



### FORWARD-LOOKING INFORMATION

This presentation contains information and statements that are forwardlooking in nature, including, but not limited to, statements containing the words "will", "is expected", "forecast", "annualized", "target" and similar expressions. Such statements involve known and unknown risks and uncertainties that may cause Interfor's actual results to be materially different from those expressed or implied by those forward-looking statements. Such risks and uncertainties include, among others: price volatility; competition; availability and cost of log supply; natural or manmade disasters; foreign currency exchange fluctuations; changes in government regulation; export and other trade barriers; environmental and community matters; labour disruptions; and other factors referenced herein and in Interfor's current Annual Report and Management's Discussion & Analysis, both available on www.sedar.com. The forward-looking information and statements contained in this presentation are based on Interfor's current expectations and beliefs. Readers are cautioned not to place undue reliance on forward-looking information or statements. Interfor undertakes no obligation to update such forward-looking information or statements, except where required by law.



## INTERFOR'S FOUR REGIONS

#### **BC Coast** 320 MMbf (11%)

- 2 mills
- Cedar, Hem-Fir, Douglas-Fir
- Specialty

#### **BC** Interior 750 MMbf (25%)

- 3 mills
- Douglas-Fir, Hem-Fir, SPF, Cedar
- Dimension

#### **US Northwest** 635 MMbf (20%)

- 4 mills
- Hem-Fir, Douglas-Fir,
   Ponderosa Pine, Lodgepole Pine
   Studs, Dimensions, Specialty

