliance with, or satisfy potential claims arising from, such laws, regulations and ordinances. Future events, such as changes in existing laws and regulations or contamination of sites owned, operated or used for waste disposal by us (including currently unknown contamination and contamination caused by prior owners and operators of such sites or other waste generators) may give rise to additional costs that could require significantly higher capital expenditures and operating costs, which would reduce the funds otherwise available for operations, capital expenditures, future business opportunities or other purposes.

***We are subject to risks associated with possible climate change legislation and various cost and manufacturing issues associated with such legislation.***

GHG emissions have increasingly become the subject of political and regulatory focus. Concern over potential climate change, including global warming, has led to legislative and regulatory initiatives directed at limiting GHG emissions. In addition to certain federal proposals in the United States to regulate GHG emissions, Germany and all the states in which we operate have adopted or are currently considering GHG legislation or regulations, either individually and/or as part of regional initiatives. While not all are likely to become law it is reasonably possible that additional climate change related mandates will be forthcoming, and it is expected that they may adversely

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impact our costs by increasing energy costs and raw material prices, requiring operational or equipment modifications to reduce emissions and creating costs to comply with regulations or to mitigate the financial consequences of compliance.

**Risks Relating to Our Indebtedness**

***We may not be able to fund our future capital requirements internally or obtain third-party financing.***

We may be required or choose to obtain additional debt or equity financing to meet our future working capital requirements, as well as to fund capital expenditures and acquisitions. To the extent we must obtain financing from external sources to fund our capital requirements, we cannot guarantee financing will be available on favorable terms, if at all. As of December 31, 2013, we have required debt payments of \$21.4 million during the year ending December 31, 2014.

***We may not be able to generate sufficient cash flow to meet our debt obligations, including the 2021 Senior Notes.***

Our ability to make scheduled payments or to refinance our obligations with respect to the 2021 Senior Notes, our other debt and our other liabilities will depend on our financial and operating performance, which, in turn, is subject to prevailing economic conditions and to certain financial, business and other factors beyond our control. If our cash flow and capital resources are insufficient to fund our debt obligations and other liabilities, we could face substantial liquidity problems and may be forced to reduce or delay scheduled expansions and capital expenditures, sell material assets or operations, obtain additional capital or restructure our debt. We cannot assure that our operating performance, cash flow and capital resources will be sufficient to repay our debt in the future. In the event that we are required to dispose of material assets or operations or restructure our debt to meet our debt and other obligations, we can make no assurances as to the terms of any such transaction or how quickly any such transaction could be completed.

If we cannot make scheduled payments on our debt, we will be in default and, as a result:

our debt holders could declare all outstanding principal and interest to be due and payable;

our senior secured lenders could terminate their commitments and commence foreclosure proceedings against our assets; and

we could be forced into bankruptcy or liquidation.

If our operating performance declines in the future or we breach our covenants under the revolving credit facility, we may need to obtain waivers from the lenders under our revolving credit facility to avoid being in default. We may not be able to obtain these waivers. If this occurs, we would be in default under our revolving credit facility.

***We have significant indebtedness which subjects us to restrictive covenants relating to the operation of our business.***

As of December 31, 2013, we had \$175 million of 2021 Senior Notes, \$19.3 million in revolving credit borrowings at our wholly-owned German subsidiary ("Neenah Germany") and \$17.6 million of project financing outstanding. In addition, availability under our bank credit agreement was approximately \$104 million. Our leverage could have important consequences. For example, it could:

make it difficult for us to satisfy our financial obligations, including making scheduled principal and interest payments on the 2021 Senior Notes and our other indebtedness;

place us at a disadvantage to our competitors;

require us to dedicate a substantial portion of our cash flow from operations to service payments on our indebtedness, thereby reducing funds available for other purposes;

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increase our vulnerability to a downturn in general economic conditions or the industry in which we operate;

limit our ability to obtain additional financing for working capital, capital expenditures, acquisitions and general corporate and other purposes; and

limit our ability to plan for and react to changes in our business and the industry in which we operate.

The terms of our indebtedness, including our bank credit agreement and the indenture governing the 2021 Senior Notes, contain covenants restricting our ability to, among other things, incur certain additional debt, make

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specified restricted payments, pay dividends, authorize or issue capital stock, enter into transactions with our affiliates, consolidate or merge with or acquire another business, sell certain of our assets or liquidate, dissolve or wind-up our company. As of December 31, 2013, under the most restrictive terms of debt agreements, our ability to pay cash dividends on our common stock is limited to a total of \$25 million in a 12-month period.

In addition, our bank credit agreement contains covenants with which we must comply during the term of the agreement. Among other things, such covenants restrict our ability to incur certain additional debt, make specified restricted payments, authorize or issue capital stock, enter into transactions with affiliates, consolidate or merge with or acquire another business, sell certain of its assets, or dissolve or wind up. In addition, if we have outstanding borrowings under the our term loan or if borrowing availability under our bank credit agreement is less than \$20 million, we are required to achieve a fixed charge coverage ratio (as defined in our bank credit agreement) of not less than 1.1 to 1.0 for the preceding 12-month period, tested as of the end of such quarter. As of December 31, 2013, we were in compliance with all terms of our bank credit agreement.

Our revolving credit facilities accrue interest at variable rates. As of December 31, 2013, we had 19.3 million of revolving credit borrowings outstanding. We may reduce our exposure to rising interest rates by entering into interest rate hedging arrangements, although those arrangements may result in us incurring higher interest expenses than we would incur without the arrangements. If interest rates increase in the absence of such arrangements, we will need to dedicate more of our cash flow from operations to make payments on our debt. For more information on our liquidity, see "Management's Discussion and Analysis of Financial Condition and Results of Operations – Liquidity and Capital Resources."

***Our failure to comply with the covenants contained in our revolving credit facility or the indenture governing the 2021 Senior Notes could result in an event of default that could cause acceleration of our indebtedness.***

Our failure to comply with the covenants and other requirements contained in the indenture governing the 2021 Senior Notes, our revolving credit facility or our other debt instruments could cause an event of default under the relevant debt instrument. The occurrence of an event of default could trigger a default under our other debt instruments, prohibit us from accessing additional borrowings and permit the holders of the defaulted debt to declare amounts outstanding with respect to that debt to be immediately due and payable. Our assets or cash flows may not be sufficient to fully repay borrowings under our outstanding debt instruments, and we may be unable to refinance or restructure the payments on indebtedness on favorable terms, or at all.

***Despite our indebtedness levels, we and our subsidiaries may be able to incur substantially more indebtedness, which may increase the risks created by our substantial indebtedness.***

Because the terms of our bank credit agreement and the indenture governing the 2021 Senior Notes do not fully prohibit us or our subsidiaries from incurring additional indebtedness, we and our subsidiaries may be able to incur substantial additional indebtedness in the future, some of which may be secured. If we or any of our subsidiaries incur additional indebtedness, the related risks that we and they now face may intensify.

***Our bank credit agreement is secured by a majority of our North American assets.***

Our bank credit agreement is secured by a majority of our North American assets, including the capital stock of our subsidiaries. Neenah Germany is not a borrower or guarantor with respect to the bank credit agreement.

Availability under our bank credit agreement will fluctuate over time depending on the value of our inventory, receivables and various capital assets. An extended work stoppage or decline in sales volumes would result in a decrease in the value of the assets securing the bank credit agreement. A reduction in availability under the bank credit agreement could have a material effect on our liquidity.

***Changes in credit ratings issued by nationally recognized statistical rating organizations could adversely affect our cost of financing and have an adverse effect on the market price of our securities.***

Our debt currently has a non-investment grade rating, and there can be no assurance that any rating assigned by the rating agencies will remain for any given period of time or that a rating will not be lowered or withdrawn entirely by a rating agency if, in that rating agency's judgment, future circumstances relating to the basis of the rating, such as adverse changes, so warrant. A lowering or withdrawal of the ratings assigned to our debt securities by rating agencies may increase our future borrowing costs and reduce our access to capital, which could have a material adverse impact on our financial condition and results of operations.

