

WEYERHAEUSER COMPANY



Vertical Research Partners Paper & Packaging Conference

New York, NY | March 8, 2012

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 the 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 the presentation.

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 a variation of those terms.

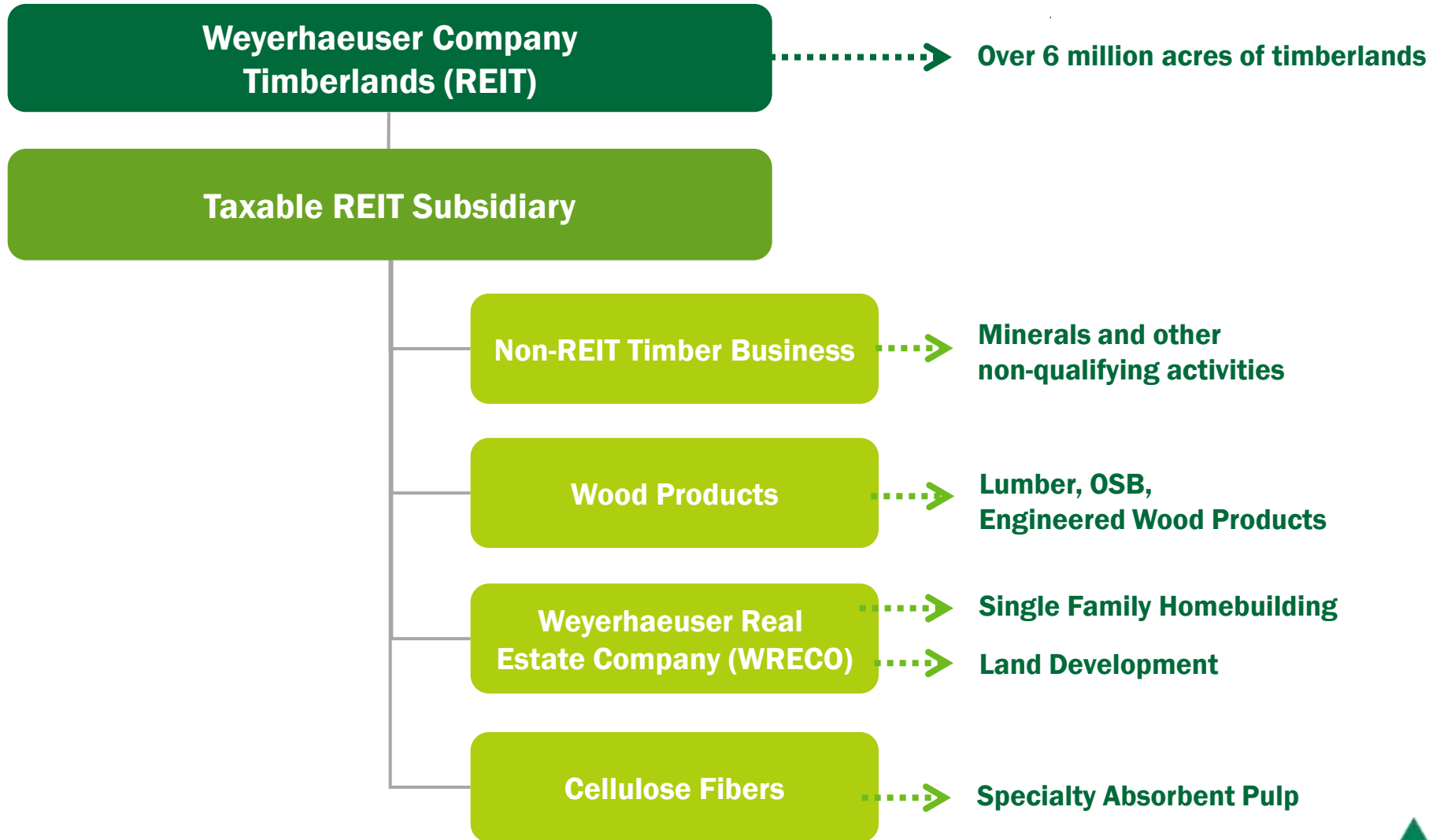
This presentation contains forward-looking statements regarding the Company's expectations regarding first quarter 2012 fee harvest volumes, average selling prices,, fuel costs, silviculture expenses, and earnings in the Timberlands segment excluding earnings from disposition of non-strategic timberlands; sales and selling prices for wood products, log costs, operating rates, and results from continuing operations in the Wood Products segment excluding special items; average selling prices for pulp and shipment volumes, maintenance costs and production rates, energy and chemical costs, and earnings in the Cellulose Fibers segment; and home closing volume, average selling prices and margins, and results from single-family homebuilding operations in the Real Estate segment. 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:

- general economic conditions, including employment rates, housing starts, interest rate levels, availability of financing for home mortgages, and the strength of the U.S. dollar;
- market demand for the Company's products, which is related to the strength of the various business segments and economic conditions;
- performance of the Company's manufacturing operations, including maintenance requirements;
- successful execution of internal performance plans including restructurings and cost reduction initiatives;
- level of competition from domestic and foreign producers;
- raw material and energy prices and transportation costs;
- the effect of forestry, land use, environmental and other governmental regulations;
- federal tax policies;
- legal proceedings;
- the effect of timing of retirements and changes in the market price of our common stock on charges for share-based compensation;
- the effect of weather and the risk of loss from fires, floods, windstorms, hurricanes, pest infestation and other natural disasters;
- changes in accounting principles;
- performance of pension fund investments and derivatives; and
- the other factors described under "Risk Factors" in the Company's annual report on Form 10-K.

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

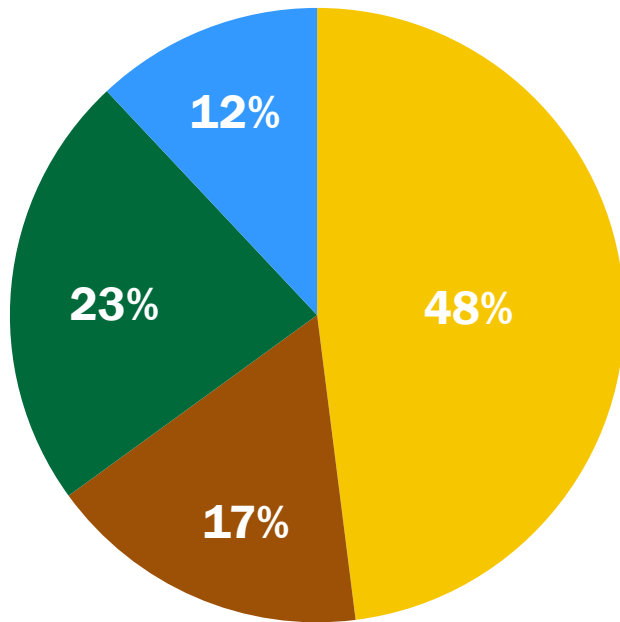


WEYERHAEUSER OVERVIEW



WOOD PRODUCTS

2011 Wood Products Sales \$2.3 billion*



- Lumber
- Engineered Wood Products
- OSB / Plywood Panels
- Other

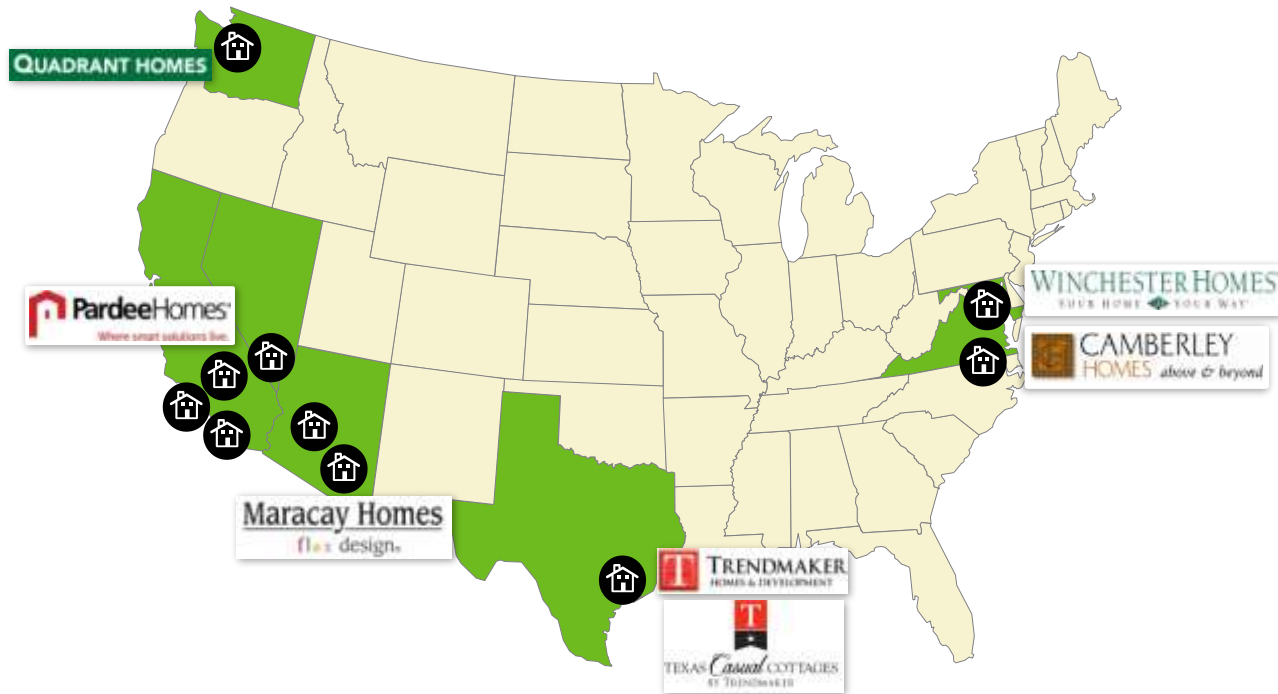