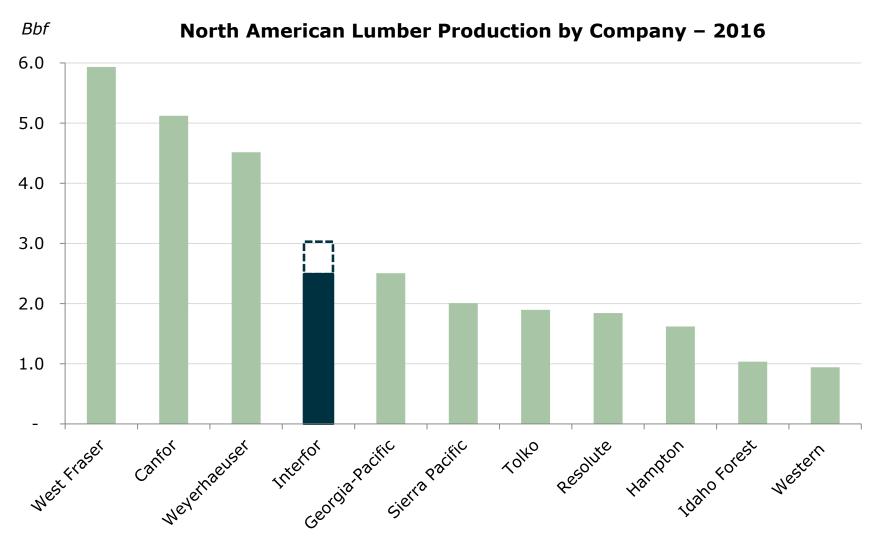
#### **US South**

**1,325 MMbf (44%)** - 9 mills

- Southern Yellow Pine
- Dimension



## 4th LARGEST LUMBER PRODUCER

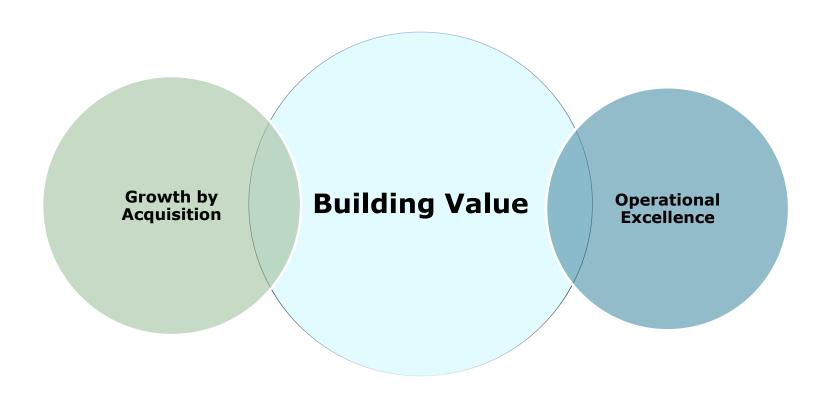




- Capacity

Source: Wood Markets Monthly March 2017

# INTERFOR STRATEGIC PLAN



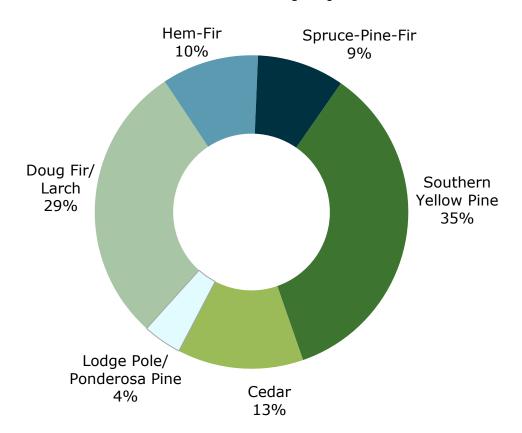


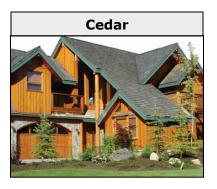




## INTERFOR'S DIVERSE LUMBER MIX

#### **Lumber Sales By Species** <sup>1</sup>











(1) By value for FY2016 7

## NORTH AMERICAN DRIVEN BUSINESS

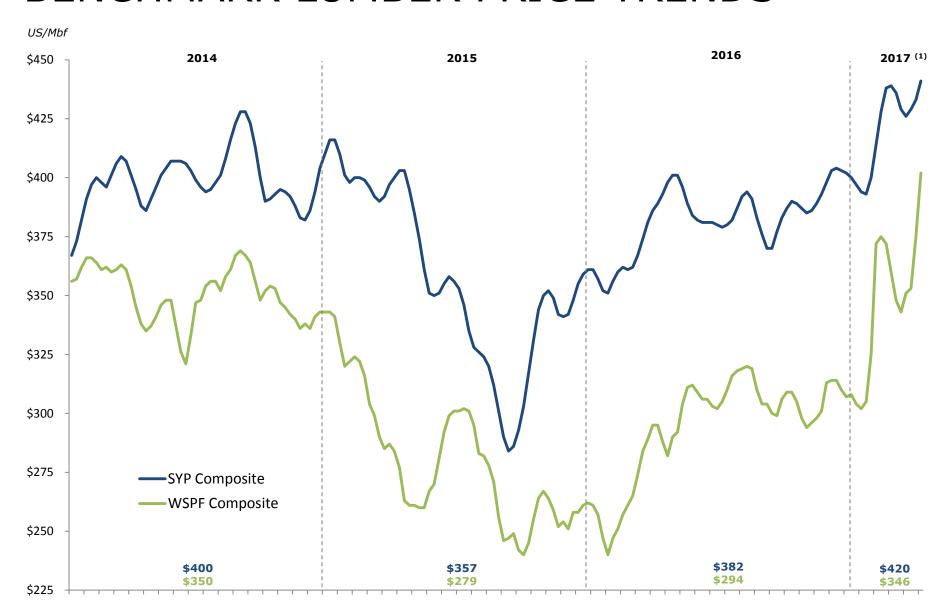




# Lumber Sales By Market <sup>1</sup> Canada 7% China/Tw/HK 4% USA Other 5% 75% Japan 9%



## BENCHMARK LUMBER PRICE TRENDS



## KEY MARKET DRIVERS

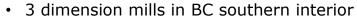
|  | 2014 <sup>(1)</sup> | 2015 <sup>(1)</sup> | 2016E <sup>(1)</sup> | 2017E <sup>(1)</sup> |
|--|---------------------|---------------------|----------------------|----------------------|
| US Housing Starts - Total (mm)  Change         | 1.0                 | 1.1<br>+11%         | 1.2<br>+6%           | 1.3<br>+9%           |
| US Housing Starts - Single Family (mm)  Change | 0.6                 | 0.7<br>+10%         | 0.8<br>+10%          | 0.9<br>+9%           |
| NA Lumber Consumption (Bft)  Change            | 49.0                | 51.9<br>+6%         | 54.2<br>+4%          | 56.3<br>+4%          |
| NA Offshore Exports (Bft)  Change              | 7.6                 | 6.9<br>-9%          | 6.4<br>-8%           | 6.3<br>-2%           |
| NA Offshore Imports (Bft)  Change              | 0.6                 | 0.7<br>+20%         | 0.9<br>+26%          | 1.1<br>+25%          |





