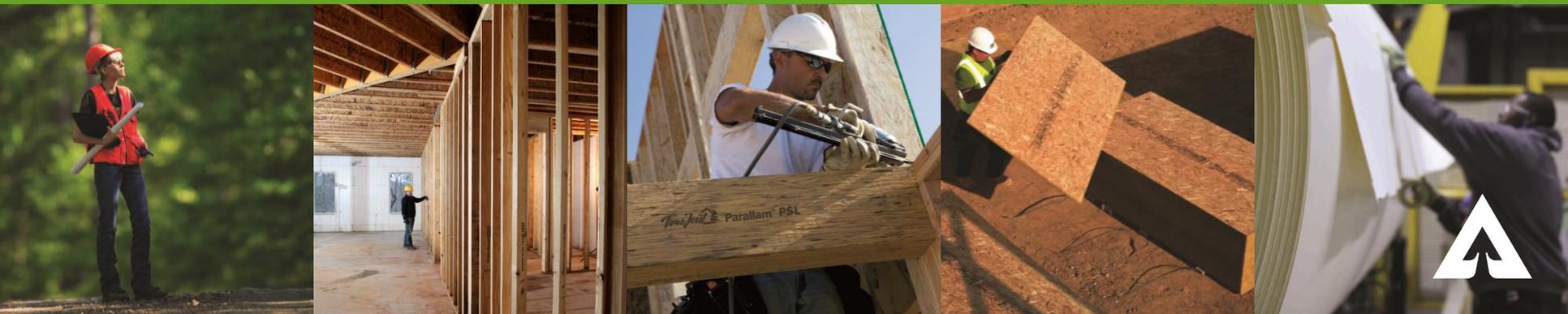


# WEYERHAEUSER

## EARNINGS RESULTS: 1st Quarter 2014

April 25, 2014



# 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. These statements are based on various assumptions and may not be accurate because of risks and uncertainties surrounding these assumptions. Factors listed below, as well as other factors, may cause actual results to differ significantly from these forward-looking statements. There is no guarantee that any of the events anticipated by these forward-looking statements will occur. If any of the events occur, there is no guarantee what effect they will have on company operations or financial condition. The company will not update these forward-looking statements after the date of this news release.

Some forward-looking statements discuss the company's plans, strategies and intentions. They use words such as "expects," "may," "will," "believes," "should," "approximately," "anticipates," "estimates," and "plans." In addition, these words may use the positive or negative or other variations of those terms.

This presentation contains forward-looking statements regarding the company's expectations during the first quarter of 2014, including with respect to earnings, domestic and export log realizations, log exports, fee harvest levels and realizations, expenses, including logging, transportation and silviculture costs, dispositions of non-strategic timberlands, production levels and manufacturing efficiency, average selling prices and sales volumes across the Wood Products product lines, demand for lumber, average sales realizations and volumes for pulp and liquid packaging board, maintenance expenses, energy costs, single-family closing volumes, land and lot sales, average home closing prices, margins and mix, and selling-related expenses.

Major risks, uncertainties and assumptions that affect the company's businesses and may cause actual results to differ from these forward-looking statements, include, but are not limited to:

- the effect of general economic conditions, including employment rates, housing starts, interest rate levels, availability of financing for home mortgages, and strength of the U.S. dollar;
- market demand for the company's products, which is related to the strength of the various U.S. business segments and U.S. and international economic conditions;
- performance of the company's manufacturing operations, including maintenance requirements;
- the level of competition from domestic and foreign producers;
- the successful execution of internal performance plans, including restructurings and cost reduction initiatives;
- raw material and energy prices and transportation availability and costs;
- the effect of weather and the risk of loss from fires, floods, windstorms, hurricanes, pest infestation and other natural disasters;
- federal tax policies;
- the effect of forestry, land use, environmental and other governmental regulations;
- legal proceedings;
- performance of pension fund investments and related derivatives;
- The effect of timing of retirements and changes in the market price of company stock on charges for stock-based compensation;
- changes in accounting principles;
- the ability to complete the transaction relating to our homebuilding and real estate development business (WRECO) with TRI Pointe Homes, Inc. on the anticipated terms and schedule, including the ability of TRI Pointe to obtain shareholder and regulatory approvals and the anticipated tax treatment of the transactions and related transactions; and
- other factors described under "Risk Factors" in the Company's annual report on Form 10-K and quarterly reports on Form 10-Q.

The company also is a large exporter and is affected by changes in economic activity in Europe and Asia, particularly Japan and China. It is affected by changes in currency exchange rates, particularly the relative value of the U.S. dollar to the euro and the Canadian dollar and the relative value of the euro to the yen. Restrictions on international trade or tariffs imposed on imports also may affect the company.



# NON-GAAP FINANCIAL MEASURES

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- 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 [www.weyerhaeuser.com](http://www.weyerhaeuser.com)



# 2014 Q1 CONSOLIDATED RESULTS

Chart 1

\$ Millions	2013		2014
	Q4	Q1	Change
<b>Contribution to Earnings Before Special Items</b>			
Timberlands	\$134	\$164	\$30
Wood Products	58	64	6
Cellulose Fibers	65	54	(11)
Real Estate	71	12	(59)
Unallocated Items	(28)	(10)	18
<b>Total Contribution to Earnings Before Special Items</b>	<b>\$300</b>	<b>\$284</b>	<b>(\$16)</b>
<b>Adjusted EBITDA<sup>1</sup></b>	<b>\$433</b>	<b>\$396</b>	<b>(\$37)</b>

1. A reconciliation to GAAP is set forth on Chart 19.
2. Other income, net includes: R&D expense, charges for restructuring, closures and impairments; other operating income, net; interest income and other; and net loss attributable to non-controlling interests. Interest income and other includes approximately \$8 million of income from special purpose entity (SPE) investments for each quarter presented.
3. Interest expense is net of capitalized interest and includes approximately \$7 million of expense on special purpose entity (SPE) notes for each quarter presented. 2013 Q4 excludes a \$25 million pre-tax loss on extinguishment of debt, which is reported as part of special items.
4. Income taxes attributable to special items are included in Special items, after-tax. An explanation is set forth on Chart 2.
5. A reconciliation to GAAP is set forth on Chart 2.