- **Broadening customer base**
- **Introducing new products**
- **Further reducing cost**
- **Positioning production capacity for the recovery**

* Excludes Discontinued Operations



WEYERHAEUSER REAL ESTATE COMPANY (WRECO)

- Operating in select markets with positive long-term trends
- Leveraging regional value propositions to meet local customer preferences
- Industry leading customer satisfaction ratings

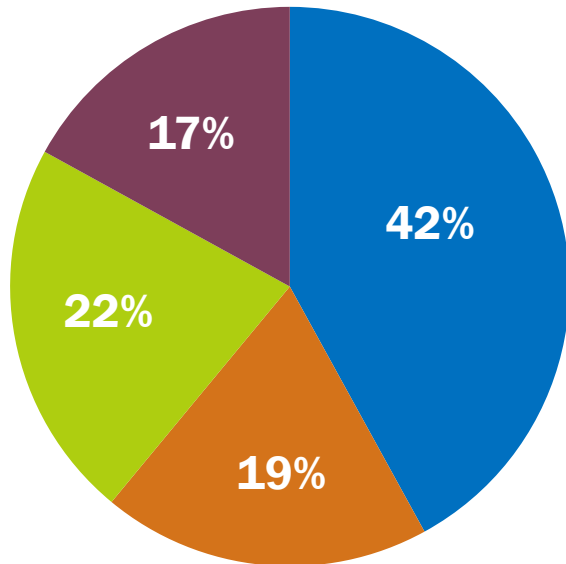


Top 20 builder of single family homes



CELLULOSE FIBERS

2011 Cellulose Fibers Sales \$2.1 billion



- Absorbent Pulp (Fluff)
- Specialty Pulp
- Towel and Tissue
- Liquid Packaging Board

- **Growing with key global customers**
- **Operational excellence**
 - Improving uptime
 - Capital projects to lower costs
- **Product innovation**

Focused on fluff and value added grades



TIMBERLANDS STRATEGY

- **Grow and manage financially attractive, sustainable forests**
- **Apply market knowledge and scale to create additional value**
- **Explore opportunities for future growth**



Increase cash flow and asset value



COMPETITIVE ADVANTAGE OF WEYERHAEUSER TIMBERLANDS

- **World-class timberland holdings**
- **Managed for optimum value by reducing costs and increasing yield**
 - Innovative silviculture – precision landscape forestry
 - Focus on high-value sawlogs
- **Cost-advantaged infrastructure and logistics capabilities**
- **Broad access to domestic and international markets**
- **Strong, long-standing customer relationships**