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***We depend on our subsidiaries to generate cash flow to meet our debt service obligations, including payments on the 2021 Senior Notes.***

We conduct a substantial portion of our business through our subsidiaries. Consequently, our cash flow and ability to service our debt obligations, including the 2021 Senior Notes, depend upon the earnings of our subsidiaries and the distribution of those earnings to us, or upon loans, advances or other payments made by these entities to us. The ability of these entities to pay dividends or make other payments or advances to us will be subject to applicable laws and contractual restrictions contained in the instruments governing their debt, including our revolving credit facility and the indenture governing the 2021 Senior Notes. These limitations are also subject to important exceptions and qualifications.

The ability of our subsidiaries to generate sufficient cash flow from operations to allow us to make scheduled payments on our debt, including the 2021 Senior Notes, will depend upon their future financial performance, which will be affected by a range of economic, competitive and business factors, many of which are outside of our control as well as their ability to repatriate cash to us. If our subsidiaries do not generate sufficient cash flow from operations to help us satisfy our debt obligations, including payments on the 2021 Senior Notes or if they are unable to distribute sufficient cash flow to us, we may have to undertake alternative financing plans, such as refinancing or restructuring our debt, selling assets, reducing or delaying capital expenditures or seeking to raise additional capital. Refinancing may not be possible, and any assets may not be saleable, or, if sold, we may not realize sufficient amounts from those sales. Additional financing may not be available on acceptable terms, if at all, or we may be prohibited from incurring it, if available, under the terms of our various debt instruments then in effect. Our inability to generate sufficient cash flow to satisfy our debt obligations or to refinance our obligations on commercially reasonable terms would have an adverse effect on our business, financial condition and results of operations, as well as on our ability to satisfy our obligations on the 2021 Senior Notes.

**FORWARD-LOOKING STATEMENTS**

Certain statements in this Annual Report on Form 10-K may constitute "forward-looking" statements as defined in Section 27A of the Securities Act of 1933 (the "Securities Act"), Section 21E of the Securities Exchange Act of 1934 (the "Exchange Act"), the Private Securities Litigation Reform Act of 1995 (the "PSLRA"), or in releases made by the SEC, all as may be amended from time to time. Statements contained in this Annual Report on Form 10-K that are not historical facts may be forward-looking statements within the meaning of the PSLRA. Any such forward-looking statements reflect our beliefs and assumptions and are based on information currently available to us. Forward-looking statements are only predictions and involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. These cautionary statements are being made pursuant to the Securities Act, the Exchange Act and the PSLRA with the intention of obtaining the benefits of the "safe harbor" provisions of such laws. The Company cautions investors that any forward-looking statements we make are not guarantees or indicative of future performance. For additional information regarding factors that may cause our results of operations to differ materially from those presented herein, please see "Risk Factors" contained in this Annual Report on Form 10-K and as are detailed from time to time in other reports we file with the SEC.

You can identify forward-looking statements as those that are not historical in nature, particularly those that use terminology such as "may," "will," "should," "expect," "anticipate," "contemplate," "estimate," "believe," "plan," "project," "predict," "potential" or "continue," or the negative of these, or similar terms. In evaluating these forward-looking statements, you should consider the following factors, as well as others contained in our public filings from time to time, which may cause our actual results to differ materially from any forward-looking statement:

changes in market demand for our products due to global economic conditions;

fluctuations in (i) exchange rates (in particular changes in the U.S. dollar/Euro currency exchange rates) and (ii) interest rates;

increases in commodity prices, (particularly for pulp, energy and latex) due to constrained global supplies or unexpected supply disruptions;

the availability of raw materials and energy;

the competitive environment;

capital and credit market volatility and fluctuations in global equity and fixed-income markets;



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unanticipated expenditures related to the cost of compliance with environmental and other governmental regulations;

our ability to control costs and implement measures designed to enhance operating efficiencies;

the loss of current customers or the inability to obtain new customers;

increases in the funding requirements for our pension and postretirement liabilities;

changes in asset valuations including write-downs of assets including property, plant and equipment; inventory, accounts receivable, deferred tax assets or other assets for impairment or other reasons;

our existing and future indebtedness;

our net operating losses may not be available to offset our tax liability and other tax planning strategies may not be effective;

strikes, labor stoppages and changes in our collective bargaining agreements and relations with our employees and unions;

other risks that are detailed from time to time in reports we file with the SEC; and

other factors described under "Risk Factors".

You are cautioned not to unduly rely on such forward-looking statements, which speak only as of the date made, when evaluating the information presented in this information statement.

**Item 1B. Unresolved Staff Comments**

None.

**Item 2. Properties**

Our principal executive offices are located in Alpharetta, Georgia, a suburb of Atlanta, Georgia, and we operate a research and development laboratory in the nearby suburb of Roswell, Georgia. We own and operate four paper mills in the United States that produce printing and writing, text, cover, durable saturated and coated substrates and other specialty papers for a variety of end uses. We own and operate three paper mills in Germany that produce transportation and other filter media, wall coverings and durable and saturated substrates.

We believe that each of these facilities is adequately maintained and is suitable for conducting our operations and business. We manage machine operating schedules at our manufacturing locations to fulfill customer orders in a timely manner and control inventory levels.

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As of December 31, 2013, following are the locations of our principal facilities and operating equipment and the products produced at each location. All the facilities are owned by us, except as otherwise noted:

Location	Equipment/Resources	Products
<b>Fine Paper Segment</b>		
Appleton Mill Appleton, Wisconsin	Two paper machines; paper finishing equipment	Printing and writing, text, cover and other specialty papers
Converting Center Neenah, Wisconsin	Paper finishing equipment	Printing and writing, text, cover and other specialty papers
Neenah Mill Neenah, Wisconsin	Two paper machines; paper finishing equipment	Printing and writing, text, cover and other specialty papers
Whiting Mill Whiting, Wisconsin	Four paper machines; paper finishing equipment	Printing and writing, text, cover and other specialty papers
<b>Technical Products Segment</b>		
Munising Mill Munising, Michigan	Two paper machines; two off line saturators; two off line coaters; specialty finishing equipment	Tapes, abrasives, premask, medical packaging and other durable, saturated and coated substrates
Bruckmühl Mill Bruckmühl, Germany	One paper machine; two saturator/coaters; finishing equipment	Masking tape backings and abrasive backings
Lahnstein Mill Lahnstein, Germany	One paper machine; three impregnating and coating machines; two calendars; finishing equipment	Nonwoven wall coverings, printing media and durable substrates
Weidach Mill Feldkirchen-Westerham, Germany	Two paper machines; three saturators; one laminator; three meltblown machines; specialty finishing equipment	Transportation filtration and other industrial filter media

See Note 6 of Notes to Consolidated Financial Statements, "Debt" for a description of the material encumbrances attached to the properties described in the table above.

### **Capacity Utilization**

Paper machines in our manufacturing facilities generally operate on a combination of five or seven-day schedules to meet demand. We are not constrained by input factors and the maximum operating capacity of our manufacturing facilities is calculated based on operating days to account for variations in mix and different units of measure between assets. Due to required maintenance downtime and contract holidays, the maximum number of operating days is defined as 350 days per year. We generally expect to utilize approximately 85 to 95 percent of our maximum operating capacity. The following table presents our percentage utilization of maximum operating capacity by segment:

	<b>Year Ended December 31,</b>		
	<b>2013</b>	<b>2012 (1)</b>	<b>2011</b>
Technical Products	88%	88%	87%
Fine Paper (2)	86%	85%	65%

(1)

The increase in the percentage of capacity utilization for our Fine Paper segment for the year ended December 31, 2012 compared to the prior year was primarily due to additional production related to the acquisition of the Wausau brands.

(2)

The Index, Tag and Vellum Bristol product lines acquired from Wausau in January 2012 are manufactured in our Fine Paper mills and the percentage of maximum capacity utilization for the Fine Paper segment includes such production.





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As of December 31, 2013, following are the locations of our owned and leased office and laboratory space and the functions performed at each location.