\$ Millions EXCEPT EPS	2013	2014
	Q4	Q1
<b>Consolidated Statement of Operations Before Special Items</b>		
<b>Net sales</b>	<b>\$2,256</b>	<b>\$1,984</b>
Cost of products sold	1,784	1,556
Gross margin	472	428
SG&A expenses	176	150
Other income, net <sup>2</sup>	(4)	(6)
<b>Total Contribution to Earnings Before Special Items</b>	<b>\$300</b>	<b>\$284</b>
Interest expense, net <sup>3</sup>	(88)	(83)
Income taxes <sup>4</sup>	(44)	(37)
Dividends on preference shares	(11)	(11)
<b>Net Earnings to Common Shareholders Before Special Items<sup>5</sup></b>	<b>\$157</b>	<b>\$153</b>
Special items, after-tax	(114)	30
<b>Net Earnings to Common Shareholders</b>	<b>\$43</b>	<b>\$183</b>
<b>Diluted EPS Before Special items<sup>5</sup></b>	<b>\$0.27</b>	<b>\$0.26</b>
<b>Diluted EPS</b>	<b>\$0.07</b>	<b>\$0.31</b>



# EARNINGS BEFORE SPECIAL ITEMS

Chart 2

\$ Millions EXCEPT EPS	2013 Q4			2014 Q1		
	Pre-Tax Earnings <sup>1</sup>	After-Tax Earnings	Diluted EPS	Pre-Tax Earnings <sup>1</sup>	After-Tax Earnings	Diluted EPS
<b>Earnings Before Special Items</b>	<b>\$212</b>	<b>\$157</b>	<b>\$0.27</b>	<b>\$201</b>	<b>\$153</b>	<b>\$0.26</b>
<b>Special Items:</b>						
Gain on postretirement plan amendment	--	--	--	45	29	0.05
Gain on sale of non-strategic asset	--	--	--	22	14	0.02
Restructuring, impairments, and other charges <sup>2</sup>	(366)	(247)	(0.42)	(18)	(13)	(0.02)
Tax adjustments	--	168	0.29	--	--	--
Loss on early extinguishment of debt	(25)	(25)	(0.05)	--	--	--
Costs related to Real Estate divestiture <sup>3</sup>	(15)	(10)	(0.02)	--	--	--
<b>Total Special Items</b>	<b>(406)</b>	<b>(114)</b>	<b>(0.20)</b>	<b>49</b>	<b>30</b>	<b>0.05</b>
<b>Earnings Including Special Items (GAAP)</b>	<b>(\$194)</b>	<b>\$43</b>	<b>\$0.07</b>	<b>\$250</b>	<b>\$183</b>	<b>\$0.31</b>

1. Earnings before income taxes and dividends on preference shares.

2. 2014 Q1 includes restructuring charges related to the SG&A cost reduction initiative announced during 2013 Q4. 2013 Q4 includes pre-tax non-cash charges of \$356 million for the impairment of a community excluded from the expected combination of Weyerhaeuser Real Estate Company (WRECO) and TRI Pointe Homes. These charges are included in the Real Estate and Unallocated segments. 2013 Q4 also includes pre-tax impairment charges of \$10 million in the Wood Products segment for the permanent closure of previously curtailed engineered wood products operations.

3. 2013 Q4 includes charges to the Real Estate and Unallocated segments.



## 1st Quarter Notes

- Higher export and domestic log prices
- Increased Western fee harvest
- Lower unit logging costs and improved operating efficiencies in the West
- Lower Southern fee harvest due to wet weather
- Seasonally lower Southern silviculture costs
- Lower earnings from disposition of non-strategic timberlands

TIMBERLANDS (\$ Millions)	2013	2014
Segment Statement of Operations	Q4	Q1
Third party sales <sup>2</sup>	\$359	\$371
Intersegment sales <sup>2</sup>	139	143
<b>Total sales</b>	<b>498</b>	<b>514</b>
Cost of products sold <sup>2</sup>	342	329
<b>Gross margin</b>	<b>156</b>	<b>185</b>
SG&A expenses <sup>2</sup>	27	27
Other income, net <sup>2,3</sup>	(5)	(6)
<b>Contribution to Earnings</b>	<b>\$134</b>	<b>\$164</b>
<b>Adjusted EBITDA<sup>1</sup></b>	<b>\$184</b>	<b>\$216</b>
<b>Gross Margin Percentage<sup>4</sup></b>	<b>31%</b>	<b>36%</b>
<b>Operating Margin Percentage<sup>5</sup></b>	<b>27%</b>	<b>32%</b>

1. A reconciliation to GAAP is set forth on Chart 19.

2. 2014 Q1 excludes \$6 million of third party sales, \$95 million of intersegment sales, \$102 million in cost of products sold, \$1 million of SG&A and \$2 million of other income for Canadian Forestland operations, compared with \$5 million of third party sales, \$76 million of intersegment sales, \$83 million in cost of products sold, \$1 million of SG&A and \$3 million of other income in 2013 Q4.

3. Other income, net includes: R&D expense, charges for restructuring, closures and impairments; other operating income, net; interest income and other; and net loss attributable to non-controlling interests.

4. Gross margin divided by total sales excluding Canadian Forestlands operations. Timberlands makes no margin on Canadian Forestlands operations, which are operated as a cost center for the purpose of supplying Weyerhaeuser's Canadian manufacturing facilities.

5. Contribution to earnings divided by total sales excluding Canadian Forestlands operations.



# SALES VOLUMES AND REALIZATIONS

### 3<sup>rd</sup>-Party Log Sales and Realizations - West<sup>1</sup>



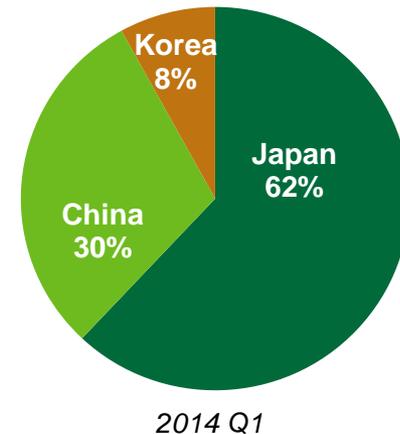
### 3<sup>rd</sup>-Party Log Sales and Realizations - South



### Export Log Revenue<sup>1,2</sup>



### Export Log Revenue by Country<sup>1,2</sup>

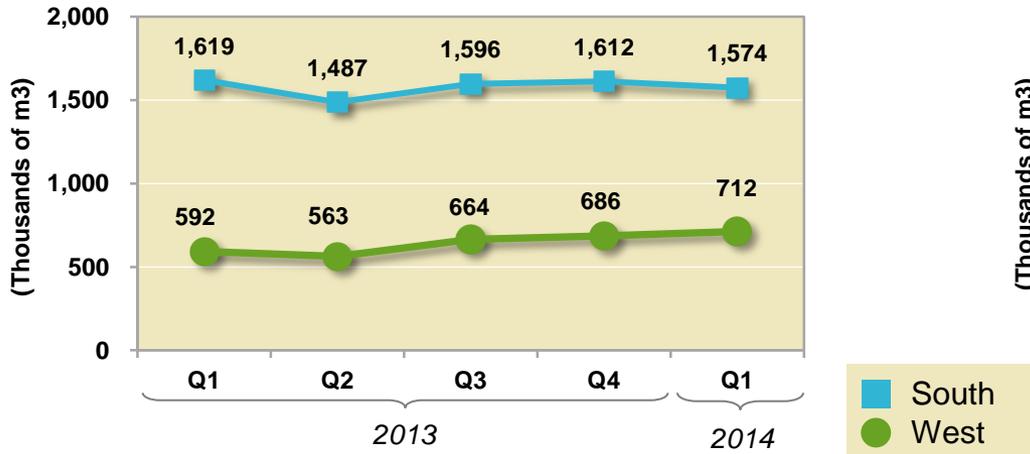


1. Beginning in 2013 Q3, Western log volumes and realizations include results from the Longview Timber acquisition.  
 2. Export log revenues are net of freight expense, rebates and claims.