U.S. TIMBERLANDS IN MOST PRODUCTIVE REGIONS

- **Approximately 2 million acres west of the Cascade Mountains, primarily high value Douglas fir**
- **Over 4 million acres in 7 states across the U.S. South, primarily loblolly pine**



INNOVATIVE FORESTRY MAXIMIZES RETURNS

- **Silviculture practices enable us to grow high-quality sawtimber faster at lower cost**



SCALE INFRASTRUCTURE AND LOGISTICS PROVIDE COST ADVANTAGES

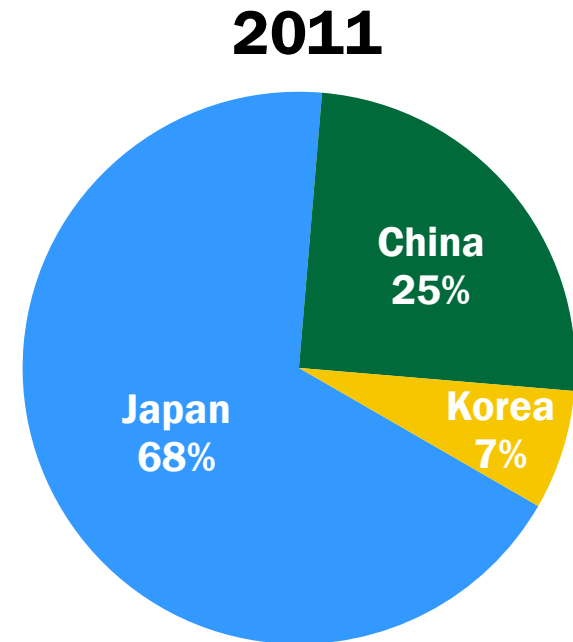
- **Harvesting**
- **Merchandising**
- **Hauling/dispatch trucking**
- **Strategically located, Weyerhaeuser-owned port facilities**

Efficiently reach broad mix of domestic and international markets



UNIQUELY ADVANTAGED TO SERVE ASIAN EXPORT MARKETS

- **One port to one port loading**
- **More than 20% of timberlands revenue from export log sales**
 - Japan is a premium market for Weyerhaeuser logs
 - China represents an increasingly large and attractive opportunity
- **Long-standing customer relationships**



Export log sales: \$370 million



ADDITIONAL SOURCES OF VALUE FROM TIMBERLANDS

- **7.1 million net mineral acres**
- **Oil and gas**
 - \$30-50 million annual business
 - Revenue interest in >1,000 producing wells
- **Aggregates and minerals**
 - \$10+ million annual business



SUSTAINABILITY CREATES VALUE



FTSE4Good



DIVIDEND PAYOUT POLICY

- **Targeting a dividend payout ratio of 75% of Funds Available for Distribution (FAD) over cycle**
 - FAD defined as cash flow before debt repayment and dividends
 - Will consider repurchasing shares
- **Current quarterly dividend of 15 cents per share, or 60 cents per share on annualized basis**
 - 2012 dividend payout ratio could exceed 75% of FAD, given current outlook

A sustainable dividend that we expect to grow over time



STRONG LIQUIDITY AND IMPROVING CAPITAL STRUCTURE

- **Cash balance as of 12/31/2011: \$953 million**
- **4-year, \$1 billion credit facility – no outstanding borrowings**

<i>\$ millions</i>	2012	2013	2014	2015	2016	2017
Total Debt						
Beginning of Year	\$4,478	\$4,291	\$3,882	\$3,867	\$3,867	\$3,867
Maturities	(187)	(409)	(15)	0	0	(281)
End of Year	\$4,291	\$3,882	\$3,867	\$3,867	\$3,867	\$3,586

Strong capital structure supports sustainability of dividend



REASONS TO OWN WEYERHAEUSER

- **World class timberland holdings**
- **Leader in extracting value from timberlands**
- **Cash and earnings expected to significantly improve throughout housing recovery**
- **Committed to a sustainable dividend that we expect to grow over time**
- **Opportunistic growth in timberland holdings**

Committed to creating value for our shareholders





Questions?

