## PLUM CREEK TIMBER COMPANY, INC. CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

|  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { December 31, } \\ & \underline{2004} \end{aligned}$ |  | $\begin{gathered} \text { December 31, } \\ \underline{2003} \end{gathered}$ |  |
|  | (In Millions, Except Per Share Amounts) |  |  |  |
| Revenues: |  |  |  |  |
| Timber | \$ | 694 | \$ | 664 |
| Real Estate |  | 303 |  | 124 |
| Manufacturing |  | 518 |  | 397 |
| Other |  | 13 |  | 11 |
| Total Revenues |  | 1,528 |  | 1,196 |
| Costs and Expenses: |  |  |  |  |
| Cost of Goods Sold: |  |  |  |  |
| Timber |  | 368 |  | 345 |
| Real Estate |  | 149 |  | 77 |
| Manufacturing |  | 449 |  | 390 |
| Other |  | 4 |  | 4 |
| Total Cost of Goods Sold |  | 970 |  | 816 |
| Selling, General and Administrative |  | 86 |  | 77 |
| Total Costs and Expenses |  | 1,056 |  | 893 |
| Gain on Sale of Other Assets |  | 5 |  | - |
| Operating Income |  | 477 |  | 303 |
| Interest Expense, net |  | 111 |  | 117 |
| Income before Income Taxes |  | 366 |  | 186 |
| Benefit (Provision) for Income Taxes |  | (27) |  | 6 |
| Income from Continuing Operations |  | 339 |  | 192 |
| Gain on Sale of Properties, net of tax |  | 23 |  | - |
| Net Income | \$ | 362 | \$ | 192 |
| Income from Continuing Operations per Share - Basic | \$ | 1.85 | \$ | 1.05 |
| Income from Continuing Operations per Share - Diluted | \$ | 1.84 | \$ | 1.04 |
| Net Income per Share - Basic | \$ | 1.97 | \$ | 1.05 |
| Net Income per Share - Diluted | \$ | 1.97 | \$ | 1.04 |
| Weighted average number of Shares outstanding - Basic |  | 183.4 |  | 183.3 |
| Weighted average number of Shares outstanding - Diluted |  | 184.1 |  | 183.9 |


|  | Quarter Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ \underline{\underline{2004}} \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ \underline{2003} \end{gathered}$ |  |
|  | (In Millions, Except Per Share Amounts) |  |  |  |
| Revenues: |  |  |  |  |
| Timber | \$ | 181 | \$ | 191 |
| Real Estate |  | 23 |  | 16 |
| Manufacturing |  | 122 |  | 105 |
| Other |  | 1 |  | 3 |
| Total Revenues |  | 327 |  | 315 |
| Costs and Expenses: |  |  |  |  |
| Cost of Goods Sold: |  |  |  |  |
| Timber |  | 99 |  | 97 |
| Real Estate |  | 9 |  | 12 |
| Manufacturing |  | 117 |  | 96 |
| Other |  | 1 |  | 1 |
| Total Cost of Goods Sold |  | 226 |  | 206 |
| Selling, General and Administrative |  | 24 |  | 21 |
| Total Costs and Expenses |  | 250 |  | 227 |
| Operating Income |  | 77 |  | 88 |
| Interest Expense, net |  | 27 |  | 31 |
| Income before Income Taxes |  | 50 |  | 57 |
| Benefit (Provision) for Income Taxes |  | - |  | (1) |
| Income from Continuing Operations |  | 50 |  | 56 |
| Gain on Sale of Properties, net of tax |  | 23 |  | - |
| Net Income | \$ | 73 | \$ | 56 |
| Income from Continuing Operations per Share - Basic | \$ | 0.28 | \$ | 0.31 |
| Income from Continuing Operations per Share - Diluted | \$ | 0.28 | \$ | 0.30 |
| Net Income per Share - Basic | \$ | 0.40 | \$ | 0.31 |
| Net Income per Share - Diluted | \$ | 0.40 | \$ | 0.30 |
| Weighted average number of Shares outstanding - Basic |  | 183.7 |  | 183.0 |
| Weighted average number of Shares outstanding - Diluted |  | 184.4 |  | 183.7 |