# WESTERN/SOUTHERN TIMBERLANDS

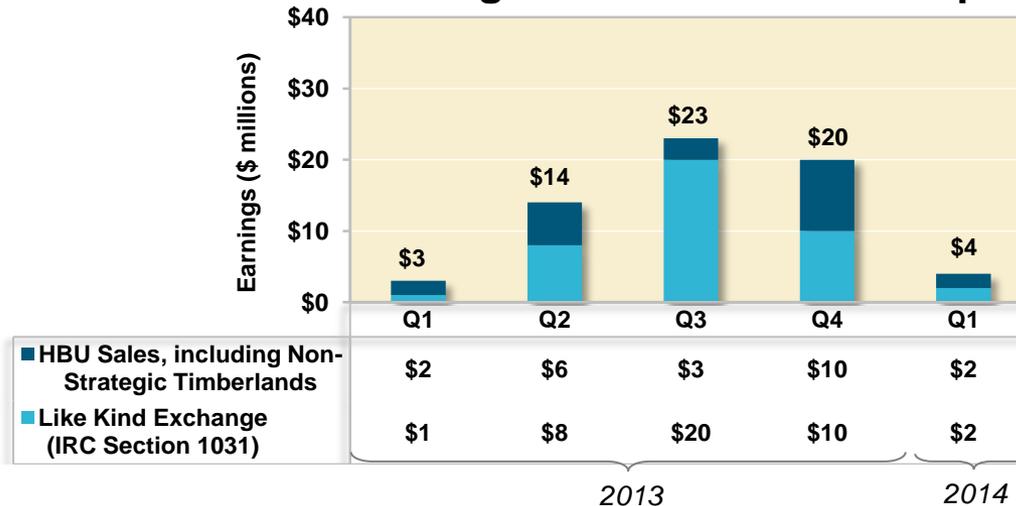
### Intersegment Log Sales Volume<sup>1</sup>



### Fee Harvest Volume<sup>2</sup>



### Earnings from Timberland Dispositions



- Western volumes for 2013 Q3 and forward include results from the Longview Timber acquisition and have been restated to reflect sales from timberlands to other Weyerhaeuser business segments only.
- Beginning in 2013 Q3, Western volumes include results from the Longview Timber acquisition. Western fee harvest for 2014 Q1 includes 921 thousand m3 from the Longview Timber acquisition, compared with 817 thousand m3 in 2013 Q4.



# WOOD PRODUCTS SEGMENT

Chart 6

WOOD PRODUCTS (\$ Millions)	2013	2014
<b>EBITDA by Business</b>	<b>Q4</b>	<b>Q1</b>
Lumber	\$59	\$76
OSB	24	14
Engineered Wood Products	11	8
Distribution	(6)	(5)
Other	--	--
<b>Total Adjusted EBITDA<sup>1</sup></b>	<b>\$88</b>	<b>\$93</b>

WOOD PRODUCTS (\$ Millions)	2013	2014
<b>Segment Statement of Operations</b>	<b>Q4</b>	<b>Q1</b>
Third party sales	\$926	\$898
Intersegment sales	16	19
<b>Total sales</b>	<b>942</b>	<b>917</b>
Cost of products sold	826	791
<b>Gross margin</b>	<b>116</b>	<b>126</b>
SG&A expenses	56	62
Other expenses, net <sup>2</sup>	2	--
<b>Contribution to Earnings Before Special Items</b>	<b>\$58</b>	<b>\$64</b>
Special items, pre-tax	(10)	--
<b>Contribution to Earnings</b>	<b>\$48</b>	<b>\$64</b>
<b>Total Adjusted EBITDA<sup>1</sup></b>	<b>\$88</b>	<b>\$93</b>
<b>Gross Margin<sup>3</sup></b>	<b>12%</b>	<b>14%</b>
<b>Operating Margin Before Special Items<sup>4</sup></b>	<b>6%</b>	<b>7%</b>

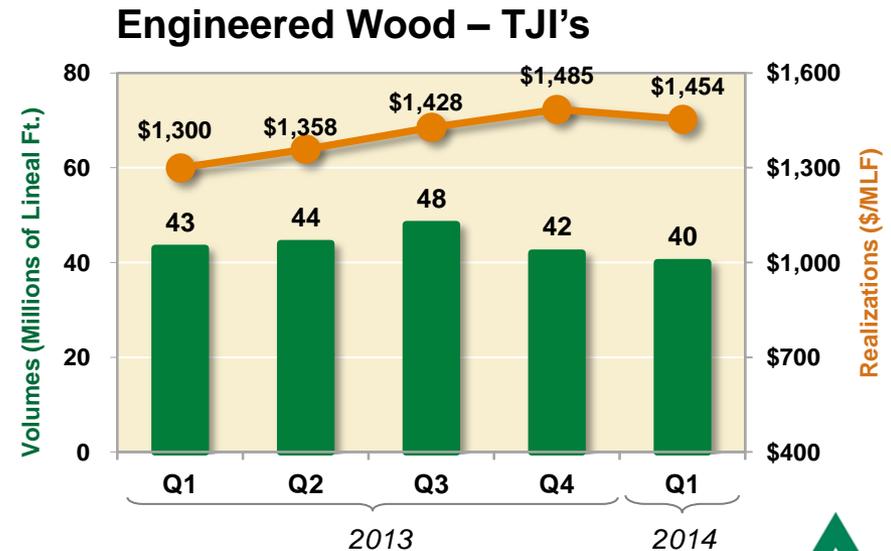
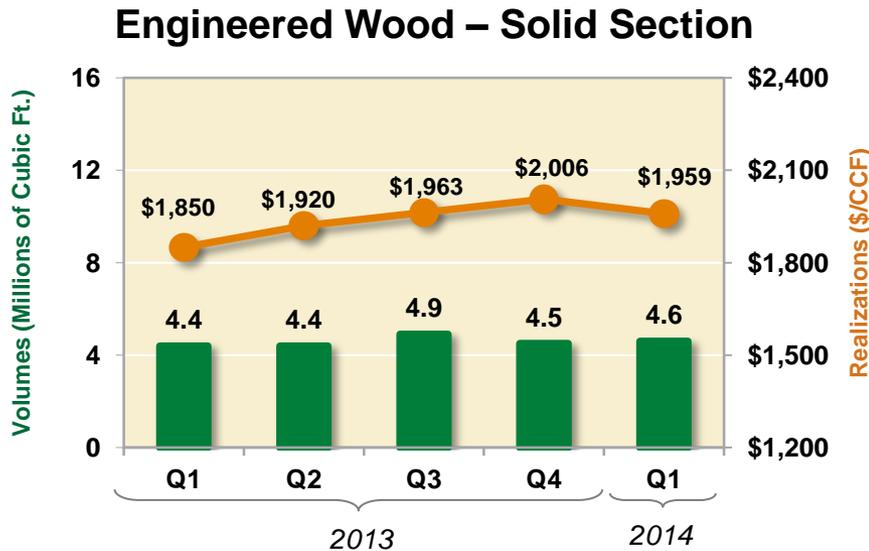
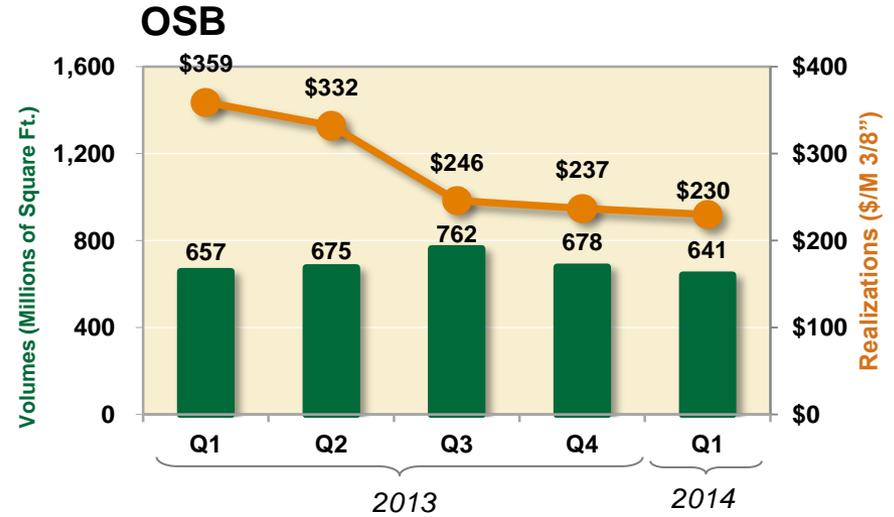
## 1st Quarter Notes

