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WAUSAU MOSINEE PAPER CORP  
Form 10-Q  
May 10, 2004

FORM 10-Q

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

(Mark One)

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

For the quarterly period ended MARCH 31, 2004

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: 1-13923

WAUSAU-MOSINEE PAPER CORPORATION  
(Exact name of registrant as specified in charter)

WISCONSIN 39-0690900  
(State of incorporation) (I.R.S. Employer Identification  
Number)

1244 KRONENWETTER DRIVE  
MOSINEE, WISCONSIN 54455-9099  
(Address of principal executive office)

Registrant's telephone number, including area code: 715-693-4470

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 report), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act).

Yes  No

The number of common shares outstanding at April 30, 2004 was 51,654,251.

WAUSAU-MOSINEE PAPER CORPORATION

AND SUBSIDIARIES

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### PART I. FINANCIAL INFORMATION

#### ITEM 1. FINANCIAL STATEMENTS

Wausau-Mosinee Paper Corporation and Subsidiaries  
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)

|   | Three Months Ended<br>March 31, |            |
|---|---------------------------------|------------|
| (Dollars in thousands, except per share data) | 2004                            | 2003       |
| NET SALES                                     | \$ 251,815                      | \$ 239,826 |
| Cost of products sold                         | 225,117                         | 218,947    |
| GROSS PROFIT                                  | 26,698                          | 20,879     |
| Selling and administrative expenses           | 18,884                          | 16,244     |
| OPERATING PROFIT                              | 7,814                           | 4,635      |
| Interest expense                              | (2,527)                         | (2,501)    |
| Other income (expense), net                   | 194                             | (14)       |
| EARNINGS BEFORE INCOME TAXES                  | 5,481                           | 2,120      |
| Provision for income taxes                    | 2,029                           | 785        |
| NET EARNINGS                                  | \$ 3,452                        | \$ 1,335   |
| NET EARNINGS PER SHARE - BASIC                | \$ 0.07                         | \$ 0.03    |

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|   |            |            |
|---|------------|------------|
| NET EARNINGS PER SHARE - DILUTED            | \$ 0.07    | \$ 0.03    |
| Weighted average shares outstanding-basic   | 51,617,395 | 51,536,891 |
| Weighted average shares outstanding-diluted | 51,804,792 | 51,604,298 |

See Notes to Condensed Consolidated Financial Statements.

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Wausau-Mosinee Paper Corporation and Subsidiaries  
CONDENSED CONSOLIDATED BALANCE SHEETS

| (Dollars in thousands)                     | MARCH 31,<br>2004 | December 31,<br>2003 |
|--|-------------------|----------------------|
| ASSETS                                     | (UNAUDITED)       |                      |
| Current assets:                            |                   |                      |
| Cash and cash equivalents                  | \$ 43,076         | \$ 36,305            |
| Receivables, net                           | 91,762            | 81,300               |
| Refundable income taxes                    | 289               | 1,668                |
| Inventories                                | 116,528           | 115,835              |
| Deferred income taxes                      | 12,594            | 12,616               |
| Other current assets                       | 3,698             | 3,694                |
| Total current assets                       | 267,947           | 251,418              |
| Property, plant and equipment, net         | 555,708           | 565,722              |
| Other assets                               | 41,034            | 40,960               |
| TOTAL ASSETS                               | \$864,689         | \$858,100            |
| LIABILITIES AND STOCKHOLDERS' EQUITY       |                   |                      |
| Current liabilities:                       |                   |                      |
| Current maturities of long-term debt       | \$ 112            | \$ 112               |
| Accounts payable                           | 62,936            | 55,368               |
| Accrued and other liabilities              | 56,937            | 59,524               |
| Total current liabilities                  | 119,985           | 115,004              |
| Long-term debt                             | 161,964           | 162,174              |
| Deferred income taxes                      | 115,469           | 115,879              |
| Postretirement benefits                    | 55,908            | 54,197               |
| Pension                                    | 35,894            | 40,829               |
| Other noncurrent liabilities               | 20,609            | 19,701               |
| Total liabilities                          | 509,829           | 507,784              |
| Stockholders' equity                       | 354,860           | 350,316              |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$864,689         | \$858,100            |

See Notes to Condensed Consolidated Financial Statements.

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Wausau-Mosinee Paper Corporation and Subsidiaries  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

| (Dollars in thousands) | Three Months Ended<br>March 31,<br>2004 | 2003 |
|------------------------|---|------|
|------------------------|---|------|

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|  |          |          |
|--|----------|----------|
| Net cash provided by operating activities      | \$14,031 | \$14,508 |
| Cash (used in) investing activities:           |          |          |
| Capital expenditures                           | (3,937)  | (4,669)  |
| Acquisition of business                        | 0        | (8,413)  |
|  | (3,937)  | (13,082) |
| Cash used in financing activities:             |          |          |
| Net borrowings under credit agreements         | 0        | 3,030    |
| Payment under capital lease obligation         | (28)     | 0        |
| Dividends paid                                 | (4,382)  | (4,381)  |
| Proceeds from stock option exercises           | 1,087    | 0        |
|  | (3,323)  | (1,351)  |
| Net increase in cash and cash equivalents      | 6,771    | 75       |
| Cash and cash equivalents, beginning of period | 36,305   | 23,383   |
| Cash and cash equivalents, end of period       | \$43,076 | \$23,458 |
| Interest paid-net of amount capitalized        | \$ 5,198 | \$ 5,112 |
| Income taxes paid                              | \$ 654   | \$ 726   |

See Notes to Condensed Consolidated Financial Statements.

### NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

Note 1. The condensed consolidated financial statements include the results of Wausau-Mosinee Paper Corporation and our consolidated subsidiaries. All significant intercompany transactions have been eliminated. The accompanying condensed financial statements, in the opinion of management, reflect all adjustments, which are normal, and recurring in nature and which are necessary for a fair statement of the results for the periods presented. Results for the interim period are not necessarily indicative of future results. In all regards, the financial statements have been presented in accordance with accounting principles generally accepted in the United States of America. Refer to notes to the financial statements, which appear in the Annual Report on Form 10-K for the year ended December 31, 2003, for the Company's accounting policies, which are pertinent to these statements.

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Note 2. Effective March 3, 2003, the Company acquired certain assets of a laminated papers producer for approximately \$8.5 million in cash, of which \$8.4 million was incurred in the first quarter of 2003. The acquisition was accounted for as a purchase business combination and, accordingly, the purchase price has been allocated using the fair values of the acquired receivables, inventory, machinery and equipment, and identifiable intangible assets. No goodwill was recorded as a result of this acquisition. The pro forma disclosures required under Statement of Financial Accounting Standard (SFAS) No. 141 "Business Combinations"

have not been presented, as the impact of this acquisition does not materially impact the results of operations.

Note 3. Net earnings include provisions, or credits, for stock incentive plans calculated by using the average price of the Company's stock at the close of each calendar quarter as if all grants under such plans had been exercised on that day. For the three months ended March 31, 2004, the provision for incentive plans was \$152,000. For the three months ended March 31, 2003, the credit for incentive plans was \$251,000.

As permitted under SFAS No. 123, "Accounting for Stock-Based

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Compensation," the Company continues to measure compensation cost for stock-option plans using the "intrinsic value based method" prescribed under APB No. 25, "Accounting for Stock Issued to Employees."

Pro forma net earnings and earnings per share had the Company elected to adopt the fair-value based method" of SFAS No. 123 are as follows:

| (Dollars in thousands, except per share amounts)  | Three Months<br>Ended March 31, |         |
|---|---------------------------------|---------|
|   | 2004                            | 2003    |
| Net earnings, as reported   | \$3,452                         | \$1,335 |
| Add: Total stock-based employee compensation expense (credit) under APB No. 25, net of related tax effects                                  | 96                              | (158)   |
| Deduct: Total stock-based compensation (expense) credit determined under fair-value based method for all awards, net of related tax effects | (140)                           | 133     |
| Proforma  | \$3,408                         | \$1,310 |
|   |                                 |         |
| Earnings per share - basic:   |                                 |         |
| As reported   | \$0.07                          | \$0.03  |
| Pro forma   | \$0.07                          | \$0.03  |
| Earnings per share - diluted:   |                                 |         |
| As reported   | \$0.07                          | \$0.03  |
| Pro forma   | \$0.07                          | \$0.03  |

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Note 4. Basic and diluted earnings per share are recognized as follows:

| (Dollars in thousands, except per share data)      | Three Months<br>Ended March 31, |            |
|--|---------------------------------|------------|
|  | 2004                            | 2003       |
| Net earnings                                       | \$ 3,452                        | \$ 1,335   |
| Basic weighted average common shares outstanding   | 51,617,395                      | 51,536,891 |
| Dilutive securities:                               |                                 |            |
| Stock option plans                                 | 187,397                         | 67,407     |
| Diluted weighted average common shares outstanding | 51,804,792                      | 51,604,298 |
| Net earnings per share-basic                       | \$ 0.07                         | \$ 0.03    |
| Net earnings per share-diluted                     | \$ 0.07                         | \$ 0.03    |

For the three months ended March 31, 2004, options for 465,368 shares were excluded from the diluted EPS calculation because the options were antidilutive. For the three months ended March 31, 2003, options for 881,255 shares were excluded from the diluted EPS calculation because the options were antidilutive.