Administrative Location	Office/Other Space	Function
Alpharetta, Georgia	Leased Office Space	Corporate Headquarters and Administration
Roswell, Georgia	Leased Laboratory Space	Research and Development for our paper businesses
Feldkirchen-Westerham, Germany	Owned Laboratory Space	Research and Development for our technical product businesses
Neenah and Appleton, Wisconsin	Owned Office Space	Administration

### **Item 3. Legal Proceedings**

#### *Litigation*

We are involved in certain legal actions and claims arising in the ordinary course of business. While the outcome of these legal actions and claims cannot be predicted with certainty, it is the opinion of management that the outcome of any such claim which is pending or threatened, either individually or on a combined basis, will not have a material effect on our consolidated financial condition, results of operations or liquidity.

#### *Income Taxes*

We are continuously undergoing examination by the IRS as well as various state and foreign jurisdictions. The IRS and other taxing authorities routinely challenge certain deductions and credits we report on our income tax returns.

#### *German Tax Audits Tax Years 2006 to 2007*

In November 2010, the Company received a tax examination report from the German tax authorities challenging the validity of certain interest expense deductions claimed on the Company's tax returns for the years 2006 and 2007. In August 2011, the Company received tax assessments totaling €3.7 million from the German tax authorities and submitted an appeal challenging these assessments. The Company paid a total of €1.9 million against the August 2011 tax assessments and reflected these payments as assets (in "Income taxes receivable") in recognition that such amounts would be treated as prepayments against any assessments ultimately owed. During the first quarter of 2013, the Company reached a settlement with the German tax authorities for all issues related to the tax examination. The settlement resulted in a revised tax assessment of €0.5 million, which was approximately equal to the Company's liability for uncertain tax positions related to this issue at December 31, 2012. For the year ended December 31, 2013, the Company received refunds of the above tax prepayments of €1.4 million.

As of December 31, 2013, the Company reflected a liability for unrecognized tax benefits based on an assessment of the likelihood of alternative outcomes related to certain ongoing interest expense deductions through December 31, 2013. Management believes it is remote that the Company's liability for unrecognized tax benefits related to these matters will significantly increase within the next 12 months.

### **Item 4. Mine Safety Disclosures**

Not applicable.

Table of Contents**PART II****Item 5. Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities**

Neenah common stock is listed on the New York Stock Exchange and is traded under the ticker symbol NP. Trading, as reported on the New York Stock Exchange, Inc. Composite Transactions Tape, and dividend information follows:

<b>Common Stock Market Price</b>			
	<b>High</b>	<b>Low</b>	<b>Dividends Declared</b>
<b>2013</b>			
Fourth quarter	\$ 44.31	\$ 37.50	\$ 0.20
Third quarter	\$ 40.38	\$ 31.80	\$ 0.20
Second quarter	\$ 32.35	\$ 27.44	\$ 0.15
First quarter	\$ 32.57	\$ 27.70	\$ 0.15
<b>2012</b>			
Fourth quarter	\$ 29.19	\$ 23.67	\$ 0.12
Third quarter	\$ 30.61	\$ 25.40	\$ 0.12
Second quarter	\$ 30.00	\$ 24.48	\$ 0.12
First quarter	\$ 31.06	\$ 22.31	\$ 0.12

Dividends are declared at the discretion of the Board of Directors, and future dividends will depend on our future earnings, cash flow, financial requirements and other factors. Our ability to pay cash dividends on our common stock is limited under the terms of both our bank credit agreement and our 2021 Senior Notes. As of December 31, 2013, under the most restrictive terms of our debt agreements, our ability to pay cash dividends on our common stock is limited to a total of \$25 million in a 12-month period. For the year ended December 31, 2013 we paid cash dividends of \$0.70 per common share or \$11.4 million. For the year ended December 31, 2012 we paid cash dividends of \$0.48 per common share or \$7.8 million. In November 2013, our Board of Directors approved a twenty percent increase in the annual dividend rate on our common stock to \$0.96 per share. The dividend is scheduled to be paid in four equal quarterly installments beginning in March 2014.

As of February 14, 2014, Neenah had approximately 1,700 holders of record of its common stock. The closing price of Neenah's common stock on February 14, 2014 was \$44.80.

The following table sets forth information regarding purchases of our common stock during the fourth quarter of 2013.

## Purchases of Equity Securities:

<b>Period</b>	<b>Total Number of Shares Purchased</b>	<b>Average Price Paid Per Share</b>	<b>Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs (b)</b>	<b>Approximate Dollar Value of Shares that May Yet Be Purchased Under Publicly Announced Plans or Programs (b)</b>
October 2013	3,300	\$ 40.49		\$ 10,000,000
November 2013				\$ 10,000,000
December 2013 (a)	87,500	\$ 42.76		\$ 10,000,000

(a)

Transactions represent the purchase of vested restricted shares from employees to satisfy minimum tax withholding requirements upon vesting of stock-based awards. None of these transactions were made in the open market. The average price paid is based upon the closing sales price on the New York Stock Exchange on the date of the transaction. Such purchases are held as treasury shares. See Note 8 of Notes to Consolidated Financial Statements, "Stock Compensation Plans."

(b)

On May 17, 2013, the Company's Board of Directors authorized a program that would allow for the purchase of up to \$10 million of outstanding Common Stock through May 16, 2014.



Table of Contents**Equity Compensation Plan Information**

The following table summarizes information about outstanding options, share appreciation rights and restricted stock units and shares reserved for future issuance under our existing equity compensation plans as of December 31, 2013.

	(a)	(b)	(c)
Plan Category	Number of securities to be issued upon exercise of outstanding options, warrants, and rights	Weighted-average exercise price of outstanding options, warrants, and rights (1)	Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in column (a))
Equity compensation plans approved by security holders	1,057,200(2)(3)	\$ 23.36	1,790,000
Equity compensation plans not approved by security holders			
Total	1,057,200	\$ 23.36	1,790,000

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- (1) The weighted-average exercise price of outstanding options, warrants and rights does not take into account restricted stock units since they do not have an exercise price.
- (2) Includes (i) 810,300 shares issuable upon the exercise of outstanding options and stock appreciation rights ("SARs"), (ii) 94,700 shares issuable following the vesting and conversion of outstanding performance share unit awards, and (iii) 152,200 shares issuable upon the vesting and conversion of outstanding restricted stock units, all as of December 31, 2013.
- As of December 31, 2013, we had an aggregate of 950,668 stock options and SARs outstanding. The weighted average exercise price of the stock options and SARs was \$23.36 per share and the remaining contractual life of such awards was 5.8 years.
- (3) Includes 59,900 shares that would be issued upon the assumed exercise of 192,300 SARs at the \$44.80 per share closing price of our common stock on February 14, 2014.

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**Item 6. Selected Financial Data**

The following table sets forth our selected historical financial and other data. You should read the information set forth below in conjunction with "Management's Discussion and Analysis of Financial Condition and Results of Operations" and our historical consolidated financial statements and the notes to those consolidated financial statements included elsewhere in this Annual Report. The statement of operations data for the years ended December 31, 2013, 2012 and 2011 and the balance sheet data as of December 31, 2013 and 2012 set forth below are derived from our audited historical consolidated financial statements included elsewhere in this Annual Report on Form 10-K. The balance sheet data as of December 31, 2011, 2010 and 2009 and the statement of operations data for the years ended December 31, 2010 and 2009 set forth below are derived from our historical consolidated financial statements not included in this Annual Report on Form 10-K.