- Higher average lumber realizations
- Lower realizations for oriented strand board, and lower realizations for engineered wood products due to mix
- Reduced sales volumes due to severe weather and Canadian rail car and trucking availability
- Improved per unit manufacturing costs for lumber
- Higher Western log costs

1. A reconciliation to GAAP is set forth on Chart 21. Adjusted EBITDAs for Wood Products businesses include earnings on internal sales, primarily from the manufacturing businesses to Distribution. These sales occur at market price.
2. Other expenses, net includes: R&D expense, charges for restructuring, closures and impairments; other operating income, net; interest income and other; and net loss attributable to non-controlling interests.
3. Gross margin divided by total sales.
4. Contribution to earnings before special items divided by total sales.



# 3<sup>RD</sup>-PARTY SALES VOLUMES AND REALIZATIONS<sup>1</sup>



# CELLULOSE FIBERS SEGMENT

Chart 8

## 1st Quarter Notes

- Strong operating performance despite harsh winter weather
- Improved pulp price realizations
- Lower sales volumes due to timing of shipments and Canadian transportation challenges
- Higher energy costs
- Increased maintenance costs

CELLULOSE FIBERS (\$ Millions)	2013	2014
Segment Statement of Operations	Q4	Q1
<b>Total sales</b>	<b>\$478</b>	<b>\$461</b>
Cost of products sold	397	390
<b>Gross margin</b>	<b>81</b>	<b>71</b>
SG&A expenses	20	24
Other income, net <sup>1</sup>	(4)	(7)
<b>Contribution to Earnings</b>	<b>\$65</b>	<b>\$54</b>
<b>Adjusted EBITDA<sup>2</sup></b>	<b>\$101</b>	<b>\$92</b>
<b>Gross Margin Percentage<sup>3</sup></b>	<b>17%</b>	<b>15%</b>
<b>Operating Margin Percentage<sup>4</sup></b>	<b>14%</b>	<b>12%</b>

1. Other income, net includes: R&D expense, charges for restructuring, closures and impairments; other operating income, net; interest income and other; and net loss attributable to non-controlling interests.

2. A reconciliation to GAAP is set forth on Chart 19.

3. Gross margin divided by total sales.

4. Contribution to earnings divided by total sales.

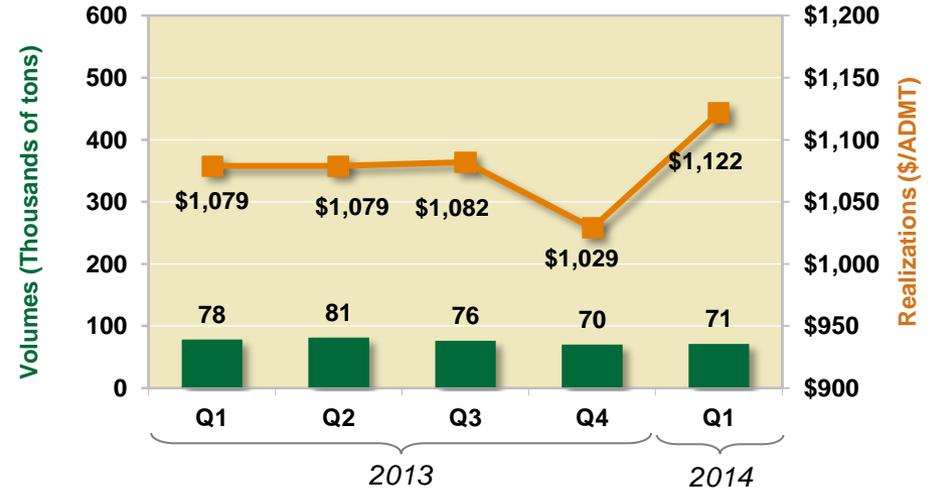


# CELLULOSE FIBERS SEGMENT

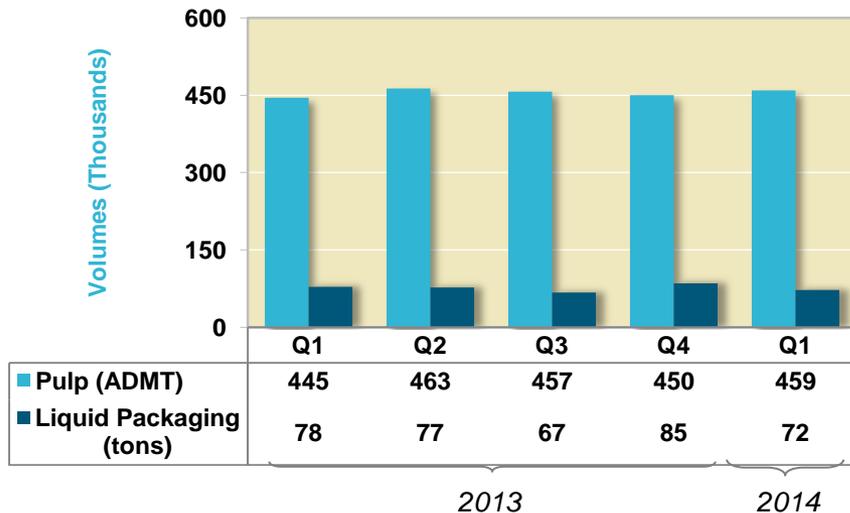
### 3<sup>rd</sup>-Party Sales Volumes and Realizations – Pulp



