

WEYERHAEUSER

Growing a Truly Great Company

INVESTOR MEETING

Dec. 17, 2013 | New York, NY



FORWARD-LOOKING STATEMENTS AND NON-GAAP FINANCIAL MEASURES

- This presentation contains statements that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, without limitation, with respect to future prospects, developments, business strategies, the transaction involving Weyerhaeuser Real Estate Company ("WRECO") and TRI Pointe Homes, Inc. ("TPH transaction"), the benefits and impacts of the acquisition of Longview Timber LLC and/or TPH transaction (including cost savings, operational and other synergies and impacts on revenues, earnings, cash flow, tax impacts, funds from operations and funds available for distribution), future dividend increases, business priorities, future performance, cost reductions and other strategic initiatives, growth, capital structure, credit ratings, capital expenditures, future cash and debt levels, and harvests and export markets. The words "anticipate," "believe," "could," "forecast," "estimate," "outlook," "goal," "will," "plan," "expect," "target" and "would" and similar terms and phrases, including references to assumptions, have been used in this presentation to identify forward-looking statements. These forward-looking statements are made based on management's expectations and beliefs concerning future events and are subject to uncertainties and factors relating to our operations and business environment, all of which are difficult to predict and many of which are beyond the company's control. Many factors could cause the actual results to differ materially from those projected including, without limitation, the effect of general economic conditions, including employment rates, housing starts, interest rate levels, availability of financing for home mortgages, strength of the U.S. dollar, market demand for our products, which is related to the strength of the various U.S. business segments and U.S. and international economic conditions, domestic and foreign competition, the successful execution of our internal performance plans, including restructurings and cost reduction initiatives, raw material prices, energy prices, the effect of weather, the risk of loss from fires, floods, windstorms, hurricanes, pest infestation and other natural disasters, transportation costs, 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 market price of our common stock on charges for share-based compensation, closing of the TPH transaction, changes in accounting principles and the other risk factors described under "Risk Factors" in our annual report on Form 10-K for the year ended December 31, 2012 and the matters described in our quarterly reports on Form 10-Q for the quarters ended June 30, 2013 and September 30, 2013, in each case filed with the SEC. These forward-looking statements are based on various assumptions and may not be accurate because of risks and uncertainties surrounding these assumptions. Factors listed above, 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 presentation. Nothing on our website is included or incorporated by reference herein.
- Included in this presentation are certain non-GAAP financial measures which management believes complement the financial information presented in accordance with generally accepted accounting principles in the United States of America. Management believes such measures are useful to investors. Our non-GAAP financial measures are not necessarily comparable to other similarly titled captions of other companies due to potential inconsistencies in the metrics of calculation. For a reconciliation of non-GAAP measures to GAAP measures see the appendices to this presentation.



ADDITIONAL INFORMATION

Additional Information and Where to Find It:

In connection with the proposed “Reverse Morris Trust” transaction between TRI Pointe Homes, Inc. and Weyerhaeuser Company, pursuant to which the homebuilding subsidiary of Weyerhaeuser, WRECO (with certain exclusions), will be combined with TRI Pointe, TRI Pointe will file a registration statement on Form S-4 with the Securities and Exchange Commission (“SEC”), which will include a prospectus. TRI Pointe will also file a proxy statement which will be sent to the TRI Pointe shareholders in connection with their vote required in connection with the transaction. In addition, WRECO expects to file a registration statement in connection with its separation from Weyerhaeuser. Investors and security holders are urged to read the proxy statement and registration statement/prospectus and any other relevant documents when they become available, because they will contain important information about TRI Pointe, the real estate business of Weyerhaeuser and the proposed transaction. The proxy statement and registration statement/prospectus and other documents relating to the proposed transaction (when they are available) can be obtained free of charge from the SEC’s website at www.sec.gov. These documents (when they are available) can also be obtained free of charge from Weyerhaeuser upon written request to Weyerhaeuser Company, 33663 Weyerhaeuser Way South, Federal Way, Washington 98003, Attention: Vice President, Investor Relations, or by calling (800) 561-4405.

Participants in the Solicitation:

This communication is not a solicitation of a proxy from any security holder of TRI Pointe or Weyerhaeuser. However, Weyerhaeuser, TRI Pointe and certain of their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from TRI Pointe’s shareholders in connection with the proposed transaction. Information about the Weyerhaeuser’s directors and executive officers may be found in its Annual Report on Form 10-K for the year ended December 31, 2012 filed with the SEC on February 19, 2013 and the definitive proxy statement relating to its 2013 Annual Meeting of Shareholders filed with the SEC on February 26, 2013. Information about the TRI Pointe’s directors and executive officers may be found in its Annual Report on Form 10-K for the year ended December 31, 2012 filed with the SEC on March 28, 2013. These documents can be obtained free of charge from the sources indicated above. Additional information regarding the direct and indirect interests of these participants, whether by security holdings or otherwise, will be included in the registration statement/prospectus, proxy statement and other relevant materials to be filed with the SEC when they become available.

Non-Solicitation:

This communication shall not constitute an offer to sell or the solicitation of an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offer of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended.



OUR VISION

Working together to grow a truly great company
for our shareholders, customers and employees

HOW WE WIN



› CHASE PERFECTION... CATCH EXCELLENCE

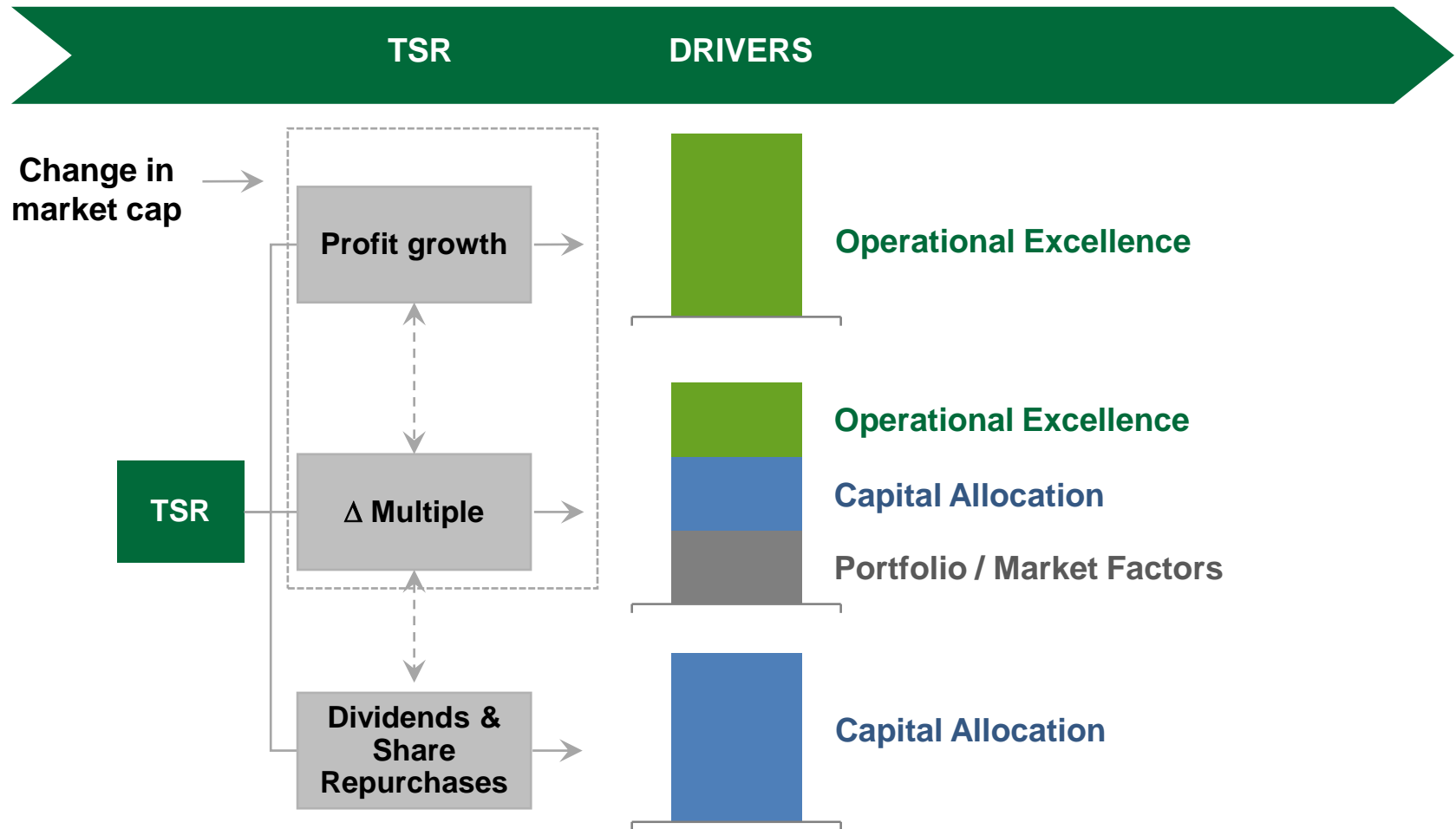


PATH FORWARD

- **TEAM**
- **GOAL**
 - **Grow Shareholder Value**
- **LEVERS**
 - **Portfolio**
 - **Performance: Operational Excellence**
 - **Capital Allocation**
- **KEY MEASURES**
 - **Relative EBITDA margin**
 - **Total Shareholder Return (TSR)**
 - **Relative to peers & S&P**