## PLUM CREEK TIMBER COMPANY, INC. CONSOLIDATED BALANCE SHEETS (UNAUDITED)

| December 31, | December 31, |
| :---: | :---: |
| $\underline{2004}$ | $\underline{2003}$ |

(In Millions, Except Per Share Amounts)
ASSETS
Current Assets:
Cash and Cash Equivalents
Restricted Advance from Customer
Accounts Receivable
Inventories
Deferred Tax Asset
Other Current Assets

Timber and Timberlands - Net
Property, Plant and Equipment - Net
Investment in Grantor Trusts
Other Assets
$\quad$ Total Assets
LIABILITIES
Current Liabilities:
Current Portion of Long-Term Debt
Accounts Payable
Interest Payable
Wages Payable
\$ 32

Taxes Payable

| \$ | 347 | \$ | 267 |
| :---: | :---: | :---: | :---: |
|  | 4 |  | 3 |
|  | 40 |  | 34 |
|  | 71 |  | 54 |
|  | 10 |  | 11 |
|  | 27 |  | 30 |
|  | 499 |  | 399 |
|  | 3,590 |  | 3,674 |
|  | 253 |  | 303 |
|  | 29 |  | 26 |
|  | 7 |  | 5 |
| \$ | 4,378 | \$ | 4,407 |
| \$ | 32 | \$ | 33 |
|  | 41 |  | 34 |
|  | 28 |  | 28 |
|  | 25 |  | 23 |
|  | 22 |  | 15 |
|  | 16 |  | 16 |
|  | 20 |  | 13 |
|  | 184 |  | 162 |
|  | 1,405 |  | 1,437 |
|  | 448 |  | 594 |
|  | 45 |  | 37 |
|  | 56 |  | 58 |
|  | 2,138 |  | 2,288 |

Long-Term Debt
Lines of Credit
448
Deferred Tax Liability
Other Liabilities
Total Liabilities
56
2,288

## Commitments and Contingencies

## STOCKHOLDERS' EQUITY

Preferred Stock, \$0.01 par value, authorized shares - 75.0, outstanding - none
Common Stock, \$0.01 par value, authorized shares - 300.0, issued (including Treasury Stock) - 185.7 at December 31, 2004 and 185.1 at December 31, 2003
Additional Paid-In Capital
Retained Earnings
Treasury Stock, at cost, Common shares - 2.0
Other Equity
Total Stockholders' Equity
Total Liabilities and Stockholders' Equity

| 2 | 2 |  |
| ---: | ---: | ---: |
| 2,168 |  | 2,150 |
| 111 | 9 |  |
| $(43)$ | $(43)$ |  |
| 2 | 1 |  |
|  | 2,240 |  |
| 4,378 | $\$$ | 4,407 |

## PLUM CREEK TIMBER COMPANY, INC. CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

| Cash Flows From Operating Activities: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Net Income | \$ | 362 | \$ | 192 |
| Adjustments to Reconcile Net Income to |  |  |  |  |
| Net Cash Provided By Operating Activities: |  |  |  |  |
| Depreciation, Depletion and Amortization (Includes \$9 Lumber Impairment Charge |  |  |  |  |
| Basis of Real Estate Sold (Includes Impairment Losses of \$21 in 2004 and \$14 in 2003) |  | 134 |  | 66 |
| Deferred Income Taxes |  | 9 |  | (7) |
| Gain on Sales of Other Assets and Properties |  | (28) |  | - |
| Working Capital Changes |  | 6 |  | 4 |
| Other |  | 3 |  | 9 |
| Net Cash Provided By Operating Activities |  | 600 |  | 372 |
| Cash Flows From Investing Activities: |  |  |  |  |
| Property Additions (Excluding Timberland Acquisitions) |  | (70) |  | (84) |
| Timberlands Acquired (Including Tax-Deferred Exchange Proceeds, Net) |  | (66) |  | (162) |
| Proceeds from Sale of Other Assets |  | 46 |  | - |
| Other |  | (1) |  | (1) |
| Net Cash Used In Investing Activities |  | (91) |  | (247) |
| Cash Flows From Financing Activities: |  |  |  |  |
| Dividends |  | (260) |  | (257) |
| Borrowings of Long-term Debt |  | - |  | 298 |
| Retirement of Long-term Debt |  | (33) |  | (33) |
| Borrowings on Lines of Credit |  | 2,147 |  | 1,922 |
| Repayments on Lines of Credit |  | $(2,295)$ |  | $(1,997)$ |
| Proceeds from Stock Option Exercises |  | 12 |  | 1 |
| Acquisition of Treasury Stock |  | - |  | (43) |
| Net Cash Used In Financing Activities |  | (429) |  | (109) |
| Increase In Cash and Cash Equivalents |  | 80 |  | 16 |
| Cash and Cash Equivalents: |  |  |  |  |
| Beginning of Period |  | 267 |  | 251 |
| End of Period | \$ | 347 | \$ | 267 |