### 3<sup>rd</sup>-Party Sales Volumes and Realizations – Liquid Packaging



### Production Volumes



### Maintenance Expense and Scheduled Annual Outage Days<sup>1</sup>



1. Includes expenses for annual maintenance outages and other maintenance costs.



## 1st Quarter Notes

- Seasonally fewer closings
- Higher average closing prices
- Lower margins, primarily due to mix
- Lower selling expenses due to reduced closing volumes
- Earnings from land and lot sales declined \$5 million compared with fourth quarter
- Fourth quarter included special charges of \$349 million, primarily for impairment of a community excluded from the expected TRI Pointe Homes transaction

REAL ESTATE (\$ Millions)	2013	2014
Segment Statement of Operations	Q4	Q1
<b>Total sales</b>	<b>\$488</b>	<b>\$248</b>
Cost of products sold	371	196
<b>Gross margin</b>	<b>117</b>	<b>52</b>
SG&A expenses	47	39
Other income, net <sup>1</sup>	(1)	1
<b>Contribution to Earnings Before Special Items</b>	<b>\$71</b>	<b>\$12</b>
Special items, pre-tax	(349)	--
<b>Contribution (Charge) to Earnings</b>	<b>(\$278)</b>	<b>\$12</b>
<b>Adjusted EBITDA<sup>2</sup></b>	<b>\$83</b>	<b>\$19</b>
<b>Gross Margin<sup>3</sup></b>	<b>24%</b>	<b>21%</b>
<b>Operating Margin Before Special Items<sup>4</sup></b>	<b>15%</b>	<b>5%</b>

1. Other income, net includes: charges for restructuring, closures and impairments; other operating income, net; interest income and other; and net loss attributable to non-controlling interests.

2. A reconciliation to GAAP is set forth on Chart 19.

3. Gross margin divided by total sales.

4. Contribution to earnings before special items divided by total sales.

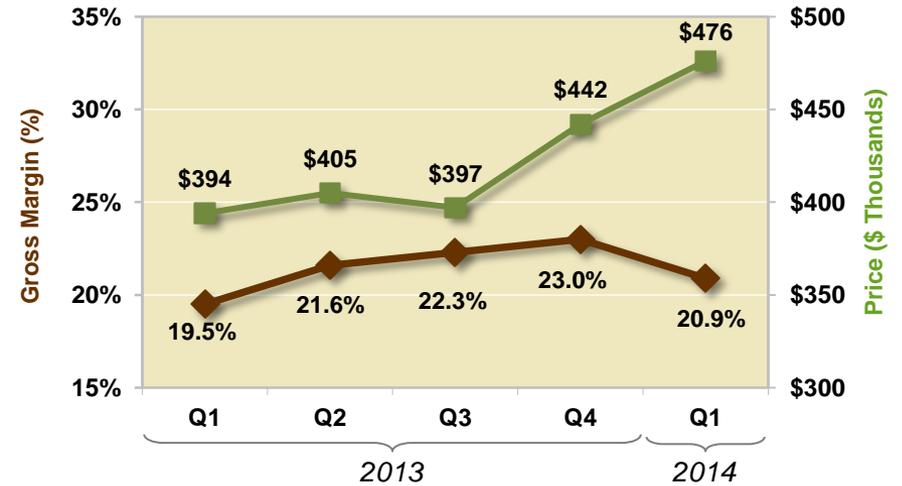


# SINGLE-FAMILY HOMEBUILDING

### Home Closings and Cancellation Rate



### Average Closing Price and Single-Family Gross Margin



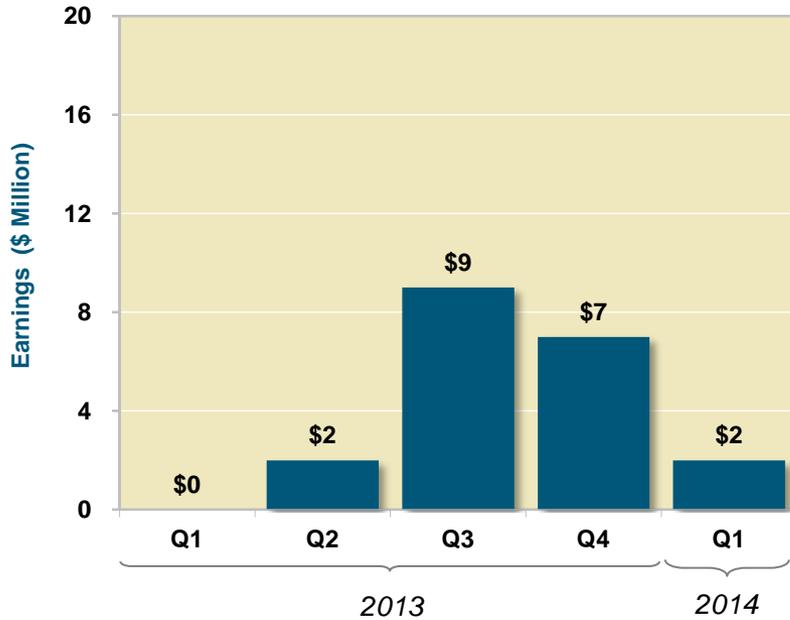
### Homes Sold and Buyer Traffic



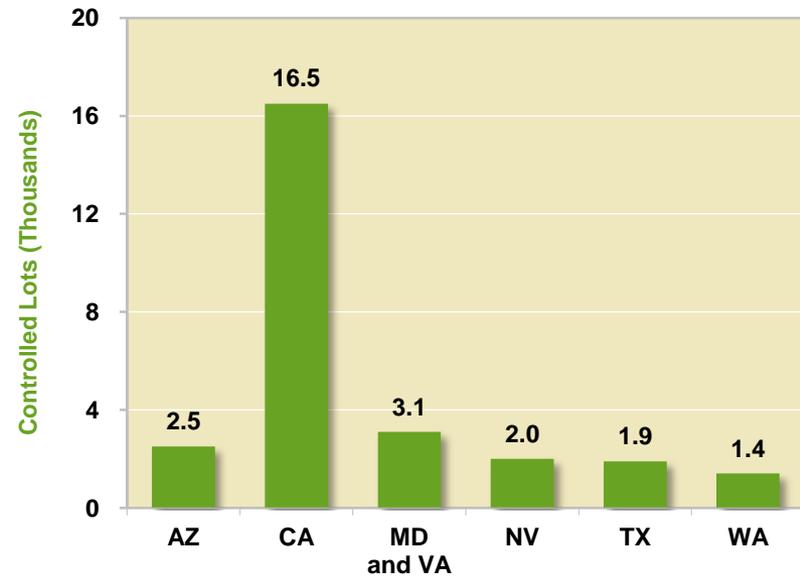
### Backlog and Average Sale Price of Homes in Backlog