WY GOAL: Total Shareholder Return

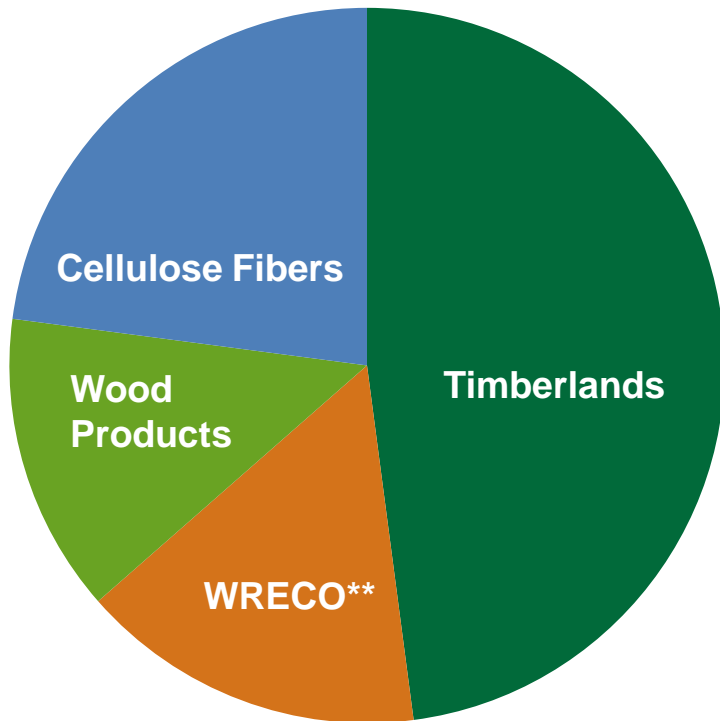


PORTFOLIO



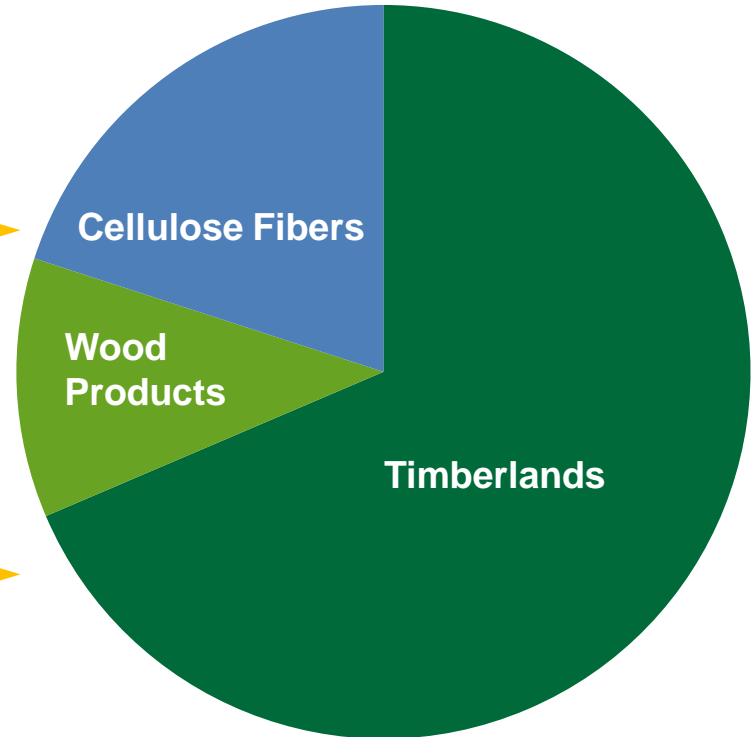
PORTFOLIO

BEFORE



Total Assets \$10.4 B
YE 2012*

AFTER



Total Assets \$11.1 B
Pro-forma 2013 Q3*

PORTFOLIO CHANGES:

- Longview Timber
- WRECO

*Excludes Unallocated Items. 2013 Q3 pro-forma excludes assets related to announced combination of WRECO and TRI Pointe Homes. See appendix for reconciliation to GAAP amounts.

** Weyerhaeuser Real Estate Company



WEYERHAEUSER



TIMBERLANDS

- 7 MM acres
- \$579 MM EBITDA*

WOOD PRODUCTS

- EBITDA*
 - Lumber: \$285 MM
 - OSB**: \$284 MM
 - ELP**: \$31 MM
 - Distribution: \$(39) MM

CELLULOSE FIBERS

- 6 mills
- 2 converting facilities
- \$351 MM EBITDA*

*EBITDA Excluding Special Items, LTM as of Q3 2013. Unallocated items not included. See appendix for reconciliation to GAAP amounts.

**ELP = Engineered Lumber Products, OSB = Oriented Strand Board



PORTFOLIO

BUSINESS	NEAR TERM PRIORITY	MIDTERM PRIORITY
WRECO	<ul style="list-style-type: none"> Exit 	
TIMBERLANDS	<ul style="list-style-type: none"> Operational Excellence: drive cash & earnings Longview acquisition 	<ul style="list-style-type: none"> Disciplined growth
WOOD PRODUCTS <ul style="list-style-type: none"> Lumber OSB ELP Distribution 	<ul style="list-style-type: none"> Operational Excellence: drive cash & earnings Fix 	<ul style="list-style-type: none"> Opportunistic growth Operational Excellence: drive cash & earnings
CELLULOSE FIBERS	<ul style="list-style-type: none"> Operational Excellence: drive cash & earnings 	<ul style="list-style-type: none"> Grow higher value products

Near Term FOCUS: Drive Operational Excellence



PERFORMANCE

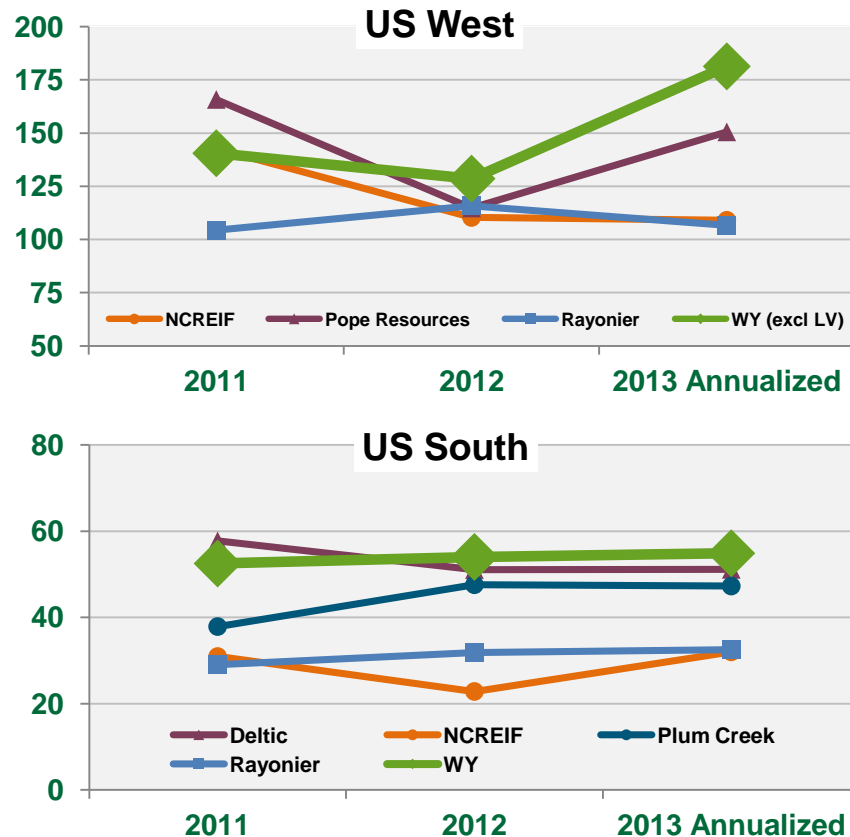


PERFORMANCE: Timberlands

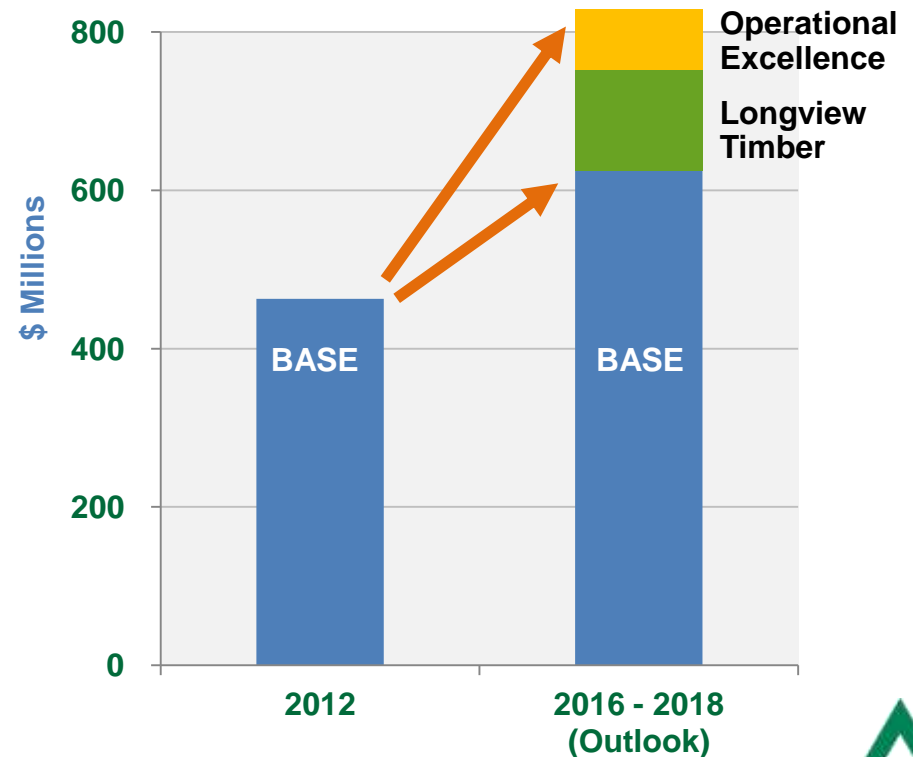
STRATEGIC INITIATIVES

- Maximize cash flow through Operational Excellence
- Capture full value of the Longview Timber acquisition

EBITDA* / ACRE OWNED



TIMBERLANDS EBITDA*



See appendix for detail on calculations.