## PLUM CREEK TIMBER COMPANY, INC. CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

|  | Quarter Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { December 31, } \\ & \underline{2004} \end{aligned}$ |  |  | $\begin{aligned} & \text { December 31, } \\ & \underline{2003} \end{aligned}$ |
|  | (In Millions) |  |  |  |
| Cash Flows From Operating Activities: |  |  |  |  |
| Net Income | \$ | 73 | \$ | 56 |
| Adjustments to Reconcile Net Income to |  |  |  |  |
| Net Cash Provided By Operating Activities: |  |  |  |  |
| Depreciation, Depletion and Amortization (Includes $\$ 9$ Lumber Impairment Charge in 2004) |  | 36 |  | 29 |
| Basis of Real Estate Sold (Includes Impairment Losses of \$1 in 2004 and \$5 in 2003) |  | 7 |  | 9 |
| Deferred Income Taxes |  | (3) |  | 1 |
| Gain on Sales of Other Assets and Properties |  | (23) |  | - |
| Working Capital Changes |  | (9) |  | (24) |
| Other |  | 3 |  | 5 |
| Net Cash Provided By Operating Activities |  | 84 |  | 76 |
| Cash Flows From Investing Activities: |  |  |  |  |
| Property Additions (Excluding Timberland Acquisitions) |  | (21) |  | (24) |
| Timberlands Acquired (Including Tax-Deferred Exchange Proceeds, Net) |  | (21) |  | (103) |
| Proceeds from Sale of Other Assets |  | 19 |  | - |
| Other |  | (1) |  | (1) |
| Net Cash Used In Investing Activities |  | (24) |  | (128) |
| Cash Flows From Financing Activities: |  |  |  |  |
| Dividends |  | (66) |  | (64) |
| Borrowings of Long-term Debt and Lines of Credit |  | 476 |  | 556 |
| Retirement of Long-term Debt and Lines of Credit |  | (495) |  | (456) |
| Proceeds from Stock Option Exercises |  | 3-1 |  | - |
| Net Cash Provided by (Used In) Financing Activities |  | (82) |  | 36 |
| Increase In Cash and Cash Equivalents |  | (22) |  | (16) |
| Cash and Cash Equivalents: |  |  |  |  |
| Beginning of Period |  | 369 |  | 283 |
| End of Period | \$ | 347 | \$ | 267 |

## Segment Data

(Unaudited)

|  | Twelve Months 2004 |  | Twelve Months 2003 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (In Millions) |  |  |  |
| Revenues: |  |  |  |  |
| Northern Resources | \$ | 325 | \$ | 309 |
| Southern Resources |  | 459 |  | 445 |
| Real Estate |  | 303 |  | 124 |
| Manufacturing |  | 518 |  | 397 |
| Other |  | 13 |  | 11 |
| Eliminations............................................... |  | (90) |  | (90) |
| Total Revenues ...................................... | \$ | 1,528 | \$ | 1,196 |
| Operating Costs and Expenses: |  |  |  |  |
| Northern Resources | \$ | 225 | \$ | 227 |
| Southern Resources |  | 252 |  | 229 |
| Real Estate |  | 151 |  | 77 |
| Manufacturing |  | 460 |  | 402 |
| Other |  | 4 |  | 4 |
| Other Costs and Eliminations.. |  | (36) |  | (46) |
| Total Costs and Expenses....................... | \$ | 1,056 | \$ | 893 |
| Operating Income (Loss) |  |  |  |  |
| Northern Resources | \$ | 100 | \$ | 82 |
| Southern Resources |  | 207 |  | 216 |
| Real Estate |  | 152 |  | 47 |
| Manufacturing |  | 58 |  | (5) |
| Other |  | 9 |  | 7 |
| Other Costs and Eliminations.. |  | (54) |  | (44) |
| Gain on Sale of Other Assets.................. |  | 5 |  | - |
| Total Operating Income.......................... | \$ | 477 | \$ | 303 |