	Year Ended December 31,				
	2013	2012	2011	2010	2009
	(Dollars in millions, except per share data)				
Consolidated Statement of Operations Data					
Net sales	\$ 844.5	\$ 808.8	\$ 696.0	\$ 657.7	\$ 573.9
Cost of products sold	678.9	649.7	570.6	537.7	472.3
Gross profit	165.6	159.1	125.4	120.0	101.6
Selling, general and administrative expenses	79.4	77.4	68.2	69.3	69.1
Integration/restructuring costs (a)	0.6	5.8			
SERP settlement charge (b)	0.2	3.5			
Loss on early retirement of debt (c)	0.5	0.6	2.4		
Loss (gain) on closure and sale of the Ripon Mill (d)				(3.4)	17.1
Other (income) expense net	1.1	1.4	(1.8)	(1.0)	(1.0)
Operating income	83.8	70.4	56.6	55.1	16.4
Interest expense net	11.0	13.4	15.3	20.3	23.2
Income (loss) from continuing operations before income taxes	72.8	57.0	41.3	34.8	(6.8)
Provision (benefit) for income taxes	23.4	17.1	12.0	9.8	(5.0)
Income (loss) from continuing operations	49.4	39.9	29.3	25.0	(1.8)
Income (loss) from discontinued operations, net of taxes (g)	2.6	4.4	(0.2)	134.1	0.6
Net income (loss)	\$ 52.0	\$ 44.3	\$ 29.1	\$ 159.1	\$ (1.2)
Earnings (loss) from continuing operations per basic share	\$ 3.02	\$ 2.46	\$ 1.91	\$ 1.69	\$ (0.12)
Earnings (loss) from continuing operations per diluted share	\$ 2.96	\$ 2.41	\$ 1.82	\$ 1.61	\$ (0.12)

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Cash dividends per common share	\$	0.70	\$	0.48	\$	0.44	\$	0.40	\$	0.40
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## Other Financial Data

Net cash flow provided by (used for):

Operating activities	\$	83.5	\$	40.1	\$	57.2	\$	54.5	\$	64.9
Capital expenditures		(28.7)		(25.1)		(23.1)		(17.4)		(8.4)
Other investing activities (g(3))		(4.6)		(7.2)		(5.8)		83.9		0.1
Financing activities (c)		15.0		(13.0)		(63.8)		(78.3)		(54.2)
Ratio of earnings to fixed charges (e)(f)		6.7x		4.8x		3.5x		2.6x		

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	December 31,				
	2013	2012	2011	2010	2009
	(Dollars in millions)				
Consolidated Balance Sheet Data					
Cash and cash equivalents	\$ 73.4	\$ 7.8	\$ 19.8	\$ 48.3	\$ 5.6
Working capital, less cash and cash equivalents	128.4	138.9	70.2	81.6	93.2
Total assets	675.9	610.7	565.1	606.7	636.6
Long-term debt (c)	190.5	177.6	164.5	231.3	263.6
Total liabilities	408.4	412.9	398.4	447.5	527.0
Total stockholders' equity	267.5	197.8	166.7	159.2	109.6

- (a) For the year ended December 31, 2013, we incurred \$0.4 million of integration costs related to the acquisition of the Southworth brands. For the year ended December 31, 2012, we incurred \$5.8 million integration costs related to the acquisition of the Wausau brands.
- (b) For the years ended December 31, 2013 and 2012, benefit payments under the SERP exceeded the sum of expected service cost and interest costs for the plan for the respective calendar years. In accordance with ASC Topic 715, *Compensation - Retirement Benefits* ("ASC Topic 715"), we measured the liabilities of the SERP and recognized settlement losses of \$0.2 million and \$3.5 million, respectively.
- (c) For the year ended December 31, 2013, we redeemed \$90 million of 2014 Senior Notes and repaid all outstanding term loan borrowings (\$29.3 million). In connection with the early extinguishment of debt we recognized a pre-tax loss of \$0.5 million for the write-off of unamortized debt issuance costs. For the year ended December 31, 2012, we completed an early redemption of \$68 million in aggregate principal amount of the 2014 Senior Notes. In connection with the early redemption we recognized a pre-tax loss of \$0.6 million, including a call premium and the write-off of unamortized debt issuance costs. For the year ended December 31, 2011, we completed an early redemption of \$65 million in aggregate principal amount of the 2014 Senior Notes. In connection with the early redemption we recognized a pre-tax loss of \$2.4 million, including a call premium and the write-off of unamortized debt issuance costs.
- (d) In May 2009, we permanently closed the Ripon Mill. The closure resulted in a pre-tax charge of \$17.1 million comprised of \$5.8 million in non-cash charges primarily for losses related to the carrying value of property, plant and equipment, a curtailment loss of \$0.8 million related to postretirement benefit plans in which employees of the Ripon Mill participated and cash payments for contract terminations, severances and other employee costs of \$10.5 million.
- In October 2011, we sold the remaining assets of the Ripon Mill to Diamond Pet Food Processors of Ripon, LLC ("Diamond") for gross proceeds of \$9 million. Pursuant to the terms of the transaction, Diamond acquired all the assets and assumed responsibility for substantially all the remaining liabilities associated with the Ripon Mill. We recognized a pre-tax gain on the sale of \$3.4 million in the fourth quarter of 2011.
- (e) For purposes of determining the ratio of earnings to fixed charges, earnings consist of income before income taxes (less interest) plus fixed charges. Fixed charges consist of interest expense, including amortization of debt issuance costs, and the estimated interest portion of rental expense.
- (f) For the year ended December 31, 2009, fixed charges exceeded earnings by \$6.8 million.



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(g)

The following table presents the results of discontinued operations:

	Year Ended December 31,				
	2013 (1)	2012 (2)	2011 (3)	2010	2009
	(Dollars in millions)				
Discontinued operations: (4)					
Income (loss) from operations					
Income (loss) from operations	\$ 4.2	\$ (0.1)	\$ (0.3)	\$ 1.0	\$ 2.8
Gain on disposal of the Woodlands				74.1	
Reclassification of cumulative translation adjustments related to investments in Canada				87.9	
Loss on disposal Pictou Mill					(0.3)
Gain (loss) on disposal				162.0	(0.3)
Income (loss) before income taxes	4.2	(0.1)	(0.3)	163.0	2.5
Provision (benefit) for income taxes	1.6	(4.5)	(0.1)	28.9	1.9
Income (loss) from discontinued operations, net of taxes	\$ 2.6	\$ 4.4	\$ (0.2)	\$ 134.1	\$ 0.6

(1)

During the first quarter of 2013, we received a refund of excess pension contributions, less withholding taxes, from the terminated Terrace Bay pension plan. As a result, we recorded income before income taxes from discontinued operations of \$4.2 million and a related provision for income taxes of \$1.6 million.

(2)

In November 2012, audits of the 2007 and 2008 tax years were finalized with a finding of no additional taxes due. As a result, we recognized a non-cash tax benefit of \$4.5 million related to the reversal of certain liabilities for uncertain income tax positions.

(3)

In March 2010, Neenah Canada sold approximately 475,000 acres of woodland assets in Nova Scotia (the "Woodlands") to Northern Timber Nova Scotia Corporation, an affiliate of Northern Pulp (collectively, "Northern Pulp"), for C\$82.5 million (\$78.6 million) resulting in a pre-tax gain of \$74.1 million. The sale of the Woodlands resulted in the substantially complete liquidation of the Company's investment in Neenah Canada. In accordance with Accounting Standards Codification ("ASC") Topic 830, *Foreign Currency Matters* ("ASC Topic 830"), \$87.9 million of cumulative currency translation adjustments attributable to the Company's Canadian subsidiaries was reclassified into earnings and recognized as part of the gain on sale of the Woodlands. See Note 4 of Notes to Consolidated Financial Statements, "Discontinued Operations."

(4)

For the years ended December 31, 2013, 2012, 2011, 2010 and 2009, the results of operations of the Pictou Mill and the Woodlands and the loss on disposal of the Pictou Mill are reported as discontinued operations in the Consolidated Statement of Operations Data.

## Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

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*The following discussion and analysis presents the factors that had a material effect on our results of operations during the years ended December 31, 2013, 2012 and 2011. Also discussed is our financial position as of December 31, 2013 and 2012. You should read this discussion in conjunction with our consolidated financial statements and the notes to those consolidated financial statements included elsewhere in this Annual Report on Form 10-K. This Management's Discussion and Analysis of Financial Condition and Results of Operations contains forward-looking statements. See "Forward-Looking Statements" for a discussion of the uncertainties, risks and assumptions associated with these statements.*

### **Introduction**

This Management's Discussion and Analysis of Financial Condition is intended to provide investors with an understanding of the historical performance of our business, its financial condition and its prospects. We will discuss and provide our analysis of the following:

Overview of Business;

Business Segments;

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Results of Operations and Related Information;

Liquidity and Capital Resources;

Adoption of New Accounting Pronouncements; and

Critical Accounting Policies and Use of Estimates.