Note 5. Accounts receivable consisted of the following:

| (Dollars in thousands) | MARCH 31,<br>2004 | December 31,<br>2003 |
|------------------------|-------------------|----------------------|
| Trade                  | \$92,423          | \$82,142             |
| Other                  | 1,378             | 1,086                |
|                        | 93,801            | 83,228               |

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|                  |          |          |
|------------------|----------|----------|
| Less: Allowances | (2,039)  | (1,928)  |
|                  | \$91,762 | \$81,300 |

Note 6. The various components of inventories were as follows:

| (Dollars in thousands)             | MARCH 31,<br>2004 | December 31,<br>2003 |
|------------------------------------|-------------------|----------------------|
| Raw Materials                      | \$ 30,183         | \$ 27,282            |
| Finished Goods and Work in Process | 81,833            | 83,757               |
| Supplies                           | 28,072            | 27,920               |
| Subtotal                           | 140,088           | 138,959              |
| Less: LIFO Reserve                 | (23,560)          | (23,124)             |
| Net inventories                    | \$116,528         | \$115,835            |

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Note 7. The accumulated depreciation on fixed assets was \$664.1 million as of March 31, 2004, and \$653.0 million as of December 31, 2003. The provision for depreciation, amortization and depletion was \$15.0 million for the three month periods ended March 31, 2004 and March 31, 2003.

Note 8. The components of net periodic benefit costs recognized in the Condensed Consolidated Statements of Operations for the three months ended March 31, 2004 and 2003, are as follows:

|                                | Pension Benefits |          | Other<br>Post-retirement<br>Benefits |         |
|--------------------------------|------------------|----------|--------------------------------------|---------|
|                                | 2004             | 2003     | 2004                                 | 2003    |
| Service cost                   | \$ 1,720         | \$ 1,379 | \$ 671                               | \$ 504  |
| Interest cost                  | 2,423            | 2,329    | 1,541                                | 1,162   |
| Expected return on plan assets | (2,501)          | (2,060)  | 0                                    | 0       |
| Amortization of:               |                  |          |                                      |         |
| Prior service cost             | 487              | 485      | (87)                                 | (89)    |
| Actuarial loss                 | 419              | 187      | 447                                  | 225     |
| Transition (asset)             | (14)             | (47)     | 0                                    | 0       |
| Net periodic benefit cost      | \$ 2,534         | \$ 2,273 | \$ 2,572                             | \$1,802 |

The Company previously disclosed in its consolidated financial statements for the year ended December 31, 2003, that it expected to contribute \$21.2 million to its pension plans in 2004. As of March 31, 2004, \$3.1 million of contributions have been made. The Company expects to contribute an additional \$18.1 million in 2004 for a total of \$21.2 million.

Note 9. Interim Segment Information

#### FACTORS USED TO IDENTIFY REPORTABLE SEGMENTS

The Company's operations are classified into three principal reportable segments: the Printing & Writing Group, the Specialty Paper Group, and the Towel & Tissue Group, each providing different products. Separate management of each segment is required because each business unit is subject to different marketing, production, and technology strategies.

#### PRODUCTS FROM WHICH REVENUE IS DERIVED

Printing & Writing produces a broad line of premium printing and writing grades at manufacturing facilities in Brokaw, Wisconsin and Groveton, New Hampshire. Printing & Writing also includes converting facilities,

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which produce wax-laminated roll wrap and related specialty finishing and packaging products, and a converting facility, which converts printing and writing grades. Specialty Paper produces specialty papers at its manufacturing facilities in Rhinelander, Wisconsin; Mosinee, Wisconsin; and Jay, Maine. Towel & Tissue produces a complete line of towel and tissue products that are marketed along with soap and dispensing systems for the "away-from-home" market.

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Towel & Tissue operates a paper mill in Middletown, Ohio, and a converting facility in Harrodsburg, Kentucky.

### RECONCILIATIONS

The following are reconciliations to corresponding totals in the accompanying consolidated financial statements:

| (Dollars in thousands)                       | Three Months<br>Ended March 31, |                      |
|--|---------------------------------|----------------------|
|  | 2004                            | 2003                 |
| Net sales external customers                 |                                 |                      |
| Printing & Writing                           | \$100,101                       | \$ 98,377            |
| Specialty Paper                              | 100,931                         | 92,458               |
| Towel & Tissue                               | 50,783                          | 48,991               |
|  | \$251,815                       | \$239,826            |
| Operating profit (loss)                      |                                 |                      |
| Printing & Writing                           | \$ 2,551                        | \$ 1,486             |
| Specialty Paper                              | 3,451                           | 1,512                |
| Towel & Tissue                               | 5,301                           | 4,031                |
| Total reportable segment<br>operating profit | 11,303                          | 7,029                |
| Corporate & eliminations                     | (3,489)                         | (2,394)              |
| Interest expense                             | (2,527)                         | (2,501)              |
| Other income (expense)                       | 194                             | (14)                 |
| Earnings before income taxes                 | \$ 5,481                        | \$ 2,120             |
|  |                                 |                      |
| (Dollars in thousands-unaudited)             | MARCH 31,<br>2004               | December 31,<br>2003 |
| Segment Assets                               |                                 |                      |
| Printing & Writing                           | \$287,628                       | \$283,711            |
| Specialty Paper                              | 334,049                         | 334,079              |
| Towel & Tissue                               | 162,824                         | 165,199              |
| Corporate & Unallocated*                     | 80,188                          | 75,111               |
|  | \$864,689                       | \$858,100            |