### **BUSINESS COMPARISONS**

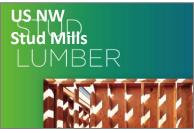




- Modern/low cost operations
- Good fiber supply/limited exposure to pine beetle



- 9 dimension mills in Georgia, S. Carolina and Arkansas
- · Low cost wood baskets
- Strong geographic fit/significant operational upside



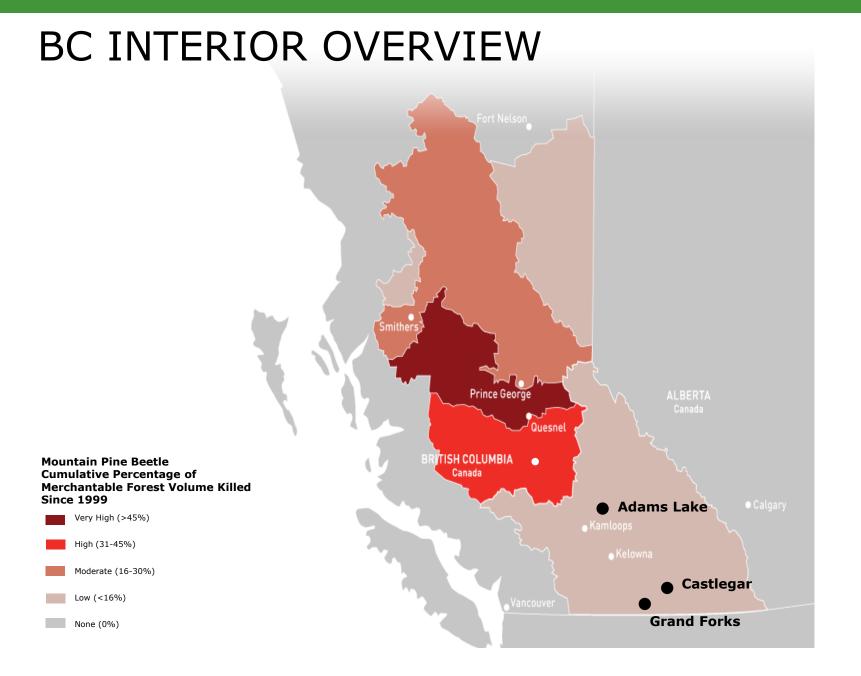
- 3 stud mills in Washington State and Oregon
- Efficient/modern operations
- Margins are more variable than other regions



- 3 specialty mills in BC Coast and Oregon
- High value products (eg. cedar, Japanese squares and pine boards)
- More stable prices







Source: BC Ministry of Forests

## BC INTERIOR MODERNIZATION

2008-09 2012 2015







- 3 MODERN MILLS IN GOOD FIBER BASKETS
  - RE-INVESTMENTS ARE COMPLETE
- SIGNIFICANTLY REPOSITIONED THE ASSETS
  - STRONG CASH FLOW AND ROI
- TOP DECILE/QUARTILE EBITDA MARGINS FOR THE BC INTERIOR