**Overview of Business**

We are a leading producer of technical products and premium fine papers. We have two primary operations: our technical products business and our fine paper business.

Our mission is to create value by improving the image and performance of everything we touch. We expect to create value by expanding our presence in growing technical products markets, while delivering attractive returns from our fine paper business.

In managing our businesses, we believe that achieving and maintaining a leadership position in our markets, responding effectively to customer needs and competitive challenges, employing capital optimally, controlling costs and managing risks are important to long-term success. Changes in input costs and general economic conditions also impact our results. In this discussion and analysis, we will refer to these factors.

*Competitive Environment* Our past results have been and our future prospects will be significantly affected by the competitive environment in which we operate. In most of our markets, our businesses compete directly with well-known competitors, some of which are larger and more diversified. While our businesses are oriented to premium performance and quality they may also face competitive pressures from lower value products.

*Economic Conditions and Input Costs* The markets for all of our products are affected to a significant degree by economic conditions, including rapid changes in input costs, particularly for pulp, latex and natural gas. Our results are also affected by fluctuations in exchange rates, particularly for the Euro.

**Business Segments**

Our technical products business is a leading international producer of transportation and other filter media and durable, saturated and coated substrates for a variety of end markets. We focus on categories where we believe we are, or can be, a market leader, which include, among others, the transportation and other filtration media, specialty tape, abrasive, label and other technical products markets. Our technical products manufacturing facilities are located near Munich and Frankfurt, Germany and in Munising, Michigan.

We believe our fine paper business is the leading supplier of premium writing, text and cover papers, bright papers and specialty papers in North America. Our products include some of the most recognized and preferred papers in North America, where we enjoy leading market positions in many of our product categories. We sell our products primarily to authorized paper distributors, converters, major national retailers and specialty businesses. We believe that our fine paper manufacturing facilities located in Appleton, Neenah and Whiting, Wisconsin are among the most efficient for their markets and make us one of the lowest cost producers in the product categories in which we compete.

The other segment includes the Index, Tag and Vellum Bristol product lines acquired from Wausau.

**Results of Operations and Related Information**

In this section, we discuss and analyze our net sales, income before interest and income taxes (which we refer to as "operating income" in this Management's Discussion and Analysis of Financial Condition and Results of Operations) and other information relevant to an understanding of our results of operations.

**Executive Summary**

During 2013, global economic conditions generally improved from the prior year. The recovery was more pronounced in the U.S., while demand remained subdued in regions such as Western Europe and slowed in certain emerging markets.

In our Technical Products businesses, sales volumes for many product categories are sensitive to changes in gross domestic product in the countries in which we compete. The majority of sales for our Technical Products business are in Europe. In our Fine Paper business, which is mostly in North America, demand for these premium products is correlated with changes in the North American uncoated free sheet market. Demand for uncoated free sheet was down 2.5 percent in 2013 as reported by the Pulp and Paper Products Council as this market remains subject

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to secular pressures from the increasing use of electronic media for communication. In both of our segments, our objective is to outperform the markets through expansion into adjacent products and new geographies, through share gains and through acquisitions. In 2013, results in our Fine Paper segment benefitted from the purchase of certain premium fine paper brands and other assets from Southworth on January 31, 2013 and from an additional month of sales following a similar acquisition of brands from Wausau on January 31, 2012.

Additional external factors impacting results in 2013 were higher input costs, especially for fiber and energy. Over time, we target changes in selling prices and operation efficiencies to offset impacts from higher input costs.

### *Analysis of Net Sales Years Ended December 31, 2013, 2012 and 2011*

The following table presents net sales by segment and net sales expressed as a percentage of total net sales:

	Year Ended December 31,					
	2013	2013	2012	2012	2011	2011
<b>Net sales</b>						
Technical Products	\$ 416.1	49%	\$ 406.6	50%	\$ 421.1	61%
Fine Paper	401.8	48%	372.7	46%	274.9	39%
Other	26.6	3%	29.5	4%		
<b>Consolidated</b>	<b>\$ 844.5</b>	<b>100%</b>	<b>\$ 808.8</b>	<b>100%</b>	<b>\$ 696.0</b>	<b>100%</b>

### *Commentary:*

#### *Year 2013 versus 2012*

	Change in Net Sales Compared to the Prior Year						
	Year Ended December 31,		Total Change	Change Due To			
	2013	2012		Volume	Average Net Price	Currency	
Technical Products	\$ 416.1	\$ 406.6	\$ 9.5	\$ 5.1	\$ (4.2)	\$ 8.6	
Fine Paper	401.8	372.7	29.1	16.7	12.4		
Other	26.6	29.5	(2.9)	(2.9)			
<b>Consolidated</b>	<b>\$ 844.5</b>	<b>\$ 808.8</b>	<b>\$ 35.7</b>	<b>\$ 18.9</b>	<b>\$ 8.2</b>	<b>\$ 8.6</b>	

Consolidated net sales for the year ended December 31, 2013 were \$35.7 million higher than the prior year primarily due to incremental volume growth in both segments, a more favorable product mix for our fine paper business and favorable currency exchange rate effects.

Net sales in our technical products business increased \$9.5 million, or two percent, as favorable currency effects and increased volume more than offset lower average selling prices. Sales volumes increased approximately one percent from the prior year due to growth in transportation filtration and specialty tape shipments that more than offset a decline in wall covering volume. Favorable currency exchange effects reflected a three percent strengthening of the Euro relative to the U.S. dollar during 2013. Average selling prices decreased less than one percent from the prior year and included the effect of contractual price adjustments for certain grades due to the pass-through of lower input costs.

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Net sales in our fine paper business increased \$29.1 million or eight percent from the prior year due to increased volume and a more favorable product mix. Sales volumes increased approximately four percent due to incremental volume from the acquisitions of the Southworth and Wausau brands and double-digit growth in luxury packaging shipments, partially offset by lower shipments of both lower priced non-branded products and certain branded products. Average net price improved from the prior year due to a more favorable product mix that included a greater proportion of higher priced products and modestly higher average selling prices.

Other net sales decreased \$2.9 million from the prior year due to lower sales volume for the Index, Tag and Vellum Bristol product lines acquired from Wausau.

Table of Contents*Year 2012 versus 2011***Change in Net Sales Compared to the Prior Year**

	<b>Year Ended December 31,</b>		<b>Total Change</b>	<b>Change Due To</b>		
	<b>2012</b>	<b>2011</b>		<b>Volume</b>	<b>Average Net Price</b>	<b>Currency</b>
Technical Products	\$ 406.6	\$ 421.1	\$ (14.5)	\$ (2.5)	\$ 10.3	\$ (22.3)
Fine Paper	372.7	274.9	97.8	97.2	0.6	
Other	29.5		29.5	29.5		
Consolidated	\$ 808.8	\$ 696.0	\$ 112.8	\$ 124.2	\$ 10.9	\$ (22.3)

Consolidated net sales for the year ended December 31, 2012 were \$112.8 million higher than the prior year primarily due to incremental volume from the brands acquired from Wausau. Consolidated net sales also benefitted from a more favorable product mix in our Technical Products business and higher average selling prices for both businesses, partially offset by unfavorable currency exchange effects.

Net sales in our technical products business decreased \$14.5 million, or three percent, as higher average net price was more than offset by unfavorable currency exchange effects and lower shipment volume. The higher average net price reflected a more favorable product mix due to growth in transportation filtration, labels and medical packaging products and a one percent increase in average selling prices. Unfavorable currency exchange effects reflected an eight percent weakening of the Euro relative to the U.S. dollar during 2012. Shipment volumes decreased less than one percent from the prior year as strong growth in transportation filtration, wall covering, medical packaging products and label shipments was more than offset by lower specialty tape and abrasive volume.