### Earnings from Sale of Land and Lots



### Controlled Lots as of March 31, 2014<sup>1</sup>



1. Lots are controlled through both ownership and the use of options and are in various stages of development. The business also controls approximately 67,000 lots, mostly under option, in a large master planned community in Nevada. Development and construction of these lots is on hold, pending improvements in the local market. Under the terms of the transaction agreement announced during 2013 Q4, this property is excluded from the combination of Weyerhaeuser Real Estate Company (WRECO) and TRI Pointe Homes and will be retained by Weyerhaeuser. After determining that its strategy for development of the Coyote Springs Property differs from WRECO's development plan (which contemplated holding the Coyote Springs Property for future development), Weyerhaeuser recognized a non-cash charge for impairment of these assets during 2013 Q4.



# UNALLOCATED ITEMS<sup>1</sup>

Chart 13

UNALLOCATED ITEMS (\$ Millions)	2013	2014
	Q4	Q1
Unallocated corporate function expenses	(\$7)	(\$2)
Unallocated share-based compensation	(5)	3
Unallocated pension & postretirement (costs) credits	(9)	10
Foreign exchange losses	(1)	(15)
Elimination of intersegment profit in inventory and LIFO	6	(19)
Other, including interest income	(12)	13
<b>Contribution (Charge) to Earnings Before Special Items</b>	<b>(\$28)</b>	<b>(\$10)</b>
Special items, pre-tax	(22)	49
<b>Contribution (Charge) to Earnings</b>	<b>(\$50)</b>	<b>\$39</b>
<b>Adjusted EBITDA<sup>2</sup></b>	<b>(\$23)</b>	<b>(\$24)</b>

UNALLOCATED ITEMS (\$ Millions)	2013	2014
	Q4	Q1
<b>By Natural Expense</b>		
(Cost of) credit to products sold <sup>3</sup>	\$3	(\$6)
G&A expenses <sup>4</sup>	(26)	1
Other income (expense), net	(5)	(5)
<b>Contribution (Charge) to Earnings Before Special Items</b>	<b>(\$28)</b>	<b>(\$10)</b>
Special items, pre-tax	(22)	49
<b>Contribution (Charge) to Earnings</b>	<b>(\$50)</b>	<b>\$39</b>

1. Unallocated items are gains or charges not related to or allocated to an individual operating segment. They include a portion of items such as: share-based compensation; pension and postretirement costs; foreign exchange transaction gains and losses associated with outstanding borrowings; and the elimination of intersegment profit in inventory and the LIFO reserve.

2. A reconciliation to GAAP is set forth on Chart 19.

3. Cost of products sold is comprised primarily of elimination of intersegment profit in inventory and LIFO.

4. G&A expense is comprised primarily of unallocated: share-based compensation; pension and postretirement costs; and corporate function expenses.



# OUTLOOK: 2014 Q2

Chart 14

SEGMENT	COMMENTS
<b>TIMBERLANDS</b>	<ul style="list-style-type: none"><li>• Increased Chinese and domestic demand for Western logs, and lower realizations</li><li>• Slightly higher Southern fee harvest volumes and realizations</li><li>• Seasonally higher unit logging and transportation expenses in the West</li><li>• Increased silviculture expenses</li><li>• Earnings of approximately \$20 million from disposition of non-strategic timberlands</li><li>• Expect 2014 Q2 earnings comparable to 2014 Q1</li></ul>
<b>WOOD PRODUCTS</b>	<ul style="list-style-type: none"><li>• Seasonally higher sales volumes</li><li>• Lumber sales realizations have softened in 2014 Q2, but should stabilize as demand improves throughout the quarter</li><li>• Slightly higher realizations for oriented strand board and engineered wood products</li><li>• Increased production and continued improvements in manufacturing efficiency</li><li>• Expect 2014 Q2 earnings to be significantly higher than 2014 Q1</li></ul>
<b>CELLULOSE FIBERS</b>	<ul style="list-style-type: none"><li>• Increased sales volumes</li><li>• Higher average price realizations</li><li>• Lower energy and fiber costs, and slightly lower maintenance expense</li><li>• Expect 2014 Q2 earnings to be significantly higher than 2014 Q1</li></ul>
<b>REAL ESTATE</b>	<ul style="list-style-type: none"><li>• Home closings increase seasonally</li><li>• Slightly higher average closing prices, and comparable average margins</li><li>• Increased selling expenses due to the additional closing volume</li><li>• Expect higher earnings from single-family homebuilding operations in 2014 Q2, and moderately higher earnings from land and lot sales</li></ul>



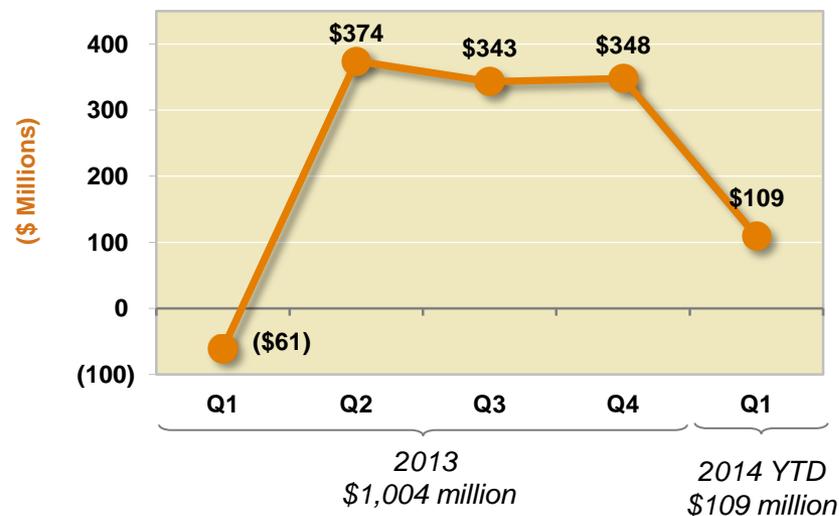
KEY FINANCIAL METRICS (\$ Millions)	2013 Q4	2014 Q1
Ending Cash Balance	\$835	\$780
Long-Term Debt	\$4,891	\$4,891
Gross Debt to Adjusted EBITDA (LTM) <sup>1</sup>	2.9	2.9
Net Debt to Enterprise Value <sup>2</sup>	18%	19%