## Plum Creek Timber Company, Inc.

Segment Data
(Unaudited)

|  | Fourth Quarter 2004 |  | Fourth Quarter 2003 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (In Millions) |  |  |  |
| Revenues: |  |  |  |  |
| Northern Resources | \$ | 83 | \$ | 97 |
| Southern Resources |  | 121 |  | 127 |
| Real Estate |  | 23 |  | 16 |
| Manufacturing |  | 122 |  | 105 |
| Other |  | 1 |  | 3 |
| Eliminations.. |  | (23) |  | (33) |
| Total Revenues .................................... | \$ | 327 | \$ | 315 |
| Operating Costs and Expenses: |  |  |  |  |
| Northern Resources | \$ | 58 | \$ | 67 |
| Southern Resources |  | 67 |  | 65 |
| Real Estate |  | 11 |  | 12 |
| Manufacturing |  | 121 |  | 99 |
| Other .. |  | 1 |  | 1 |
| Other Costs and Eliminations........................ |  | (8) |  | (17) |
| Total Costs and Expenses........................ | \$ | 250 | \$ | 227 |
| Operating Income (Loss) |  |  |  |  |
| Northern Resources | \$ | 25 | \$ | 30 |
| Southern Resources |  | 54 |  | 62 |
| Real Estate |  | 12 |  | 4 |
| Manufacturing |  | 1 |  | 6 |
| Other .......... |  | - |  | 2 |
| Other Costs and Eliminations........................ |  | (15) |  | (16) |
| Total Operating Income........................... | \$ | 77 | \$ | 88 |

Plum Creek Timber Company, Inc.
Selected Operating Statistics
(Unaudited)

## Sales Realization <br> Southern Resources <br> Sawlog

Pulpwood
Northern Resources
Sawlog
Pulpwood
Lumber (1)
Plywood (1)
Fiberboard (1)

|  | 2004 |  |  |  |  | 2003 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | YTD | 1st Qtr | 2nd Qtr | 3rd Qtr | 4th Qtr | YTD |
| Units |  |  |  |  |  |  |  |  |  |  |
| \$/Ton Stumpage | \$37 | \$36 | \$36 | \$36 | \$36 | \$36 | \$36 | \$34 | \$36 | \$36 |
| \$/Ton Stumpage | \$9 | \$8 | \$8 | \$7 | \$8 | \$8 | \$8 | \$8 | \$9 | \$8 |
| \$/Ton Delivered | \$70 | \$72 | \$80 | \$78 | \$75 | \$65 | \$64 | \$69 | \$69 | \$67 |
| \$/Ton Delivered | \$34 | \$34 | \$35 | \$36 | \$35 | \$28 | \$30 | \$30 | \$31 | \$30 |
| \$/MBF | \$452 | \$514 | \$532 | \$473 | \$493 | \$368 | \$364 | \$409 | \$421 | \$389 |
| \$/MSF | \$427 | \$482 | \$483 | \$444 | \$459 | \$311 | \$317 | \$341 | \$411 | \$345 |
| \$/MSF | \$379 | \$415 | \$436 | \$440 | \$418 | \$342 | \$352 | \$359 | \$364 | \$354 |

## Sales Volume <br> Southern Resources <br> Pulpwood

Total Harvest
Northern Resources

Lumber
Plywood
Fiberboard
(1) Represents prices at mill level.