Net sales in our fine paper business increased \$97.8 million or 36 percent from the prior year primarily due to incremental volume related to the acquisition of the Wausau brands and strong growth in packaging, label and premium branded shipments. Average net price was marginally higher than the prior year as higher average selling prices more than offset a product mix that included a higher proportion of lower priced products.

Other net sales were \$29.5 million and reflected sales volume for the Index, Tag and Vellum Bristol product lines acquired from Wausau.

***Analysis of Operating Income Years Ended December 31, 2013, 2012 and 2011***

The following table sets forth line items from our consolidated statements of operations as a percentage of net sales for the periods indicated and is intended to provide a perspective of trends in our historical results:

	<b>Year Ended December 31,</b>		
	<b>2013</b>	<b>2012</b>	<b>2011</b>
Net sales	100.0%	100.0%	100.0%
Cost of products sold	80.4	80.3	82.0
Gross profit	19.6	19.7	18.0
Selling, general and administrative expenses	9.4	9.6	9.8
One-time adjustments	0.2	1.2	0.4
Other (income) expense net	0.1	0.2	(0.3)

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Operating income	9.9	8.7	8.1
Interest expense net	1.3	1.7	2.2

Income from continuing operations before income taxes	8.6	7.0	5.9
Provision for income taxes	2.8	2.1	1.7

Income from continuing operations	5.8%	4.9%	4.2%
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The following table sets forth our operating income by segment for the periods indicated:

	Year Ended December 31,		
	2013	2012	2011
<b>Operating income</b>			
Technical Products	\$ 38.6	\$ 37.6	\$ 33.8
Fine Paper	59.8	50.0	39.7
Other	1.2	2.4	
Unallocated corporate costs	(15.8)	(19.6)	(16.9)
 Operating Income as Reported	 83.8	 70.4	 56.6
 <b>Adjustments for One-time Items</b>			
Fine Paper			
Acquisition integration costs	0.4	5.8	
 Technical Products			
Restructuring costs	0.2		
 Unallocated corporate costs			
SERP settlement charge	0.2	3.5	
Loss on early extinguishment of debt	0.5	0.6	2.4
 Total	 0.7	 4.1	 2.4
 Total One-time Adjustments	 1.3	 9.9	 2.4
 Operating Income as Adjusted	 \$ 85.1	 \$ 80.3	 \$ 59.0

In accordance with generally accepted accounting principles in the United States ("GAAP"), consolidated operating income includes the pre-tax effects of unusual items. We believe that by adjusting reported operating income to exclude the effects of these items, the resulting adjusted operating income is on a basis that reflects the results of our ongoing operations. We believe that providing adjusted operating results will help investors gain an additional perspective of underlying business trends and results. Adjusted operating income is not a recognized term under GAAP and should not be considered in isolation or as a substitute for operating income derived in accordance with GAAP. Other companies may use different methodologies for calculating their non-GAAP financial measures and, accordingly, our non-GAAP financial measures may not be comparable to their measures.

### **Commentary:**

*Year 2013 versus 2012*

### **Change in Operating Income (Loss) Compared to the Prior Year Change Due To**

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	Year Ended December 31,		Total		Net	Material		
	2013	2012	Change	Volume	Price (a)	Costs (b)	Currency	Other
Technical Products	\$ 38.6	\$ 37.6	\$ 1.0	\$ 2.4	\$ (1.8)	\$ 0.4	\$ 0.6	\$ (0.6)
Fine Paper (c)	59.8	50.0	9.8	9.2	7.0	(3.6)	(0.1)	(2.7)
Other	1.2	2.4	(1.2)	(1.5)				0.3
Unallocated corporate costs (d)	(15.8)	(19.6)	3.8					3.8
Consolidated	\$ 83.8	\$ 70.4	\$ 13.4	\$ 10.1	\$ 5.2	\$ (3.2)	\$ 0.5	\$ 0.8

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(a) Includes price changes, net of changes in product mix.

(b) Includes price changes for raw materials and energy.

(c) For the year ended December 31, 2013, Fine Paper results include \$0.4 million of integration costs related to the Southworth acquisition. For the year ended December 31, 2012, Fine Paper results include \$5.8 million of integration costs related to the Wausau acquisition and non-cash charges for the revaluation of inventory and profit in inventory.

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(d)

For the year ended December 31, 2013 unallocated corporate costs include \$0.5 million of costs related to the early redemption of 2014 Senior Notes and a \$0.2 million SERP settlement charge and. For the year ended December 31, 2012 unallocated corporate costs include a \$3.5 million SERP settlement charge and \$0.6 million of costs related to the early redemption of our 2014 Senior Notes.

Consolidated operating income of \$83.8 million for the year ended December 31, 2013 increased \$13.4 million from the prior year. Excluding aggregate charges of \$1.3 million in 2013 for integration and restructuring costs, costs related to the early extinguishment of debt and the SERP settlement charge and aggregate charges of \$9.9 million in 2012 for acquisition-related integration costs, costs related to the early extinguishment of debt and a SERP settlement charge, operating income for the year ended December 31, 2013 increased \$4.8 million from the prior year. The improvement in operating income was primarily due to incremental volume related to the Southworth and Wausau acquisitions and a more favorable product mix for both businesses partially offset by higher operating costs in our fine paper business to support the acquired brands and lower average selling prices for our technical products business.

Operating income for our technical products business increased \$1.0 million or three percent from the prior year. The improvement in operating income resulted from a more favorable product mix and increased volume, partially offset by lower average selling prices. The more favorable product mix was primarily due to growth in higher value filtration and specialty tape shipments.

Operating income for our fine paper business increased \$9.8 million or 20 percent from the prior year. Excluding acquisition related integration costs of \$0.4 million in 2013 and \$5.8 million in 2012, operating income increased \$4.4 million or eight percent primarily due to incremental volume related to the Southworth and Wausau acquisitions and a more favorable product mix, partially offset by higher manufacturing inputs costs and increased distribution costs, and selling and administrative spending in support of the acquired brands.

Operating income of \$1.2 million for the Other segment was \$1.2 million unfavorable to the prior year primarily due to lower volume for the Index, Tag and Vellum Bristol product lines acquired from Wausau, partially offset by lower operating costs.

Unallocated corporate costs for the year ended December 31, 2013 were \$15.8 million, or \$3.8 million favorable to the prior year. Excluding the SERP settlement charge and costs related to the early redemption of 2014 Senior Notes in 2013 and 2012, unallocated corporate expenses were \$0.4 million favorable to the prior year.

## Year 2012 versus 2011

	Change in Operating Income (Loss) Compared to the Prior Year								
	Year Ended December 31,		Change Due To						
	2012	2011	Total Change	Volume	Net Price (a)	Material Costs (b)	Currency	Other (c)	
Technical Products	\$ 37.6	\$ 33.8	\$ 3.8	\$ (0.3)	\$ 6.8	\$ 0.7	\$ (1.7)	\$ (1.7)	
Fine Paper (d)	50.0	39.7	10.3	23.0	2.5	10.0		(25.2)	
Other	2.4		2.4	2.4					
Unallocated corporate costs (d)	(19.6)	(16.9)	(2.7)						(2.7)
Consolidated	\$ 70.4	\$ 56.6	\$ 13.8	\$ 25.1	\$ 9.3	\$ 10.7	\$ (1.7)	\$ (29.6)	

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- (a) Includes price changes, net of changes in product mix.
  - (b) Includes price changes for raw materials and energy.
  - (c) For the year ended December 31, 2012, Fine Paper results include \$5.8 million of integration costs related to the Wausau acquisition and non-cash charges for the revaluation of inventory and profit in inventory.
  - (d) For the year ended December 31, 2012 unallocated corporate costs include a \$3.5 million SERP settlement charge and \$0.6 million of costs related to the early redemption of \$68 million of our 2014 Senior Notes. For the year ended December 31, 2011 unallocated corporate costs include \$2.4 million of costs related to the early redemption of \$65 million of our 2014 Senior Notes.
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Consolidated operating income of \$70.4 million for the year ended December 31, 2012 increased \$13.8 million from the prior year. Excluding acquisition related integration costs of \$5.8 million, a SERP settlement charge of \$3.5 million and costs of \$0.6 million related to the early redemption of our 2014 Senior Notes in 2012 and costs of \$2.4 related to the early redemption of our 2014 Senior Notes in 2011, operating income for the year ended December 31, 2012 increased \$21.3 million or 36 percent from the prior year with gains in both business segments. The improvement in operating income was primarily due to incremental volume and manufacturing efficiencies related to the brands acquired from Wausau, lower manufacturing input costs in our fine paper business and higher average net prices. These favorable variances were partially offset by additional costs related to the acquisition of the Wausau brands, including certain non-recurring items.