## Scheduled Debt Maturities as of March 31, 2014

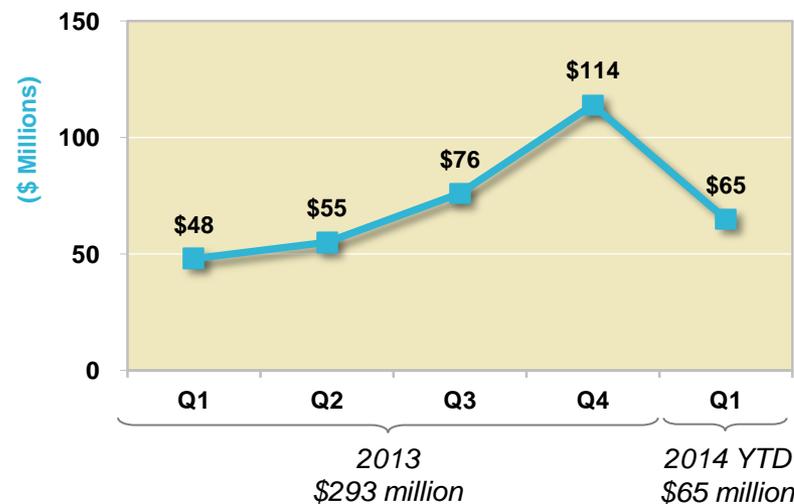
(\$ Millions)	2014	2015	2016	2017	2018
Debt Maturities	\$0	\$0	\$0	\$281	\$62

1. LTM = last twelve months. A reconciliation to GAAP is set forth on Chart 22.
2. Long-term debt, net of cash and equivalents, divided by enterprise value. Enterprise value is defined as long term debt, net of cash and equivalents, plus market capitalization.

## Cash from Operations



## Capital Expenditures



# APPENDIX



# PENSION AND POSTRETIREMENT EXPENSE

Chart 16

\$ MILLIONS	2013				2014
	Q1	Q2	Q3	Q4	Q1
<b>Net Pension and Postretirement Costs<sup>1</sup></b>					
Timberlands	\$2	\$3	\$2	\$3	\$3
Wood Products	7	6	8	7	5
Cellulose Fibers	4	5	5	4	2
Real Estate	1	2	1	1	1
Unallocated Items	10	10	11	9	(10)
<b>Total Company Pension and Postretirement Costs</b>	<b>\$24</b>	<b>\$26</b>	<b>\$27</b>	<b>\$24</b>	<b>\$1</b>

1. Net pension and postretirement cost (credit) excludes special items, as well as the recognition of curtailments, settlements and special termination benefits due to closures, restructuring or divestitures.



# EARNINGS SUMMARY

Chart 17

\$ Millions EXCEPT EPS	2013				2014
	Q1	Q2	Q3	Q4	Q1
<b>Contribution to Earnings Before Special Items</b>					
Timberlands	\$104	\$114	\$118	\$134	\$164
Wood Products	178	136	79	58	64
Cellulose Fibers	31	57	47	65	54
Real Estate	--	14	33	71	12
Unallocated Items	(46)	--	21	(28)	(10)
<b>Total Contribution to Earnings before Special Items</b>	<b>\$267</b>	<b>\$321</b>	<b>\$298</b>	<b>\$300</b>	<b>\$284</b>
Interest expense, net <sup>1</sup>	(82)	(81)	(95)	(88)	(83)
Income taxes <sup>2</sup>	(41)	(42)	(36)	(44)	(37)
Dividends on preference shares <sup>3</sup>	--	(2)	(10)	(11)	(11)
<b>Net Earnings before Special Items<sup>4</sup></b>	<b>\$144</b>	<b>\$196</b>	<b>\$157</b>	<b>\$157</b>	<b>\$153</b>
Special items, after-tax	--	--	--	(114)	30
<b>Net Earnings to Common Shareholders</b>	<b>\$144</b>	<b>\$196</b>	<b>\$157</b>	<b>\$43</b>	<b>\$183</b>
<b>Diluted EPS before Special Items<sup>3,4</sup></b>	<b>\$0.26</b>	<b>\$0.35</b>	<b>\$0.27</b>	<b>\$0.27</b>	<b>\$0.26</b>
<b>Diluted EPS<sup>3</sup></b>	<b>\$0.26</b>	<b>\$0.35</b>	<b>\$0.27</b>	<b>\$0.07</b>	<b>\$0.31</b>

1. Interest expense is net of capitalized interest and includes approximately \$7 million of expense on special purpose entity (SPE) notes for each quarter presented. 2013 Q4 excludes a \$25 million pre-tax loss on extinguishment of debt, which is reported as part of special items.
2. Income taxes attributable to special items are included in Special items, after-tax. An explanation is set forth on Chart 2.
3. During 2013 Q2, Weyerhaeuser issued 13.8 million mandatory convertible preference shares with a conversion date of July 1, 2016. These shares are currently antidilutive and are not included in the calculation of diluted EPS.
4. A reconciliation to GAAP Net Income is set forth at [www.weyerhaeuser.com](http://www.weyerhaeuser.com). A reconciliation to GAAP EPS is set forth on Chart 18.



# EARNINGS PER SHARE RECONCILIATION

\$ Millions EXCEPT EPS	2013				2014
	Q1	Q2	Q3	Q4	Q1
<b>Weighted Average Shares Outstanding, Diluted<sup>1</sup></b>	<b>551</b>	<b>558</b>	<b>587</b>	<b>589</b>	<b>589</b>
<b>Diluted EPS Before Special Items</b>	<b>\$0.26</b>	<b>\$0.35</b>	<b>\$0.27</b>	<b>\$0.27</b>	<b>\$0.26</b>
Special Items:					
Gain on postretirement plan amendment	--	--	--	--	0.05
Gain on sale of non-strategic asset	--	--	--	--	0.02
Restructuring, impairments, and other charges	--	--	--	(0.42)	(0.02)
Tax adjustments	--	--	--	0.29	--
Loss on early extinguishment of debt	--	--	--	(0.05)	--
Costs related to real estate divestiture	--	--	--	(0.02)	--
<b>Diluted EPS (GAAP)</b>	<b>\$0.26</b>	<b>\$0.35</b>	<b>\$0.27</b>	<b>\$0.07</b>	<b>\$0.31</b>

1. During 2013 Q2, Weyerhaeuser issued 29 million common shares in conjunction with the acquisition of Longview Timber LLC. The company also issued 13.8 million mandatory convertible preference shares with a conversion date of July 1, 2016. During 2013 Q3, the company issued an additional 4.35 million common shares in connection with the exercise of an overallotment option. The mandatory convertible preference shares are currently antidilutive and are not included in the calculation of diluted EPS.