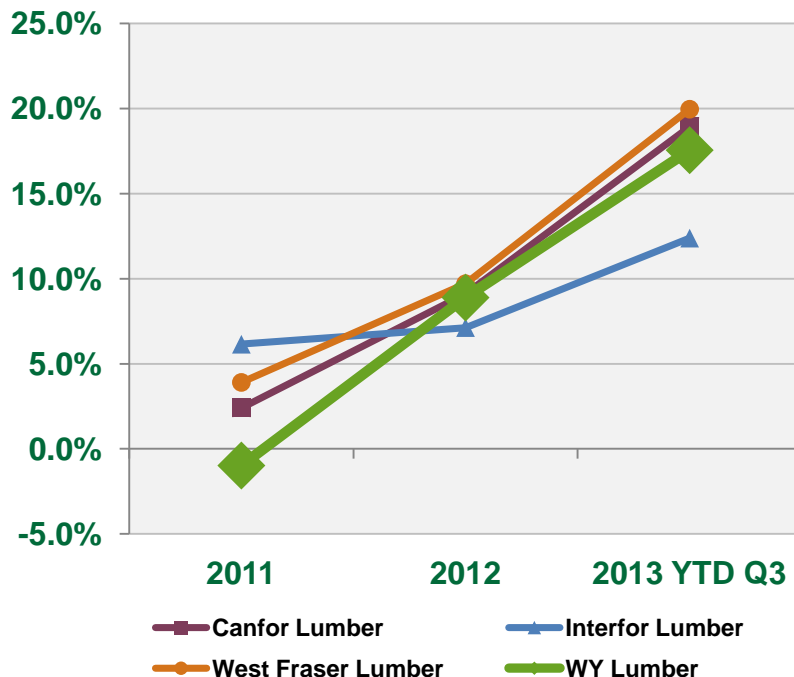
*See appendix for reconciliation to GAAP amounts.

PERFORMANCE: Wood Products - Lumber

STRATEGIC INITIATIVES

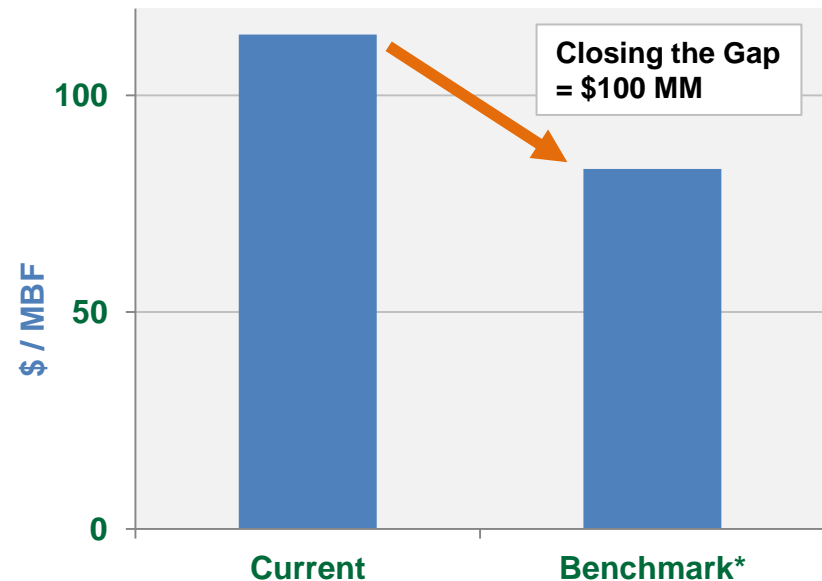
- Reduce cost – achieve industry-leading cost structure
- Maintain value added product mix

EBITDA MARGIN*



OPERATIONAL EXCELLENCE**

Controllable Manufacturing Cost



**Note: Benchmark is mill Best in Class;
Mfg cost = Cost Net of Logs, excluding depreciation and inflation.
Current is based on Q3 2013 YTD data.

Source for competitor data: public SEC filings
*See appendix for reconciliation to GAAP amounts.

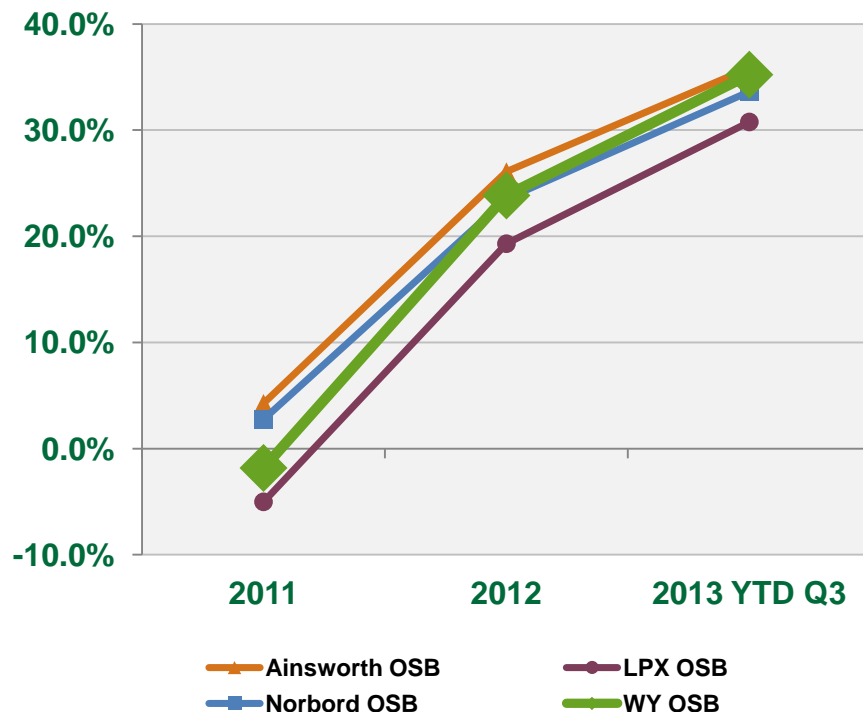


PERFORMANCE: Wood Products – OSB

STRATEGIC INITIATIVES

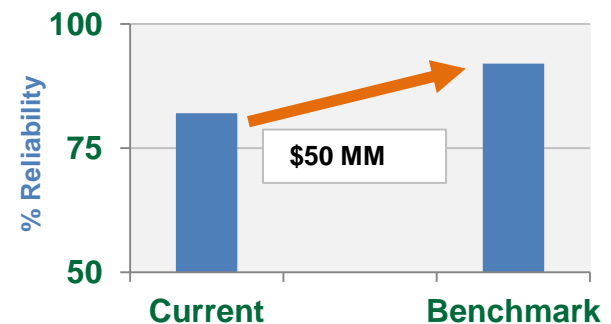
- Drive down controllable costs by improving reliability
- Grow higher margin products

EBITDA MARGIN*

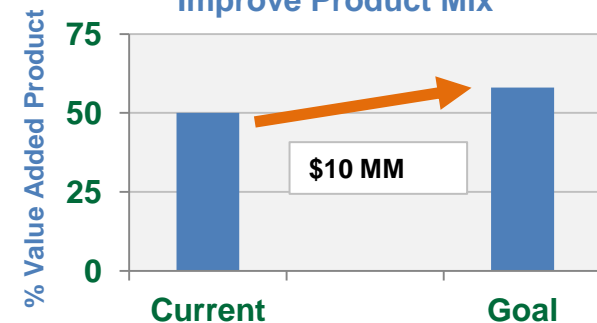


OPERATIONAL EXCELLENCE**

Improve Reliability



Improve Product Mix



Source for competitor data: public SEC filings.
*See appendix for reconciliation to GAAP amounts.

**Note: Reliability benchmark is mill Best in Class.
Current is based on Q3 2013 YTD data.



PERFORMANCE:

Wood Products – ELP & Distribution

TURNAROUND INITIATIVES

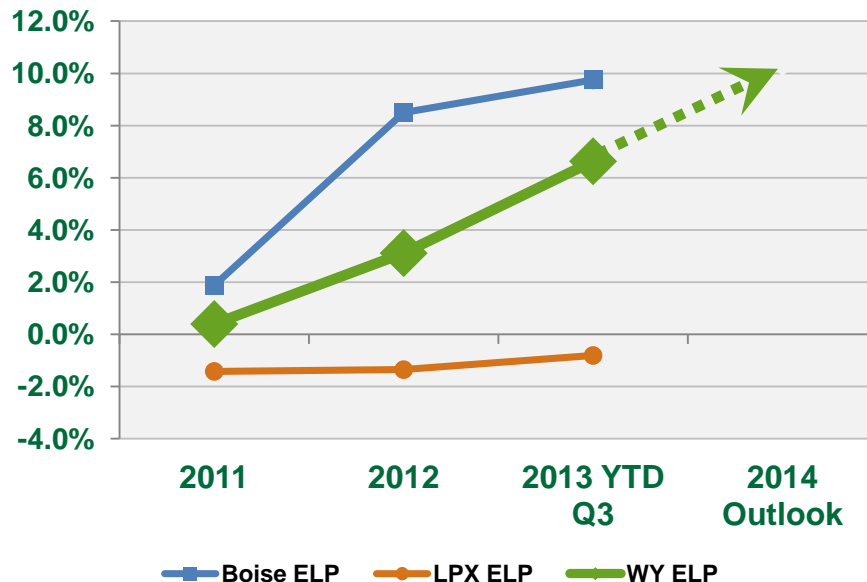
ELP

- Close the gap on manufacturing cost
- Simplify & focus supply chain
- Leverage our brand