Operating income for our technical products business increased \$3.8 million or 11 percent from the prior year. The income improvement resulted from a more favorable product mix, reflecting growth in higher value filtration and wallcovering shipments; and higher selling prices for most products. Operating income also benefitted from manufacturing cost efficiencies.

Operating income for our fine paper business increased \$10.3 million or 26 percent from the prior year. Excluding acquisition related integration costs of \$5.8 million, operating income increased \$16.1 million or 41 percent primarily due to incremental volume related to the brands acquired from Wausau, lower manufacturing input costs and higher average net selling prices; partially offset by SG&A and other costs, including spending and non-cash charges for the revaluation of inventory and profit in inventory, related to the purchase of the Wausau brands.

Other operating income was \$2.4 million and reflected the operating results for the Index, Tag and Vellum Bristol product lines.

Unallocated corporate costs for the year ended December 31, 2012 were \$19.6 million, or \$2.7 million unfavorable to the prior year period. Excluding the SERP settlement charge and costs related to the early redemption of our 2014 Senior Notes in 2012 and 2011, unallocated corporate costs were \$1.0 million unfavorable to the prior year due to higher employee benefit costs.

### ***Additional Statement of Operations Commentary:***

SG&A expense of \$79.4 million for the year ended December 31, 2013 was \$2.0 million higher than the prior year primarily due to higher selling and administrative costs related to the brands acquired from Southworth and Wausau. SG&A expense as a percentage of net sales for the year ended December 31, 2013, was approximately 9.4 percent and was 0.2 percentage points lower than the prior year as the increase in net sales in the current year more than offset higher SG&A expenses.

SG&A expense of \$77.4 million for the year ended December 31, 2012 was \$9.2 million higher than the prior year primarily due to higher selling and advertising costs related to the brands acquired from Wausau. SG&A expense as a percentage of net sales for the year ended December 31, 2012, was approximately 9.6 percent and was 0.2 percentage points lower than the prior year as the increase in net sales in 2012 more than offset higher SG&A expenses.

For the years ended December 31, 2013, 2012 and 2011, we incurred \$11.2 million, \$13.5 million and \$15.6 million of interest expense, respectively. For the year ended December 31, 2013, the decrease in interest expense from the prior year was primarily due to lower weighted average interest rates due to the early redemption of our 2014 Senior Notes. For the year ended December 31, 2012, the decrease in interest expense from the prior year was primarily due to lower weighted average debt levels due to the early redemption of our 2014 Senior Notes.

In general, our effective tax rate differs from the U.S. statutory tax rate of 35 percent primarily due to the benefits of our corporate tax structure and the proportion of pre-tax income in jurisdictions with marginal tax rates that differ from the U.S. statutory tax rate. For the years ended December 31, 2013 and 2012, our effective income tax rate related to continuing operations was 32 percent and 30 percent, respectively. The increase in our effective tax rate for the year ended December 31, 2013 from the prior year was primarily due to the U.S. taxation of increased cash repatriation from Germany partially offset by the one-time benefit of a state research and development credit. Excluding the one-time benefit of the research and development credit, our effective income tax rate would be approximately 35 percent. For the year ended December 31, 2011, our effective income tax rate related to continuing operations was approximately 29 percent. For a



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reconciliation of effective tax rate to the U.S. federal statutory tax rate, see Note 5 of Notes to Consolidated Financial Statements, "Income Taxes."

## **Liquidity and Capital Resources**

	<b>Year Ended December 31,</b>		
	<b>2013</b>	<b>2012</b>	<b>2011</b>
Net cash flow provided by (used in):			
Operating activities	\$ 83.5	\$ 40.1	\$ 57.2
Investing activities:			
Capital expenditures	\$ (28.7)	\$ (25.1)	\$ (23.1)
Purchase of brands	(5.2)	(14.1)	
Proceeds from asset sales	0.6		
Other investing activities		6.9	(5.8)
 Total	 \$ (33.3)	 \$ (32.3)	 \$ (28.9)
 Financing activities	 \$ 15.0	 \$ (13.0)	 \$ (63.8)
Net increase (decrease) in cash and cash equivalents (a)	\$ 65.6	\$ (5.0)	\$ (35.5)

(a)

Includes the effect of exchange rate changes on cash and cash equivalents.

## ***Operating Cash Flow Commentary***

Cash provided by operating activities of \$83.5 million for the year ended December 31, 2013 was \$42.4 million favorable to cash provided by operating activities of \$40.1 million in the prior year. The favorable comparison was primarily due to a \$14.3 million year-over-year reduction in our working capital requirements, a \$13.4 million improvement in income from operations and lower spending for acquisitions in 2013 (\$4.8 million).

Cash provided by operating activities of \$40.1 million for the year ended December 31, 2012 was \$17.1 million lower than cash provided by operating activities of \$57.2 million in the prior year. Cash provided by operating activities for the year ended December 31, 2012 include an increase in our investment in working capital of \$20.9 million, acquisition related spending of \$12.4 million, a SERP payment of \$6.9 million and excess tax benefits of \$6.1 million related to the vesting or exercise of stock-based awards. The increase in our investment in working capital was primarily due to higher inventory levels to support the brands acquired from Wausau.

## ***Investing Commentary:***

For the years ended December 31, 2013 and 2012, cash used by investing activities was \$33.3 million and \$32.3 million, respectively. Cash used by investing activities for the year ended December 31, 2013 includes a payment of \$5.2 million to acquire the Southworth brands. Cash used by investing activities for the year ended December 31, 2012 includes a payment of \$14.1 million to acquire the Wausau brands offset by a \$7.0 million reduction in restricted cash used to pay SERP benefits.

Capital expenditures for the year ended December 31, 2013 were \$28.7 million compared to spending of \$25.1 million in the prior year. In general, we have aggregate planned capital expenditures of up to \$30 million annually. We believe that the level of our capital spending allows us to maintain the efficiency and cost effectiveness of these assets and invest in expanded capabilities for our manufacturing assets to successfully pursue strategic initiatives and deliver attractive returns.

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For the years ended December 31, 2012 and 2011, cash used by investing activities was \$32.3 million and \$28.9 million, respectively. Cash used by investing activities for the year ended December 31, 2012 includes a payment of \$14.1 million to acquire the Wausau brands offset by a \$7.0 million reduction in restricted cash used to pay SERP benefits. For the year ended December 31, 2011, we invested \$5.8 million in marketable securities.



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Capital expenditures for the year ended December 31, 2012 were \$25.1 million compared to spending of \$23.1 million in the prior year.

### ***Financing Commentary:***

Our liquidity requirements are provided by cash generated from operations and short and long-term borrowings.

For the year ended December 31, 2013, cash provided by financing activities was \$15.0 million compared to cash used in financing activities of \$13.0 million for the year ended December 31, 2012. Cash flows from financing activities for the year ended December 31, 2013, included proceeds of \$175 million from the issuance of the 2021 Senior Notes. For the years ended December 31, 2013 and 2012, cash flows from financing activities included outflows of \$90 million and \$68 million, respectively for the early redemption of the 2014 Senior Notes.

### **Unsecured Senior Notes**

In May 2013, we issued \$175 million of 2021 Senior Notes. Proceeds from this offering were used to retire the remaining principal amount of 2014 Senior Notes, to repay approximately \$56 million in outstanding revolver borrowings under our bank credit agreement and for general corporate purposes.