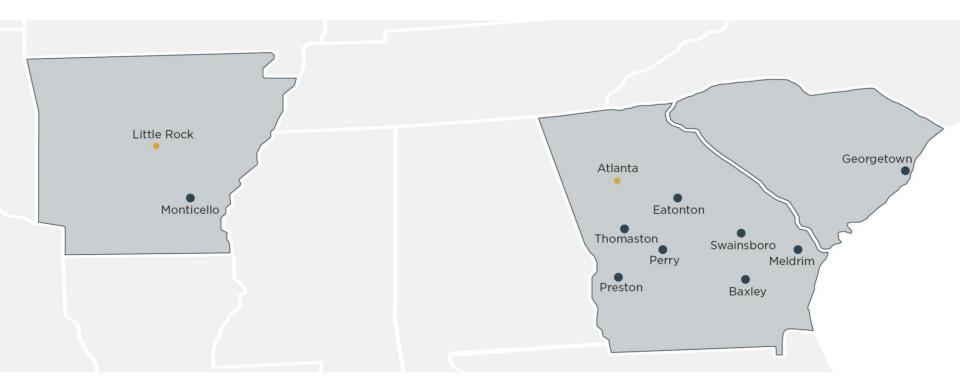




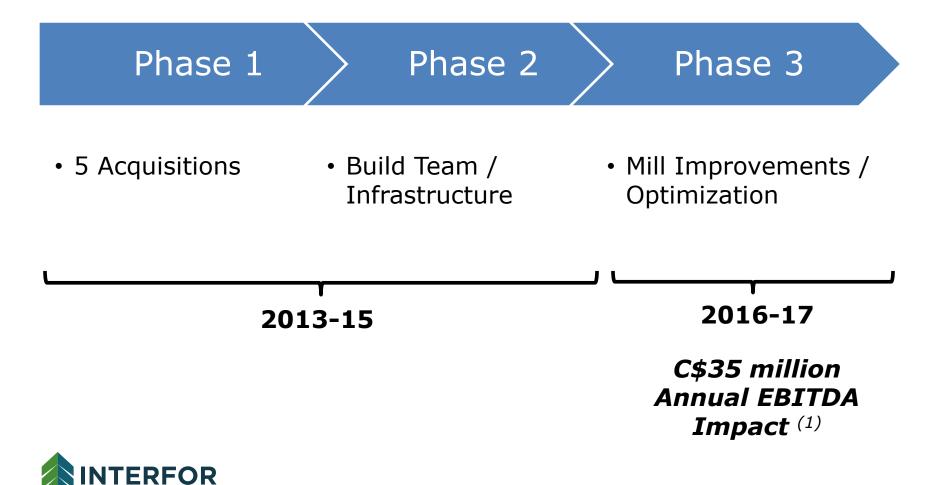


## **US SOUTH OVERVIEW**

- Invested over US\$400 million since March 2013
  - 5 acquisitions
- 9 mills
- 1.3 Billion feet of lumber capacity across 3 States
  - Largest lumber producer in Georgia
  - 44% of Interfor's capacity is in the South