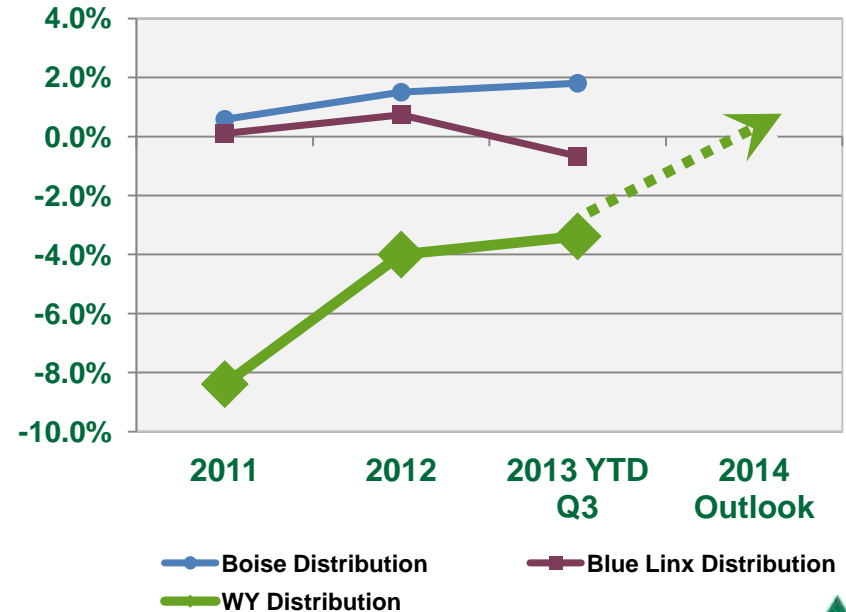
DISTRIBUTION

- Reduce cost: Warehouse, delivery, sales
- Disciplined, profitable growth at market rate

EBITDA MARGIN*



EBITDA MARGIN*



Source for competitor data: public SEC filings
*See appendix for reconciliation to GAAP amounts.

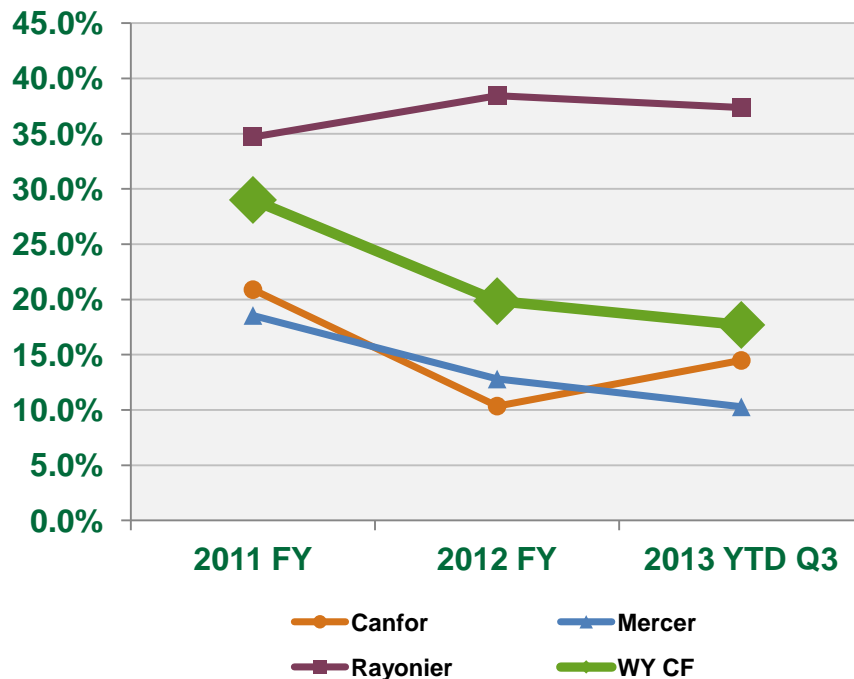


PERFORMANCE: Cellulose Fibers

STRATEGIC INITIATIVES

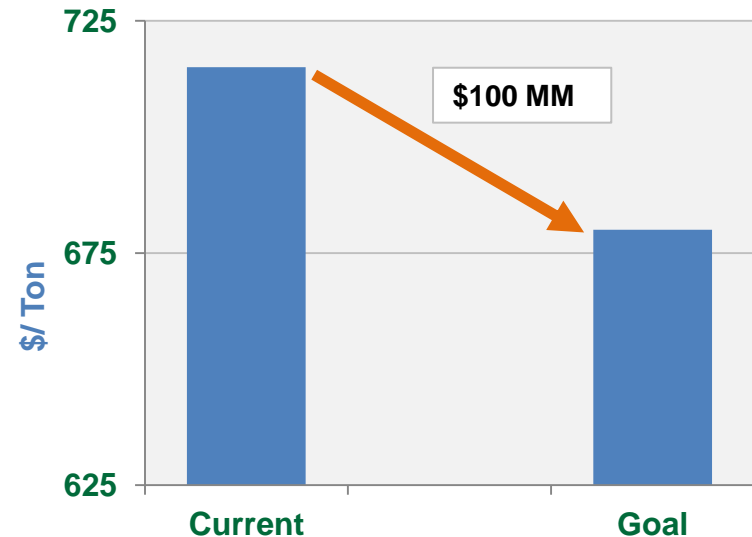
- Reduce cost
- Grow with global customers
- Innovate high-margin products

EBITDA MARGIN*



OPERATIONAL EXCELLENCE**

Reduce Controllable Cost



**Cost of Goods Sold, excluding inflation. Current is based on Q3 2013 YTD data.

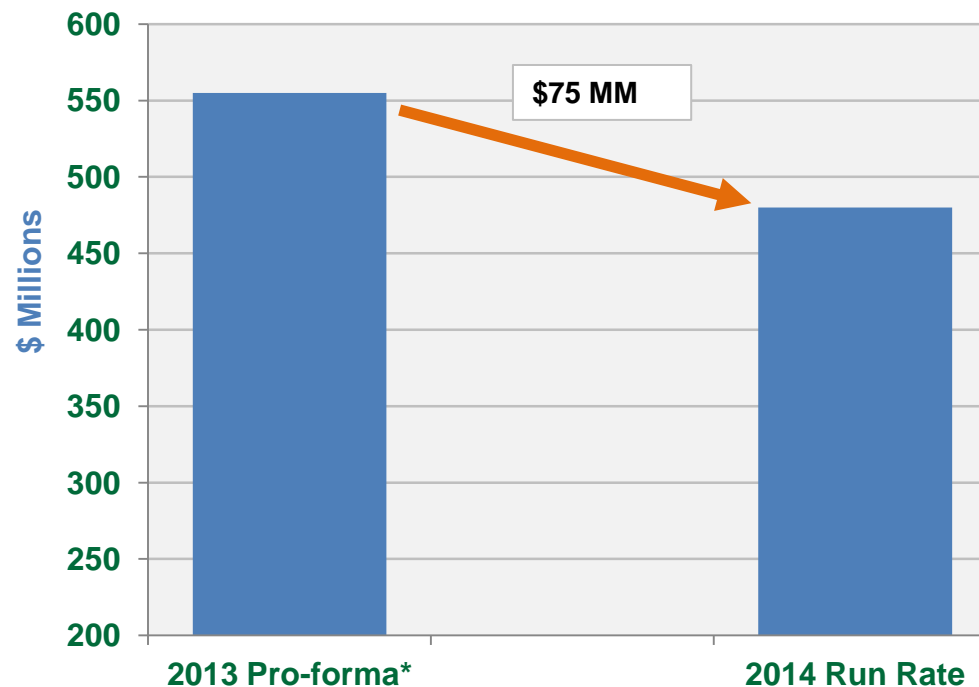


PERFORMANCE: SG&A

STRATEGIC INITIATIVE: Reduce Overhead Cost by \$75 MM

- Lowering cost essential to our success

REDUCTION GOAL



Note: SG&A includes R&D

*Pro-forma is total company 3Q YTD 2013 annualized, less WRECO direct SG&A of \$141 MM



CAPITAL ALLOCATION



CAPITAL ALLOCATION

PRIORITIES

- **Return cash to shareholders**
- **Invest in our businesses**
- **Maintain appropriate capital structure**



RETURNING CASH TO SHAREHOLDERS

DIVIDEND PAYOUT POLICY

- **Target payout of 75% of Funds Available for Distribution (FAD) over cycle⁽¹⁾**

INCREASING DIVIDEND	
2011 – Feb	\$0.15
2012 – Oct	\$0.17
2013 – April	\$0.20
2013 – Aug	\$0.22