In May 2013, we completed an early redemption of \$20 million of our 2014 Senior Notes. The 2014 Senior Notes were redeemed at par value plus accrued but unpaid interest. The early redemption was financed with revolver borrowings under our bank credit agreement and resulted in a pre-tax loss of \$0.1 million due to the write-off of related unamortized debt issuance costs.

In June 2013, we used a portion of the proceeds from the issuance of the 2021 Senior Notes to retire the remaining \$70 million in outstanding 2014 Senior Notes. The 2014 Senior Notes were redeemed at par value plus accrued but unpaid interest. The retirement of the 2014 Senior Notes resulted in a pre-tax loss of \$0.3 million due to the write-off of related unamortized debt issuance costs. As of December 31, 2013 there were no 2014 Senior Notes outstanding. See Note 6 of Notes to Condensed Consolidated Financial Statements, "Debt."

### **Secured Bank Credit Facility**

In June 2013, we amended our bank credit agreement to, among other things; (i) modify the bank credit agreement's accordion feature to permit us, subject to certain conditions, to increase the aggregate revolving credit facility commitments by up to \$30 million, to a maximum amount of \$180 million (ii) increase our allowable dividends paid to shareholders in any period of 12 consecutive months to \$25 million, (iii) allow us to repurchase up to \$30 million of our common stock on or before December 31, 2014, with no more than \$15 million of that amount to be repurchased on or before December 31, 2013, and (iv) make certain definitional and administrative changes.

In June 2012, we repaid all outstanding term loan borrowings (\$29.3 million) and recognized a pre-tax loss of \$0.1 million on the early extinguishment of debt due to the write-off of unamortized debt issuance costs. As of December 31, 2013, there were no term loan borrowings outstanding and such amounts may not be redrawn. See Note 6 of Notes to Condensed Consolidated Financial Statements, "Debt."

### **Other Debt**

In January 2013, our wholly-owned German subsidiary ("Neenah Germany") entered into the Second German Loan Agreement to finance the construction of a melt blown machine. The agreement provides for €9.0 million of construction financing which is secured by the melt blown machine. The loan matures in September 2022 and principal is repaid in equal quarterly installments beginning in December 2014. At December 31, 2013, €9.0 million (\$12.4 million, based on exchange rates at December 31, 2013) was outstanding under the Second German Loan Agreement.

Availability under our revolving credit facility varies over time depending on the value of our inventory, receivables and various capital assets. As of December 31, 2013, we had no amounts outstanding under our Revolver and \$104.2 million of available credit. In addition, we had €14.0 million (\$19.3 million, based on exchange rates at December 31, 2013) outstanding under our German Lines of

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Credit and €6.0 million (\$8.2 million, based on exchanges rates at December 31, 2013) of available credit.

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We have required debt payments through December 31, 2014 of \$21.4 million. Such payments include \$19.3 million for amounts outstanding under our German Lines of Credit and \$2.1 million for required amortization payments on our German Loan Agreements.

For the year ended December 31, 2013, cash and cash equivalents increased \$65.6 million to \$73.4 million at December 31, 2013 from \$7.8 million at December 31, 2012 and debt increased \$29.6 million to \$211.9 million at December 31, 2013 from \$182.3 million at December 31, 2012. Net debt (total debt minus cash and cash equivalents) decreased by \$36.0 million.

As of December 31, 2013, our cash balance consists of \$67.3 million in the U.S. and \$6.1 million held at entities outside of the U.S. We are not aware of any restrictions regarding the repatriation of our non-U.S. cash. Although we plan to use this cash at our non-U.S. entities, if we repatriated these cash balances to the U.S., we could incur significant tax expense.

### *Transactions with shareholders*

For the years ended December 31, 2013 and 2012, we paid cash dividends of \$0.70 per common share or \$11.4 million and \$0.48 per common share or \$7.8 million, respectively.

In November 2013, our Board of Directors approved a twenty percent increase in the annual dividend rate on our common stock to \$0.96 per share. The dividend is scheduled to be paid in four equal quarterly installments beginning in March 2014. As of December 31, 2013, under the most restrictive terms of our debt agreements, our ability to pay cash dividends on our common stock is limited to a total of \$25 million in a 12-month period.

In May 2013, our Board of Directors authorized the 2013 Stock Purchase Plan. The 2013 Stock Purchase Plan will allow us to repurchase up to \$10 million of our outstanding Common Stock through May 2014. The similarly-sized 2012 Stock Purchase Plan expired in May 2013. We made aggregate purchases of 158,000 shares of common stock for \$4.1 million under the 2012 Stock Purchase Plan since it was created. All such purchases occurred in the year ended December 31, 2012. For the year ended December 31, 2013, there were no purchases under either stock purchase plan.

For the years ended December 31, 2013 and 2012, we acquired approximately 111,000 and 302,000 shares of Common Stock, respectively, at a cost of \$4.6 million and \$7.6 million, respectively, for shares surrendered by employees to pay taxes due on vested restricted stock awards and stock appreciation rights exercised. In addition, we received \$3.7 million and \$5.3 million in proceeds from the exercise of employee stock options for the years ended December 31, 2013 and 2012, respectively. For the years ended December 31, 2013 and 2012, we recognized excess tax benefits of \$2.6 million and \$6.1 million, respectively, related to the vesting or exercise of stock-based awards.

### *Other Items:*

As of December 31, 2013, we had \$32.9 million and \$51.5 million of U.S. federal and state net operating losses ("NOLs"), respectively. If not used, substantially all of the NOLs will expire in various amounts between 2028 and 2030. In addition, we had \$2.3 million of state research and developments credits which, if not used, will expire in 2017. We expect that we will fully utilize our U.S. federal NOLs and be required to pay U.S. federal income taxes in 2014.

### *German Tax Audits Tax Years 2006 to 2007*

In November 2010, we received a tax examination report from the German tax authorities challenging the validity of certain interest expense deductions claimed on our tax returns for the years 2006 and 2007. In August 2011, we received tax assessments totaling €3.7 million from the German tax authorities and submitted an appeal challenging these assessments. We paid a total of €1.9 million against the August 2011 tax assessments and reflected these payments as assets (in "Income taxes receivable") in recognition that such amounts would be treated as prepayments against any assessments ultimately owed. During the first quarter of 2013, we reached a settlement with the German tax authorities for all issues related to the tax examination. The settlement resulted in a revised tax assessment of €0.5 million. For the year ended December 31, 2013, we received refunds of the above tax prepayments of €1.4 million.

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As of December 31, 2013, we reflected a liability for unrecognized tax benefits based on an assessment of the likelihood of alternative outcomes related to certain ongoing interest expense deductions through

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December 31, 2013. See Note 11 of Notes to Condensed Consolidated Financial Statements, "Contingencies and Legal Matters."

Management believes that our ability to generate cash from operations and our borrowing capacity are adequate to fund working capital, capital spending and other cash needs for the next 12 months. Our ability to generate adequate cash from operations beyond 2013 will depend on, among other things, our ability to successfully implement our business strategies, control costs in line with market conditions and manage the impact of changes in input prices and currencies. We can give no assurance we will be able to successfully implement these items.

### ***Contractual Obligations***

The following table presents the total contractual obligations for which cash flows are fixed or determinable as of December 31, 2013:

<b>(In millions)</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>Beyond 2018</b>	<b>Total</b>
Long-term debt payments	\$ 21.4	\$ 3.3	\$ 3.2	\$ 1.6	\$ 1.6	\$ 180.8	\$ 211.9
Interest payments on long-term debt (a)	10.7	9.6	9.5	9.4	9.4	22.1	70.7
Open purchase orders (b)	44.1						44.1
Other post-employment benefit obligations (c)	3.9	3.3	3.7	4.0	4.1	19.8	38.8
Contributions to pension trusts	16.0						16.0
Minimum purchase commitments (d)	7.6	1.0	1.0	1.0	1.0		11.6
Operating leases	1.8	1.2	0.8	0.3			4.1