

# Earnings Release 4<sup>th</sup> Quarter — 2005

Weyerhaeuser Company February 3, 2005



## Forward-looking Statement

- This presentation contains statements concerning the company's future results and performance that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Some of these forward-looking statements can be identified by the use of forward-looking terminology such as "expects," "may," "will," "believes," "should," "approximately," anticipates," "estimates," and "plans," and the negative or other variations of those terms or comparable terminology or by discussions of strategy, plans or intentions. In particular, some of these forward-looking statements deal with expectations regarding the company's markets in the first quarter 2006; expected earnings and performance of the company's business segments during the first quarter 2006, demand and pricing for the company's products in the first quarter 2006, higher rawmaterial, energy, chemical, transportation and manufacturing costs in the first quarter 2006, seasonal slowdowns in single-family home closings in the first quarter of 2006, expected pension expense in 2006, expected tax rate in 2006 and related matters. The accuracy of such statements is subject to a number of risks, uncertainties and assumptions that may cause actual results to differ materially from those projected, including, but not limited to:
  - The effect of general economic conditions, including the level of interest rates and housing starts;
  - Market demand for the company's products, which may be tied to the relative strength of various U.S. business segments;
  - Energy prices;
  - Raw material prices;
  - Chemical prices;
  - Performance of the company's manufacturing operations;
  - The successful execution of internal performance plans;
  - The level of competition from domestic and foreign producers;
  - The effect of forestry, land use, environmental and other governmental regulations, and changes in accounting regulations;
  - The effect of weather:
  - The risk of loss from fires, floods and other natural disasters;
  - Transportation costs;
  - Legal proceedings; and
  - Performance of pension fund investments and related derivatives.
- The company is also a large exporter and is affected by changes in economic activity in Europe and Asia, particularly Japan, and by changes in currency exchange rates, particularly the relative value of the U.S. dollar to the Euro and the Canadian dollar, and restrictions on international trade or tariffs imposed on imports, including the countervailing and anti-dumping duties imposed on the company's softwood lumber shipments from Canada to the United States. These and other factors could cause or contribute to actual results differing materially from such forward-looking statements and, accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will occur, or if any of them occurs, what effect they will have on the company's results of operations or financial condition.

  The company expressly declines any obligation to publicly revise any forward-looking statements that have been made to reflect the occurrence of events after the date of this presentation.



### Statements Relating to Non-GAAP Financial Measures

 During the course of this presentation, certain non-U.S. GAAP financial information will be presented. A reconciliation of those numbers to U.S. GAAP financial measures is included in this presentation which is available on the company's website at <a href="https://www.weyerhaeuser.com">www.weyerhaeuser.com</a>

## 2004 and 2005 Earnings Summary

\$ in Millions except EPS		2004				2005			
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	
Operating Earnings before Special Items Timberlands Wood Products Cellulose Fibers and White Papers Containerboard, Packaging & Recycling Real Estate & Related Assets	\$ 159 185 (22) 28 120	\$ 201 464 14 62 118	\$ 174 320 80 94 155	\$ 217 36 35 81 217	\$ 203 132 19 64 183	\$ 210 222 16 99 156	\$ 191 130 20 36 145	\$ 186 117 (50) (20) 283	
Corporate and Other	(64)	(67)	(45)	(7)	(17)	(22)	(13)	(47)	
Total Op. Earnings before Special Items Special Items	\$ 406 (31)	\$ 792 (16)	\$ 778 306	\$ 579 (40)	\$ 584 (20)	\$ 681 103	\$ 509 86	\$ 469 (642)	
Total Operating Earnings Interest Expense, net <sup>1.</sup> Income Taxes <sup>2.</sup>	\$ 375 (192) (62)	\$ 776 (217) (190)	\$1,084 (184) (306)	\$ 539 (236) (104)	\$ 564 (196) (129)	\$ 784 (176) (188)	\$ 595 (190) (120)	\$(173) (167) 129	
Net Income (loss)	\$ 121	\$ 369	\$ 594	\$ 199	\$ 239	\$ 420	\$ 285	\$(211)	
Diluted EPS Diluted EPS before Special Items	\$ 0.54 \$ 0.62	\$ 1.57 \$ 1.67	\$ 2.45 \$ 1.62	\$ 0.82 \$ 1.07	\$ 0.98 \$ 1.03	\$ 1.71 \$ 1.34	\$ 1.16 \$ 0.93	\$(0.86) \$ 0.94	
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<sup>1.</sup> Interest expense included losses of \$21MM, \$52MM, \$21MM and \$15MM in 2004Q2, 2004Q4, 2005Q3 and 2005Q4, respectively, on early extinguishment of debt.