# EBITDA RECONCILIATION BY SEGMENT

\$ MILLIONS	2013 Q4						2014 Q1					
	Timberlands	Wood Products	Cellulose Fibers	Real Estate	Unallocated Items	Total	Timberlands	Wood Products	Cellulose Fibers	Real Estate	Unallocated Items	Total
<b>Adjusted EBITDA Excluding Special Items<sup>1</sup></b>	\$184	\$88	\$101	\$83	(\$23)	\$433	\$216	\$93	\$92	\$19	(\$24)	\$396
Depletion, depreciation & amortization	(51)	(30)	(40)	(4)	(4)	(129)	(52)	(29)	(38)	(3)	(4)	(126)
Non-operating pension & postretirement (costs) credits	--	--	--	--	(9)	(9)	--	--	--	--	10	10
Special items	--	(10)	--	(349)	(22)	(381)	--	--	--	--	49	49
Capitalized interest included in cost of products sold	--	--	--	(9)	(2)	(11)	--	--	--	(4)	(1)	(5)
<b>Operating Income (GAAP)</b>	\$133	\$48	\$61	(\$279)	(\$60)	(\$97)	\$164	\$64	\$54	\$12	\$30	\$324
Interest income and other	1	--	4	1	10	16	--	--	--	--	9	9
<b>Net Contribution to Earnings</b>	\$134	\$48	\$65	(\$278)	(\$50)	(\$81)	\$164	\$64	\$54	\$12	\$39	\$333
Interest expense, net						(113)						(83)
Income taxes						248						(56)
<b>Net Earnings (GAAP)</b>						\$54						\$194
Dividends on preference shares						(11)						(11)
<b>Net Earnings to Common Shareholders (GAAP)</b>						\$43						\$183

1. Adjusted EBITDA excluding special items is a non-GAAP measure that management uses to evaluate the performance of the company. Adjusted EBITDA, as we define it, is operating income adjusted for depreciation, depletion, amortization, pension and postretirement costs not allocated to business segments (primarily interest cost, expected return on plan assets, amortization of actuarial loss and amortization of prior service cost / credit), special items and interest included in cost of products sold. Adjusted EBITDA should not be considered in isolation from and is not intended to represent an alternative to our GAAP results.



# EBITDA RECONCILIATION – TIMBERLANDS

\$ MILLIONS	2013 Q4			2014 Q1		
	Legacy Timberlands	Longview Timber acquisition	Total	Legacy Timberlands	Longview Timber acquisition	Total
<b>Adjusted EBITDA Excluding Special Items<sup>1</sup></b>	<b>\$149</b>	<b>\$35</b>	<b>\$184</b>	<b>\$163</b>	<b>\$53</b>	<b>\$216</b>
Depletion, depreciation & amortization	(36)	(15)	(51)	(37)	(15)	(52)
Special items	--	--	--	--	--	--
<b>Operating Income (GAAP)</b>	<b>\$113</b>	<b>\$20</b>	<b>\$133</b>	<b>\$126</b>	<b>\$38</b>	<b>\$164</b>
Interest income and other	1	--	1	--	--	--
<b>Net Contribution to Earnings (GAAP)</b>	<b>\$114</b>	<b>\$20</b>	<b>\$134</b>	<b>\$126</b>	<b>\$38</b>	<b>\$164</b>

1. Adjusted EBITDA excluding special items is a non-GAAP measure that management uses to evaluate the performance of the company. Adjusted EBITDA, as we define it, is operating income adjusted for depreciation, depletion, amortization, pension and postretirement costs not allocated to business segments (primarily interest cost, expected return on plan assets, amortization of actuarial loss and amortization of prior service cost / credit), special items and interest included in cost of products sold. Adjusted EBITDA should not be considered in isolation from and is not intended to represent an alternative to our GAAP results.



# EBITDA RECONCILIATION – WOOD PRODUCTS

\$ Millions	2013 Q4						2014 Q1					
	Lumber	OSB	EWP	Distribution	Other	Total	Lumber	OSB	EWP	Distribution	Other	Total
<b>Adjusted EBITDA Excluding Special Items<sup>1</sup></b>	\$59	\$24	\$11	(\$6)	--	\$88	\$76	\$14	\$8	(\$5)	--	\$93
Depletion, depreciation & amortization	(10)	(8)	(11)	(1)	--	(30)	(10)	(8)	(10)	(1)	--	(29)
Special items	--	--	(10)	--	--	(10)	--	--	--	--	--	--
<b>Operating Income (GAAP)</b>	\$49	\$16	(\$10)	(\$7)	--	\$48	\$66	\$6	(\$2)	(\$6)	--	\$64
Interest income and other	--	--	--	--	--	--	--	--	--	--	--	--
<b>Net Contribution to Earnings (GAAP)</b>	\$49	\$16	(\$10)	(\$7)	--	\$48	\$66	\$6	(\$2)	(\$6)	--	\$64

1. Adjusted EBITDA excluding special items is a non-GAAP measure that management uses to evaluate the performance of the company. Adjusted EBITDA, as we define it, is operating income adjusted for depreciation, depletion, amortization, pension and postretirement costs not allocated to business segments (primarily interest cost, expected return on plan assets, amortization of actuarial loss and amortization of prior service cost / credit), special items and interest included in cost of products sold. Adjusted EBITDA should not be considered in isolation from and is not intended to represent an alternative to our GAAP results.



# GROSS DEBT TO EBITDA RECONCILIATION

\$ MILLIONS	2013	2014
	Q4	Q1
<b>Gross Debt to Adjusted EBITDA (LTM)<sup>1, 2</sup></b>	<b>2.9</b>	<b>2.9</b>
<b>Long-Term Debt</b>	<b>\$4,891</b>	<b>\$4,891</b>
<b>Adjusted EBITDA Excluding Special Items (LTM)<sup>1</sup></b>	<b>\$1,683</b>	<b>\$1,692</b>
Depletion, depreciation & amortization	(472)	(486)
Non-operating pension & postretirement costs	(40)	(20)
Special items	(381)	(332)
Capitalized interest included in cost of products sold	(43)	(39)
<b>Operating Income (LTM) (GAAP)</b>	<b>\$747</b>	<b>\$815</b>
Interest income and other	58	56
<b>Net Contribution to Earnings</b>	<b>\$805</b>	<b>\$871</b>
Interest expense, net of capitalized interest	(371)	(372)
Income taxes	129	114
<b>Net Earnings (LTM) (GAAP)</b>	<b>\$563</b>	<b>\$613</b>
Dividends on preference shares	(23)	(34)
<b>Net Earnings to Common Shareholders (LTM) (GAAP)</b>	<b>\$540</b>	<b>\$579</b>

1. LTM = last twelve months.

2. Gross debt to adjusted EBITDA is a non-GAAP measure that management uses to evaluate the performance of the company. Gross debt to adjusted EBITDA, as we define it, is long-term debt divided by the last twelve months of adjusted EBITDA excluding special items. Adjusted EBITDA excluding special items is a non-GAAP measure that management uses to evaluate the performance of the company. Adjusted EBITDA, as we define it, is operating income adjusted for depreciation, depletion, amortization, pension and postretirement costs not allocated to business segments (primarily interest cost, expected return on plan assets, amortization of actuarial loss and amortization of prior service cost / credit), special items and interest included in cost of products sold. Gross debt to adjusted EBITDA should not be considered in isolation from and is not intended to represent an alternative to our GAAP results.