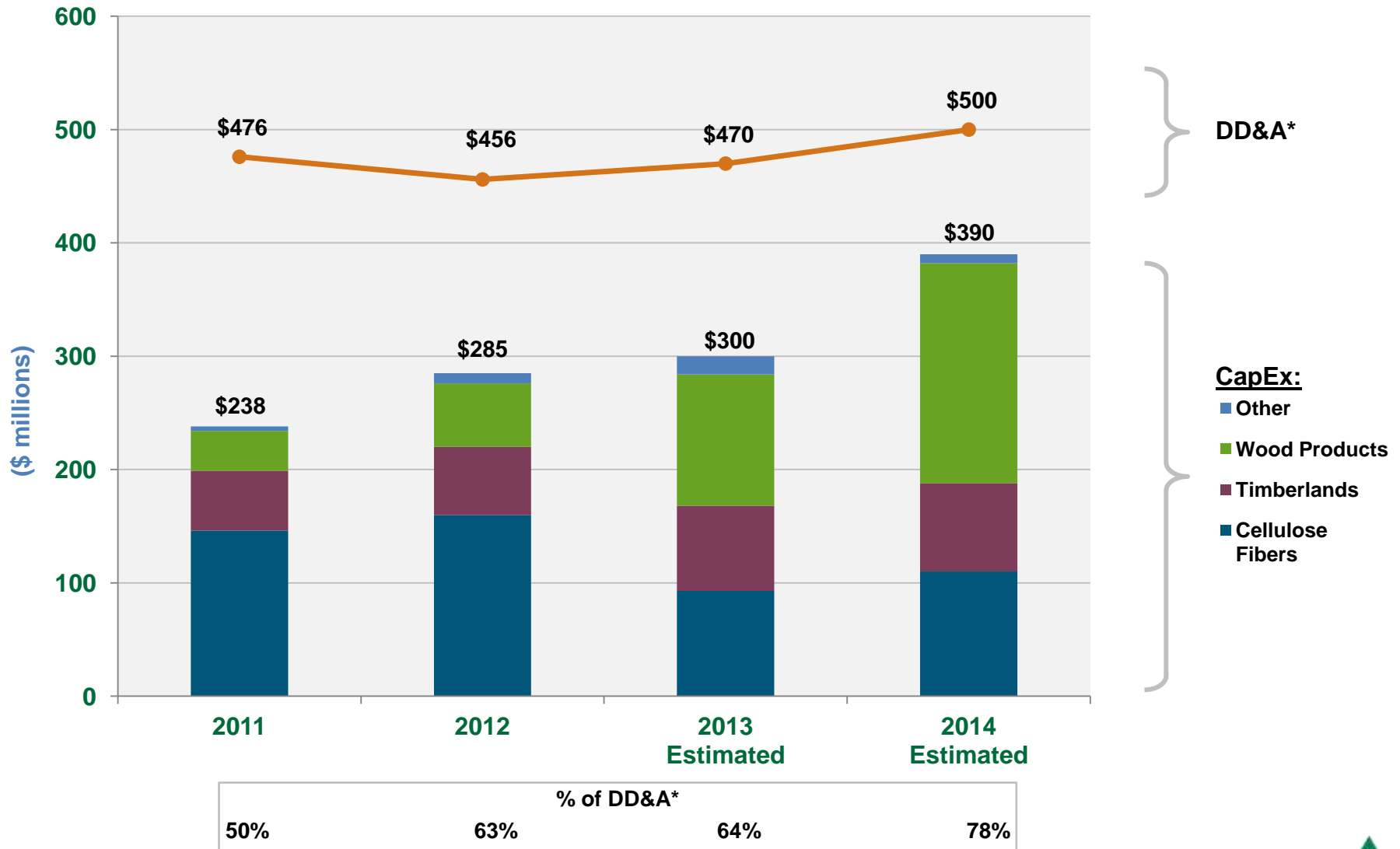
Increased dividend three times in the last 12 months for total increase of 47%

PAYOUT RATIO	
2011	Dividend exceeded FAD
2012	86%
2013 est.	80-85%

Sustainable and Growing Dividend



DISCIPLINED CAPITAL INVESTMENT



*Depreciation, Depletion & Amortization



CAPITAL STRUCTURE AND LIQUIDITY

- Cash balance as of September 30, 2013: \$900 million⁽¹⁾
- \$1 Billion revolving credit facility: Expires in June 2018
- Long term debt:

\$ Millions	2013 Q4
Beginning Balance Sept 2013	\$5,568
New Debt	550
Maturities and Prepayments	(1,227)
Ending Balance YE 2013 (Est.)	\$4,891

- No maturities through 2016
- 2017: \$281 MM due

- Improving financial metrics support investment grade rating:

	Current (Est.)	Target Over Cycle
EBITDA (LTM) ⁽²⁾ / Interest (LTM)	4.7	>5.0
YE 2013 Debt / EBITDA (LTM) ⁽²⁾	3.0	<3.5
YE 2013 Debt/ Total Capital ⁽³⁾	44%	40%

(1) Excludes \$494 million in cash designated for the purchase of Longview Timber LLC and repayment of acquired debt

(2) EBITDA reconciliation in appendix. LTM as of 9/30/13

(3) Total Capital: estimated 2013 YE debt + total equity at 2013 Q3



WRECO/TRI POINTE COMBINATION

- **WRECO to combine with TRI Pointe (TPH) in a tax-free transaction:**
 - **129.7 million shares TPH stock**
 - Using Dec 13, 2013 TPH stock price of \$18.42 per share, the estimated value is ~\$2.4 billion
 - **Approximately \$700 million in cash**
- **Total estimated transaction value of ~\$3.1 billion**
- **Expected to close in the second quarter of 2014**



WRECO/TRI POINTE COMBINATION:

Use of Proceeds

- **Stock: distributed to shareholders in either a spin-off or split-off**
 - **Spin: Similar to a dividend**
 - **Split: Similar to a share repurchase/exchange offer**
 - **Spin / Split decision to be determined by WY Board shortly before closing**
- **Cash**
 - **Adjust capital structure as appropriate**



MARKET OUTLOOK



MARKET OUTLOOK:

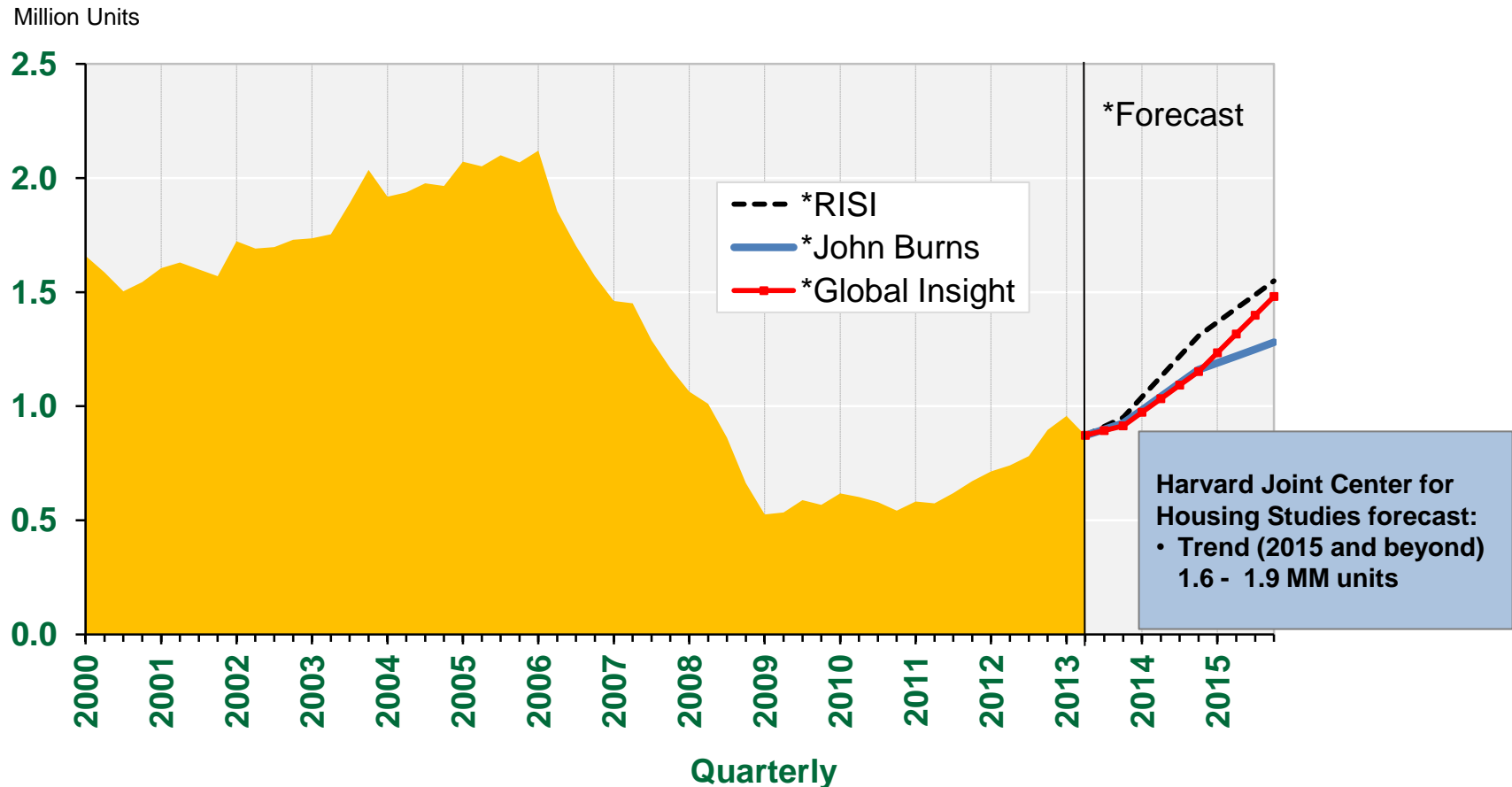
Positive Trends for Our Products

- **Higher demand and prices for US timber and wood products:**
 - Rebound in US housing
 - Growing off-shore demand
 - Canadian timber supply shortage
- **Growing markets for fluff products driven by emerging country demand and global growth**



HOUSING RECOVERS TO TREND ~1.5 MM STARTS

TOTAL U.S. HOUSING STARTS (Seasonally Adjusted Annual Rate)