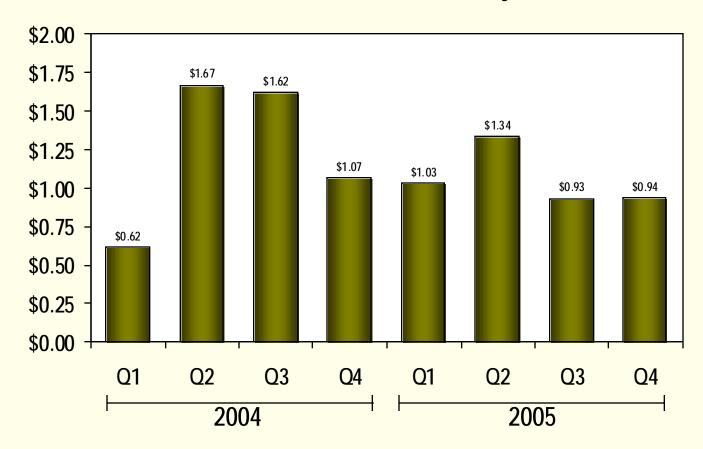
<sup>2.</sup> Income taxes included \$44MM in 2005Q2 related to the planned repatriation of \$1.1 billion of eligible Canadian earnings, and a tax benefit of \$14MM in 2005Q3 for change in Ohio state income tax law.

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## Diluted EPS Before Special Items

A reconciliation to GAAP EPS is available at www.weyerhaeuser.com



# Earnings per Share Reconciliation

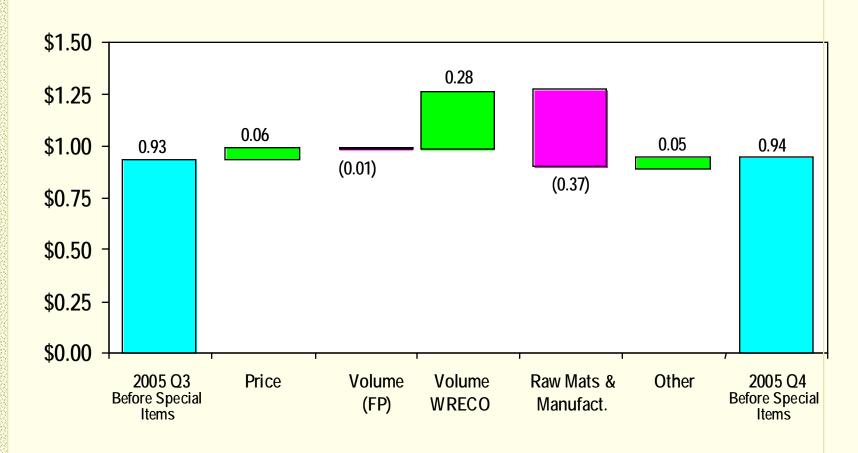
	2004				2005			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Diluted EPS before Special Items	\$ 0.62	\$ 1.67	\$ 1.62	\$ 1.07	\$ 1.03	\$ 1.34	\$ 0.93	\$ 0.94
Integration and Restructuring	(0.04)							
Charges for Closure of Facilities			(0.03)		(0.02)		(80.0)	(1.78)
Gain on Sale of Assets	0.10		0.74	0.10		0.45		0.13
Deferred Gains from Prev. Timlds Sales						0.15		
Litigation Charges	(0.14)	(0.04)			(0.03)	(0.05)		(0.10)
Hardboard Siding Reserve Reduction			0.05					
BC Tenure Reallocation			0.07					
Effect of Change in Acctg Principle				(0.07)				
Gain on Sale of MAS Equity Investment							0.31	
Loss on Early Extinguishment of Debt		(0.06)		(0.14)			(0.06)	(0.04)
Capitalized Interest on RERA Projects								0.12
Asset Impairments				(80.0)				(0.13)
Donated Technology				(0.06)				
Tax Expense on Dividend Repatriation						(0.18)		
Recognize Ohio Tax Law Change							0.06	
Diluted EPS (GAAP)	\$ 0.54	\$ 1.57	\$ 2.45	\$ 0.82	\$ 0.98	\$ 1.71	\$ 1.16	\$ (0.86)

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# Earnings per Share Comparison 2005 Q3 vs. 2005 Q4

\$ per Share Before Special Items\*



\*A reconciliation before Special Items to GAAP can be found on page 6.

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## 2005 Facility Change Announcements

#### **Wood Products**

- Closed
  - 2 hardwood mills
  - 1 large-log sawmill
  - 1 veneer and plywood facility
  - 1 I-Joist beam plant
- Sold
  - 1 laminated beam plant
  - 2 composite panel plants in France
- For Sale
  - The composite panels business in the U.S. and Ireland

### **Containerboard Packaging and Recycling**

- Closed
  - Plymouth, NC, containerboard machine 350,000 annual tons
  - 4 corrugated packaging plants
  - 2 corrugated sheet feeder plants
  - 1 retail paper bag plant
  - 1 finishing line
- For Sale
  - 3 corrugated sheet plants
  - 1 specialty packaging plant

### Cellulose Fibers and White Papers

- Closed
  - Cosmopolis, WA, pulp mill, 140,000 annual tons
  - Prince Albert, SK, paper mill 280,000 annual tons
  - Dryden, OT, paper machine –
     155,555 annual tons

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