### US SOUTH: STARTED UP IN 2013



Building Value,

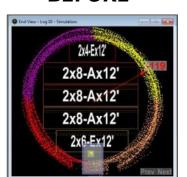
# MILL IMPROVEMENTS/OPTIMIZATION

#### Mill Reliability/Performance

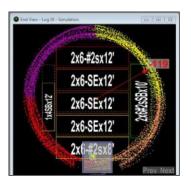


#### **Product Mix Optimization**

**BEFORE** 



**AFTER** 



#### **Modest Capex**

**Kilns** 



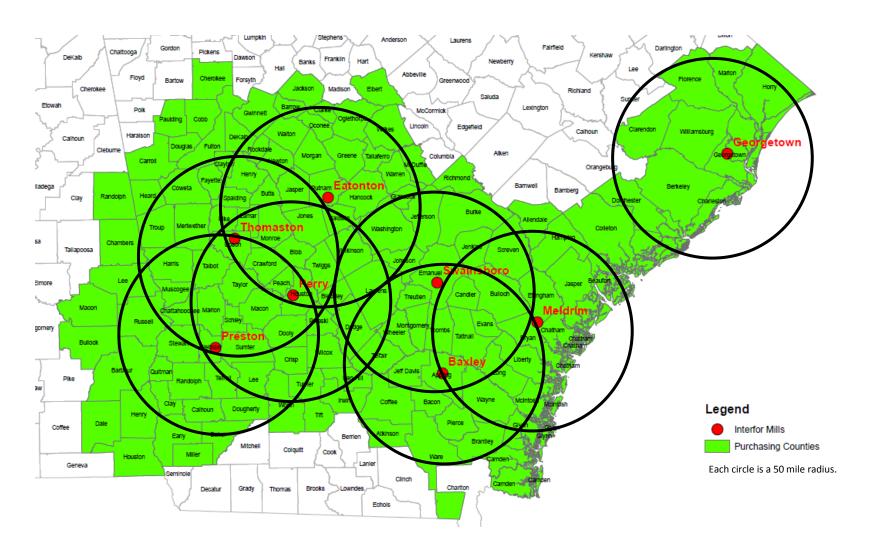
**Autograding** 



**Optimization** 



## LOGISTICS - RIGHT LOG TO RIGHT MILL

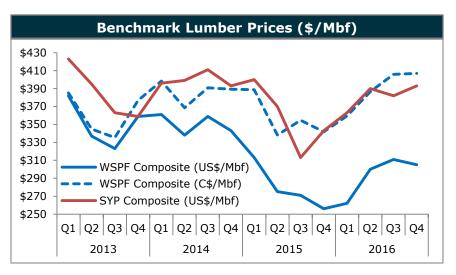


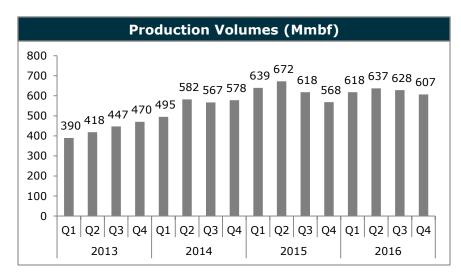


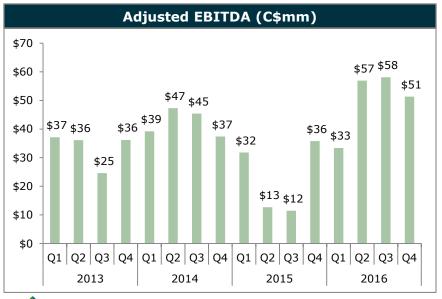




### HISTORICAL FINANCIAL RESULTS



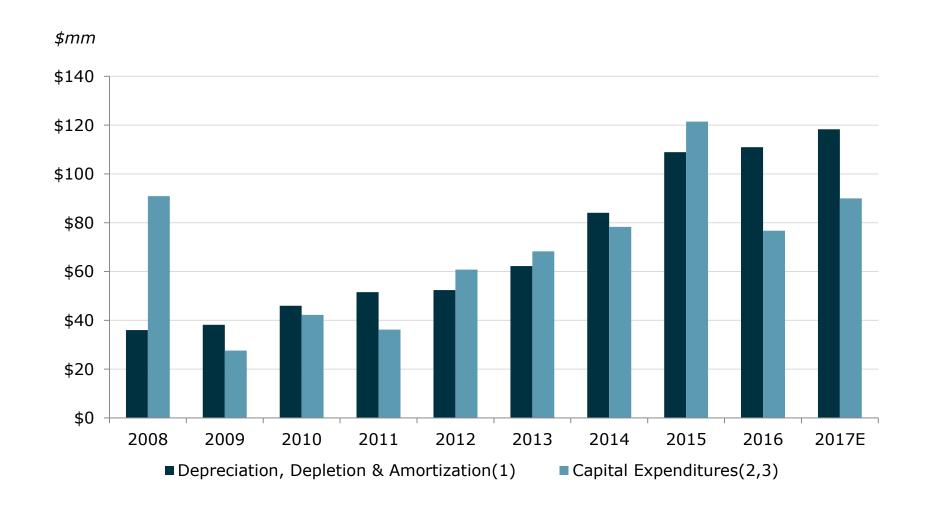








### CAPITAL SPENDING PROFILE





- Includes depreciation of plant & equipment and depletion & amortization of logging roads, timbers and other. Includes additions to property, plant and equipment, additions to logging roads and additions to timbers and
- other intangible assets.
- Does not include additions arising from acquisitions.

## FREE CASH FLOW CONSIDERATIONS

|  | <u>C\$mm</u> |   |
|--|--------------|---|
| 2016A Adjusted EBITDA                                | \$200        | <ul> <li>Significant additional production volume and<br/>margin uplift opportunities in the US South.</li> </ul> |
| Less:  |              |   |
| <b>Annualized Cash Interest Expense</b>              | \$(12)       | <ul> <li>Weighted average interest rate &lt; 4%.</li> </ul>   |
| 2017E Maintenance Capex (Maint. \$55m; Disc. \$35mm) | \$(55)       | <ul> <li>2017E total capex outlook of C\$90mm;<br/>maintenance capex includes logging roads.</li> </ul>           |
| Cash Taxes   | \$(1)        | <ul> <li>Substantial tax loss carry-forwards; \$101 mm in<br/>Canada and US\$175 mm in the US.</li> </ul>         |
| Other  | \$TBD        | <ul> <li>No significant employee future benefit obligations.</li> <li>LTIP dependent on stock price.</li> </ul>   |
| Free Cash Flow                                       | \$132        |   |
|  |              |   |
| Free Cash Flow/Share                                 | \$1.89       |   |



### CAPITAL STRUCTURE

| Capital Structure<br>As of Dec 31, 2016 |         |  |  |  |
|---|---------|--|--|--|
| Net Debt (C\$mm)                        | \$290   |  |  |  |
| Book Equity (C\$mm)                     | \$787   |  |  |  |
| Invested Capital (C\$mm)                | \$1,077 |  |  |  |
| Net Debt / Invested Capital             | 27%     |  |  |  |
|   |         |  |  |  |
| Net Debt/LTM EBITDA                     | 1.4x    |  |  |  |
| EBITDA/Interest Expense (LTM)           | 10.7x   |  |  |  |