Source: Census

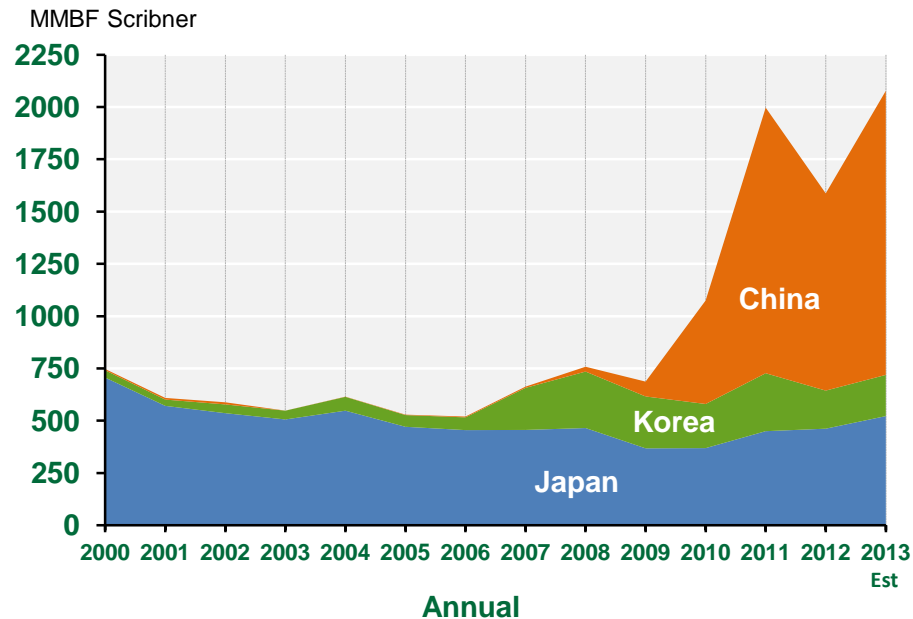


GROWING EXPORT VOLUMES: Logs & Lumber

DEMAND DRIVERS

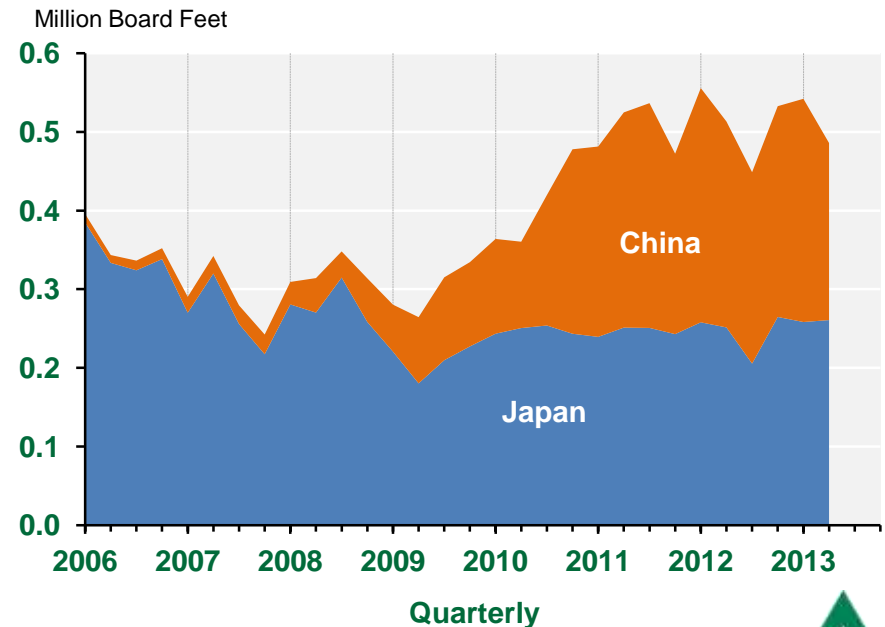
- Japan & Korea: Long term demand for wood-based housing
- China: rising wealth and urbanization drives demand for industrial and interior wood uses

WEST COAST SOFTWOOD LOG EXPORTS TO ASIA



Source: Random Lengths Yardstick, US Dept of Commerce

CANADIAN LUMBER CHINA AND JAPAN (SAAR)



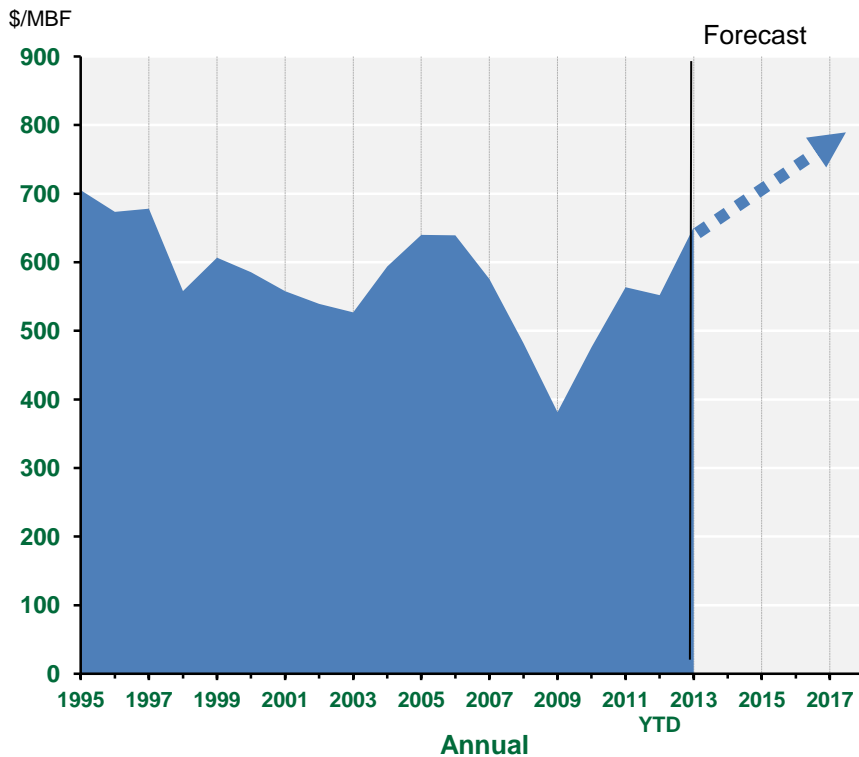
Source: JAWIC, Random Lengths



LOG PRICES: Positive Outlook

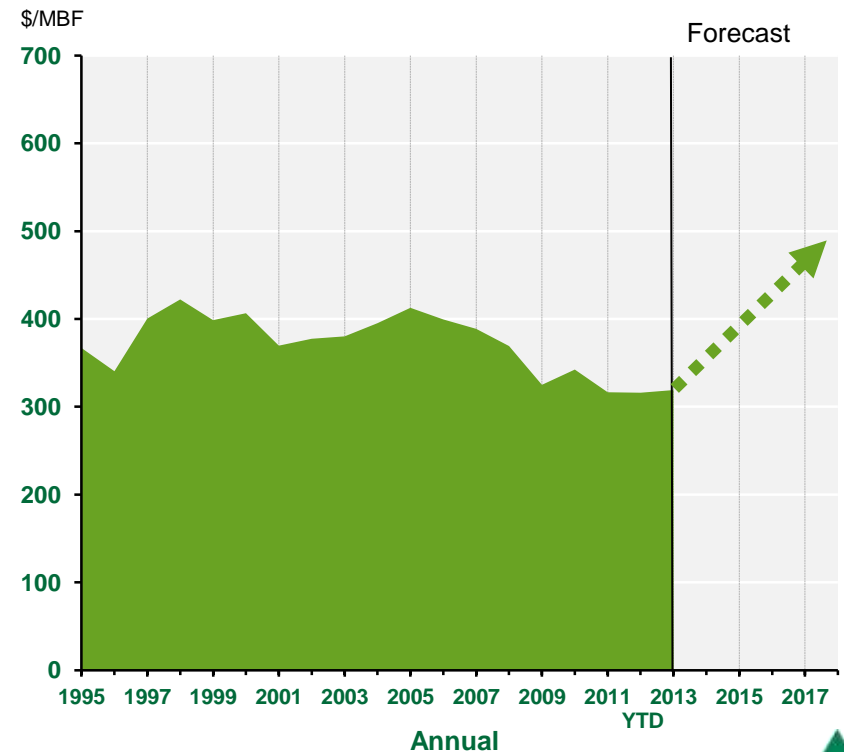
- West has strengthened, with more upside expected
- South recovery still ahead

**DELIVERED LOG PRICE
DOUGLAS FIR #2**



Source: Log Lines, FEA, RISI

**DELIVERED LOG PRICE
SOUTHERN AVERAGE PINE SAWLOG**



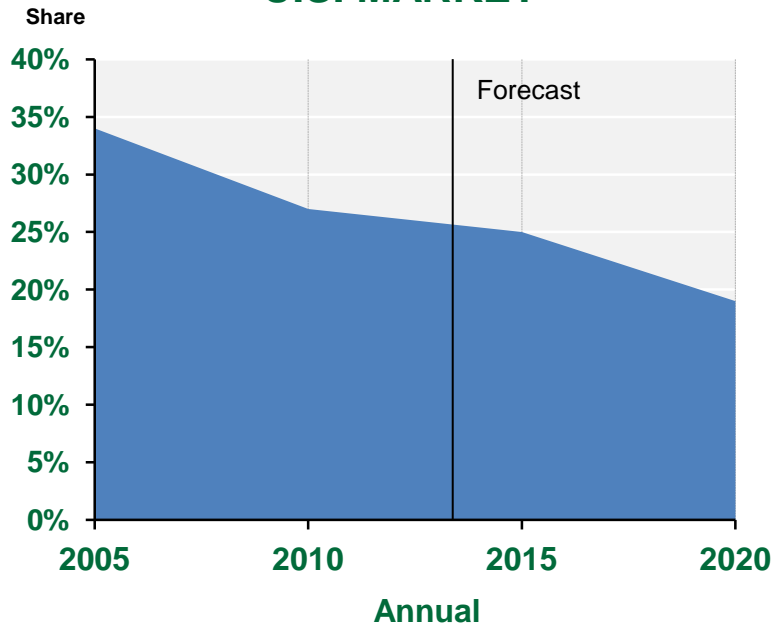
Source: Log Lines, FEA, RISI



SUPPLY FROM CANADA CONSTRAINED: Benefits Southern Lumber & Logs

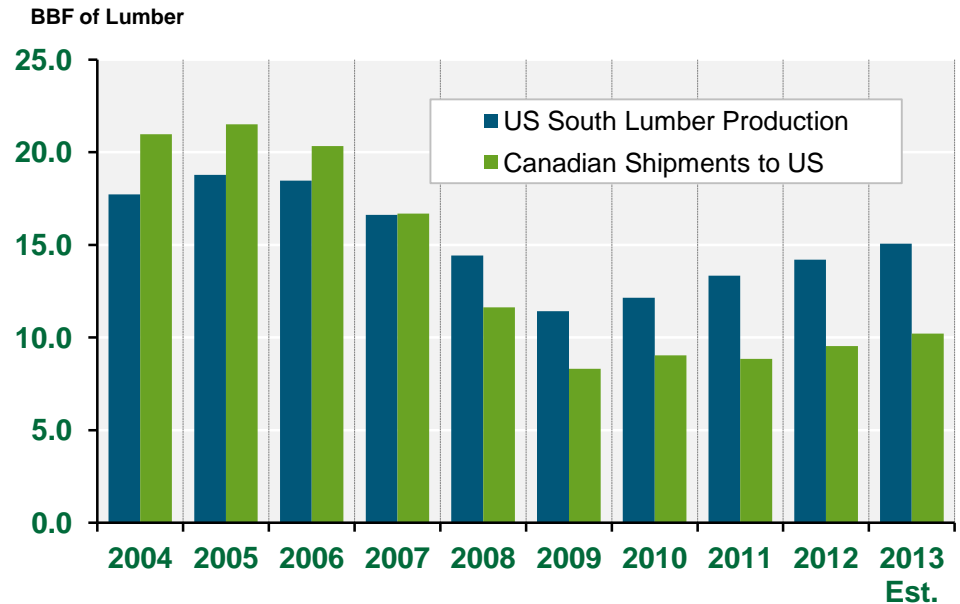
- Canadian production expected to drop to 25% of U.S. market by 2015, 5-7BBF below peak
- Southern pine lumber expanding; limited growth in Canadian imports

CANADIAN LUMBER SHARE OF U.S. MARKET



Source: WWPA, COFI

U.S. LUMBER SUPPLY SOURCES



Source: Census, WWPA, COFI

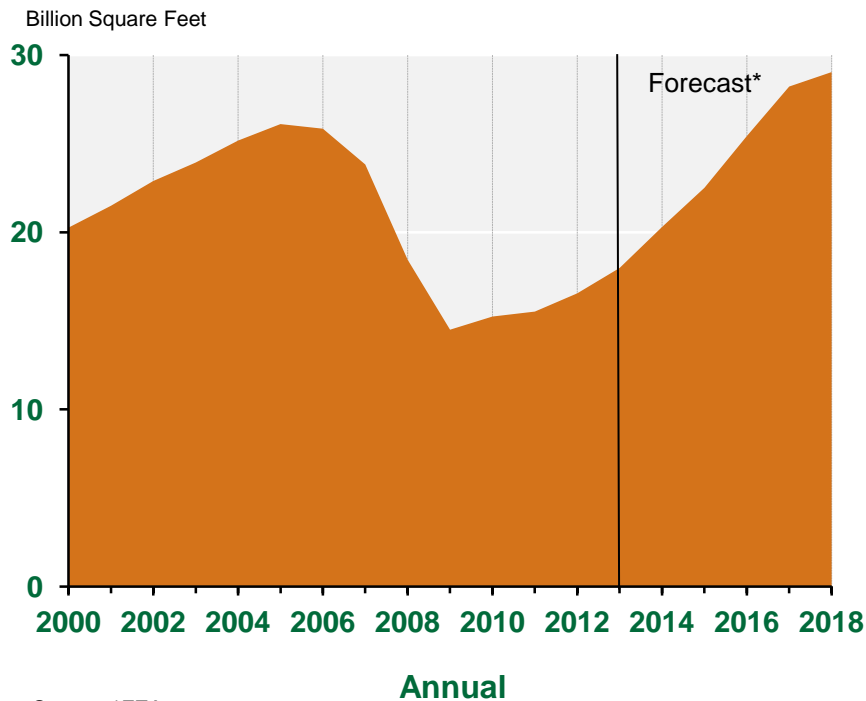


WOOD PRODUCTS: Strong Growth for OSB & Engineered Wood

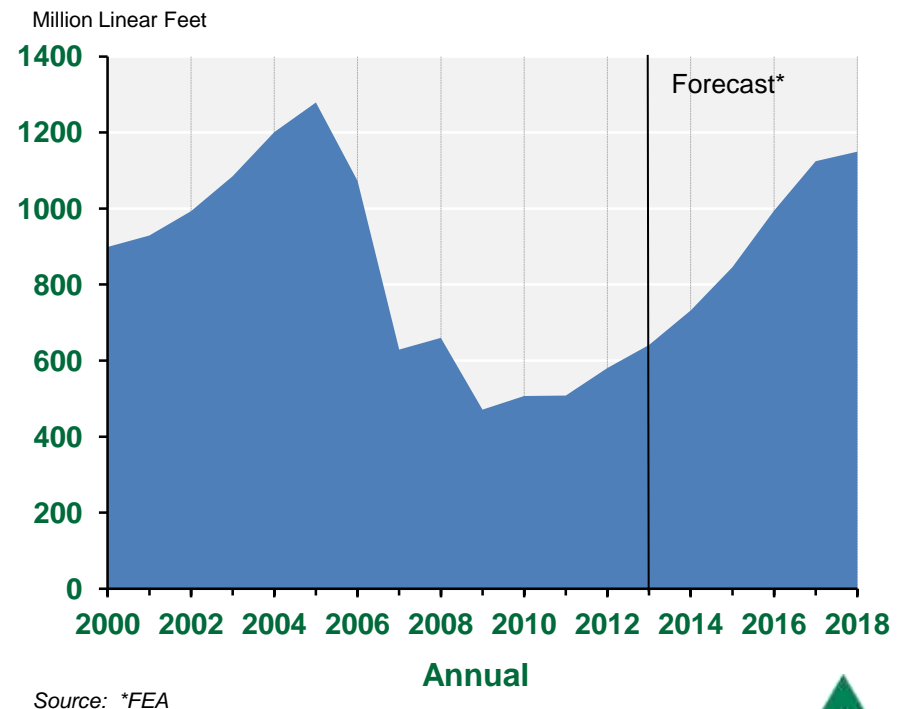
DEMAND DRIVERS

- New residential construction
- Repair & remodel, industrial & export

NORTH AMERICAN OSB



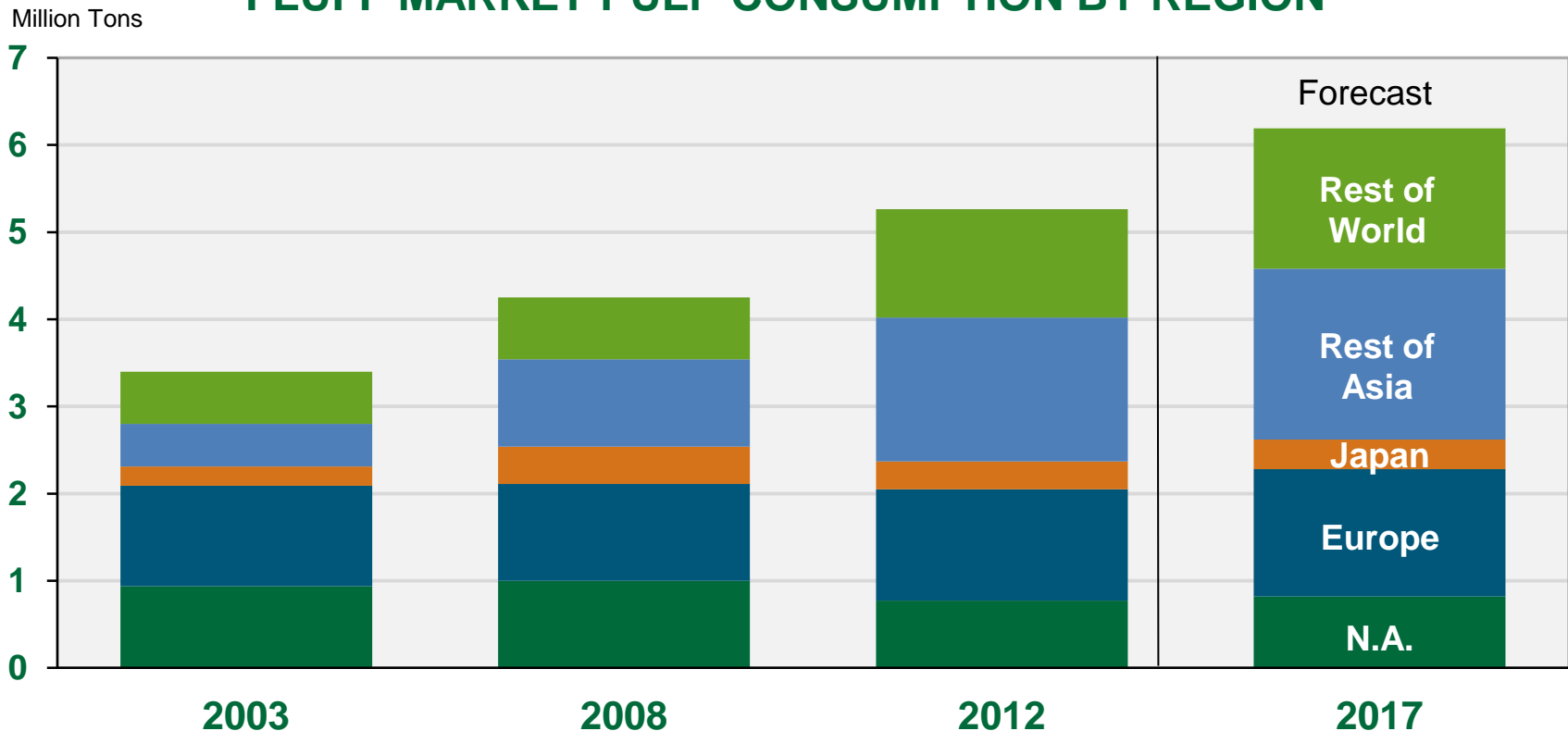
NORTH AMERICAN I-JOIST DEMAND



FLUFF DEMAND GROWTH: Emerging Economies

- Expect growing fluff pulp demand of 3.5% / year
- Supply position: Southern Pine ideal for fluff; globally competitive cost

FLUFF MARKET PULP CONSUMPTION BY REGION



MARKET OUTLOOK RECAP

- **Higher demand and prices for US timber and wood products:**
 - Rebound in US housing
 - Growing off-shore demand
 - Canadian timber supply shortage
- **Growing markets for fluff products driven by emerging country demand and global growth**

Overall Positive Trends for Weyerhaeuser Products





WEYERHAEUSER

Growing a Truly Great Company



APPENDIX



2011 EBITDA RECONCILIATION BY SEGMENT

\$ Millions	2011										
	Timberlands	Lumber	OSB	EWP	Distribution	WP Other	Wood Products	Cellulose Fibers	Real Estate	Unallocated Items	Total
Adjusted EBITDA Excluding Special Items¹	\$472	(\$7)	(\$4)	\$6	(\$37)	(\$1)	(\$43)	\$597	\$89	(\$90)	\$1,025
Depletion, Depreciation & Amortization	(137)	(47)	(34)	(61)	(6)	(3)	(151)	(147)	(13)	(28)	(476)
Non-Operating Pension & Postretirement Costs	--	--	--	--	--	--	--	--	--	(26)	(26)
Special Items	152	(5)	(4)	(26)	(1)	(16)	(52)	--	--	--	100
Capitalized Interest Included in Cost of Products Sold	--	--	--	--	--	--	--	--	(23)	(6)	(29)
Operating Income (GAAP)	\$487	(\$59)	(\$42)	(\$81)	(\$44)	(\$20)	(\$246)	\$450	\$53	(\$150)	\$594
Interest Income and Other	4	0	0	1	0	2	3	2	5	33	47
Net Contribution to Earnings from Discontinued Operations	--	--	--	--	--	(25)	(25)	--	--	45	20
Net Contribution to Earnings	\$491	(\$59)	(\$42)	(\$80)	(\$44)	(\$43)	(\$268)	\$452	\$58	(\$72)	\$661
Interest Expense, Net											(384)
Income Taxes											54
Net Earnings to Common Shareholders (GAAP)											\$331

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.



2012 EBITDA RECONCILIATION BY SEGMENT

\$ Millions	2012										
	Timberlands	Lumber	OSB	EWP	Distribution	WP Other	Wood Products	Cellulose Fibers	Real Estate	Unallocated Items	Total
Adjusted EBITDA Excluding Special Items¹	\$460	\$130	\$143	\$17	(\$29)	(\$15)	\$246	\$368	\$142	(\$54)	\$1,162
Depletion, Depreciation & Amortization	(142)	(45)	(31)	(51)	(5)	(1)	(133)	(150)	(12)	(19)	(456)
Non-Operating Pension & Postretirement Costs	--	--	--	--	--	--	--	--	--	(29)	(29)
Special Items	--	--	--	--	--	6	6	--	--	89	95
Capitalized Interest Included in Cost of Products Sold	--	--	--	--	--	--	--	--	(30)	(7)	(37)
Operating Income (GAAP)	\$318	\$85	\$112	(\$34)	(\$34)	(\$10)	\$119	\$218	\$100	(\$20)	\$735
Interest Income and Other	3	--	--	--	--	1	1	5	5	38	52
Loss Attributable to Non-Controlling Interest	1	--	--	--	--	--	--	--	--	--	1
Net Contribution to Earnings	\$322	\$85	\$112	(\$34)	(\$34)	(\$9)	\$120	\$223	\$105	\$18	\$788
Interest Expense, Net											(348)
Income Taxes											(55)
Net Earnings to Common Shareholders (GAAP)											\$385

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.



2013 YTD EBITDA RECONCILIATION BY SEGMENT

\$ Millions	2013 Q3 YTD										
	Timberlands	Lumber	OSB	EWP	Distribution	WP Other	Wood Products	Cellulose Fibers	Real Estate	Unallocated Items	Total
Adjusted EBITDA Excluding Special Items¹	\$448	\$258	\$223	\$34	(\$27)	(\$2)	\$486	\$252	\$82	(\$18)	\$1,250
Depletion, Depreciation & Amortization	(115)	(30)	(23)	(35)	(4)	(1)	(93)	(116)	(10)	(9)	(343)
Non-Operating Pension & Postretirement Costs	--	--	--	--	--	--	--	--	--	(31)	(31)
Special Items	--	--	--	--	--	--	--	--	--	--	--
Capitalized Interest Included in Cost of Products Sold	--	--	--	--	--	--	--	--	(28)	(4)	(32)
Operating Income (GAAP)	\$333	\$228	\$200	(\$1)	(\$31)	(\$3)	\$393	\$136	\$44	(\$62)	\$844
Interest Income and Other	3	--	--	--	--	--	--	(1)	3	37	42
Net Contribution to Earnings	\$336	\$228	\$200	(\$1)	(\$31)	(\$3)	\$393	\$135	\$47	(\$25)	\$886
Interest Expense, Net											(258)
Income Taxes											(119)
Net Earnings (GAAP)											\$509
Dividends on preference shares											(12)
Net Earnings to Common Shareholders (GAAP)											\$497

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.



2013 Q3 LTM EBITDA RECONCILIATION BY SEGMENT

\$ Millions	2013 Q3 LTM										
	Timberlands	Lumber	OSB	EWP	Distribution	WP Other	Wood Products	Cellulose Fibers	Real Estate	Unallocated Items	Total
Adjusted EBITDA Excluding Special Items¹	\$579	\$285	\$284	\$31	(\$39)	(\$4)	\$557	\$351	\$173	(\$19)	\$1,641
Depletion, Depreciation & Amortization	(153)	(41)	(31)	(48)	(5)	(1)	(126)	(156)	(14)	(12)	(461)
Non-Operating Pension & Postretirement Costs	--	--	--	--	--	--	--	--	--	(39)	(39)
Special Items	--	--	--	--	--	--	--	--	--	--	--
Capitalized Interest Included in Cost of Products Sold	--	--	--	--	--	--	--	--	(36)	(5)	(41)
Operating Income (GAAP)	\$426	\$244	\$253	(\$17)	(\$44)	(\$5)	\$431	\$195	\$123	(\$75)	\$1,100
Interest Income and Other	4	--	--	--	--	--	--	1	5	46	56
Loss Attributable to Non-Controlling Interest	1	--	--	--	--	--	--	--	--	--	1
Net Contribution to Earnings	\$431	\$244	\$253	(\$17)	(\$44)	(\$5)	\$431	\$196	\$128	(\$29)	\$1,157
Interest Expense, Net											(346)
Income Taxes											(159)
Net Earnings (GAAP)											\$652
Dividends on preference shares											(12)
Net Earnings to Common Shareholders (GAAP)											\$640

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	2011	2012	2013 Q3 YTD
West (excluding Longview Timber)	\$273	\$250	\$265
South	214	218	166
Other	(15)	(8)	17
Adjusted EBITDA Excluding Special Items¹	\$472	\$460	\$448
Depletion, Depreciation & Amortization	(137)	(142)	(115)
Special Items	152	--	--
Operating Income (GAAP)	\$487	\$318	\$333
Interest Income and Other	4	3	3
Loss Attributable to Non-Controlling Interest	--	1	--
Net Contribution to Earnings	\$491	\$322	\$336

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.



RECONCILIATION TO GAAP: 2013 Pro Forma Total Assets

Pro Forma Total Assets ¹	
\$ millions	2013 Q3
Pro Forma total assets	\$11,143
Real Estate assets	2,193
Unallocated assets	2,273
Total Assets (GAAP)	\$15,609

1. Pro forma total assets is a non-GAAP measure that management uses to evaluate the performance of the company. Pro forma total assets, as we define it, is total assets adjusted for Real Estate assets and Unallocated assets. Pro forma total assets should not be considered in isolation from and is not intended to represent an alternative to our GAAP results.



TIMBERLANDS BENCHMARKING: EBITDA/Acre

Based on publicly reported financials, plus National Council of Real Estate Investment Fiduciaries (NCREIF) data

- **WEST:**
 - WY does not include Longview Timber
 - Pope Resources = Fee Timber Income from operations external + Fee Timber Depletion
 - NCREIF = Northwest NOI
 - Rayonier = Forest Resources EBITDA: Northern U.S. proportion estimated based on sales by geography
- **SOUTH:**
 - NCREIF = South NOI
 - Plum Creek = S Resources Operating Income + S Resources DDA
 - Deltic Timber = Woodlands Op Income + D, A and Cost of Fee Timber Harvested
 - Rayonier = Forest Resources EBITDA: Atlantic + Gulf States estimated based on sales by geography
- **“2013 Annualized” based on 3Q YTD actuals, as reported**

