# **WEYERHAEUSER**

# **Investor Presentation**

Late March 2024

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# FORWARD-LOOKING STATEMENTS AND NON-GAAP FINANCIAL MEASURES

This presentation contains statements and depictions that constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended, including without limitation with respect to the following: our updated earnings and Adjusted EBITDA outlook for the first quarter of 2024 for each of our businesses; our future goals and prospects, including 2025 goals and targets relating to our timberlands investments, operational excellence and sustainable margin improvements, growth and annual Adjusted EBITDA performance of our Natural Climate Solutions business, increase in annual lumber production, reductions of greenhouse gas emissions, and achievement of external ESG recognitions; business strategies; factors affecting market supply of lumber; key initiatives; expected levels of demand and market drivers for our products, including expected growth projections in U.S. housing demand, repair and remodel activity and adoption of wood-based building; market dynamics for housing; replenishment of HBU acres through timberland acquisitions; expected growth in export markets; our cash dividend framework, base dividend sustainability and target annual growth, and our target percentage return to shareholders of Adjusted Funds Available for Distribution (Adjusted FAD), including expected supplemental cash dividends and future share repurchases; capital structure, credit ratings, debt maturities, liability management, and revolving line of credit capacity; our outlook for capital expenditures across the company for 2023, 2024 and 2025; our sustainability ambitions and goals, including our 2030 greenhouse gas emissions reduction targets and our 2040 net-zero emissions goal; and expected growth in cash flows from our natural climate solutions business resulting from forecasted growth in markets and demand for renewable energy, mitigation and conservation, carbon off-sets and carbon sequestration. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts and may be identified by our use of certain words in such statements, including without limitation words such as "committed," "expect," "emerging," "growing," "maintain," "outlook," "sustainable," "target," "will," and similar words or phrases using such words, as well as references to future dates. Depictions or illustrations that constitute forward-looking statements may be identified by graphs, charts or other illustrations indicating expected or predicted occurrences of events, trends, conditions, performance or achievements at a future date or during future time periods. We may refer to assumptions, goals, targets, or expected performance through, or events to occur by or at, a future date, and such references may also constitute forward-looking statements. Forward-looking statements are based on our current expectations and assumptions. The realization of our expectations and the accuracy of our assumptions are subject to a number of risks and uncertainties that are difficult to predict and often are beyond the company's control. These risks, uncertainties and other factors could cause one or more of our expectations to be unmet, one or more of our assumptions to be materially inaccurate or actual results to differ materially from those expressed or implied in our forward-looking statements, or all of the foregoing. Such risks, uncertainties and other factors include without limitation: the effect of general economic conditions, including employment rates, interest rate levels, inflation, housing starts, general availability of financing for home mortgages and the relative strength of the U.S. dollar; the effects of viral or disease outbreaks, including without limitation any related regulatory restrictions or requirements and their potential impacts on our business, results of operations, cash flows, financial condition and future prospects; market demand for the company's products, including market demand for our timberland properties with higher and better uses, which is related to, among other factors, the strength of the various U.S. business segments and U.S. and international economic conditions; changes in currency exchange rates, particularly the relative value of the U.S. dollar to the Japanese yen, the Chinese yuan, and the Canadian dollar, and the relative value of the euro to the yen; restrictions on international trade and tariffs imposed on imports or exports; the availability and cost of shipping and transportation; economic activity in Asia, especially Japan and China; performance of our manufacturing operations, including maintenance and capital requirements; potential disruptions in our manufacturing operations; the level of competition from domestic and foreign producers; the success of our operational excellence initiatives; the successful and timely execution of our strategic acquisitions strategy, including the successful integration of our acquisitions and our ability to realize expected benefits and synergies, and the successful and timely execution of our strategic divestitures, each of which could be subject to a number of risks and conditions beyond our control including without limitation timing, required regulatory approvals or the occurrence of any event, change or other circumstances that could give rise to a termination event under the terms of the governing transaction agreements; raw material availability and prices; the effect of weather; changes in global or regional climate conditions and governmental response to any such changes; the risk of loss from fires, floods, windstorms, hurricanes, pest infestation and other natural disasters; energy prices; availability and costs for transportation and labor; federal tax policies; the effect of forestry, land-use, environmental and other governmental regulations; legal proceedings; the performance of pension fund investments and related derivatives; the effect of timing of employee retirements as it relates to the cost of pension benefits and changes in the market price of our common stock on charges for share-based compensation; the accuracy of our estimates of costs and expenses related to contingent liabilities and charges related to casualty losses; changes in accounting principles; and other risks and uncertainties identified in our 2023 Annual Report on Form 10-K, as well as those set forth from time to time in our other public statements and reports, including reports, registration statements, prospectuses, information statements and other filings with the SEC, as well as other factors not described herein because they are not currently known to us or we currently judge them to be immaterial. There is no guarantee that any of the events anticipated by these forward-looking statements will occur, and if any of the events do occur, there is no guarantee what effect they will have on the company's business, results of operations, cash flows, financial condition and future prospects. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to publicly update or revise any forward-looking statements. Nothing on our website is intended to be included or incorporated by reference into, or made a part of, this presentation. Also included in this presentation are certain non-GAAP financial measures that management believes complement the financial information presented in accordance with U.S. GAAP and therefore may be useful to investors. Our non-GAAP financial measures may not be comparable to similarly named or captioned non-GAAP financial measures of other companies. Except for certain forward-looking non-GAAP measures, a reconciliation of each presented non-GAAP measure to its most directly comparable GAAP measure is provided in the appendices to this presentation.

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# Company Overview

Investment Thesis | 2025 Targets & Progress | Who We Are | What We Do | Why We Matter



#### **Unmatched Portfolio**

Timberlands | Real Estate, Energy & Natural Resources | Wood Products



# Industry-Leading Performance

Operational Excellence | Relative Competitive Performance | Innovation



# Strong ESG Foundation

Sustainability Strategy | ESG Performance | Carbon Record



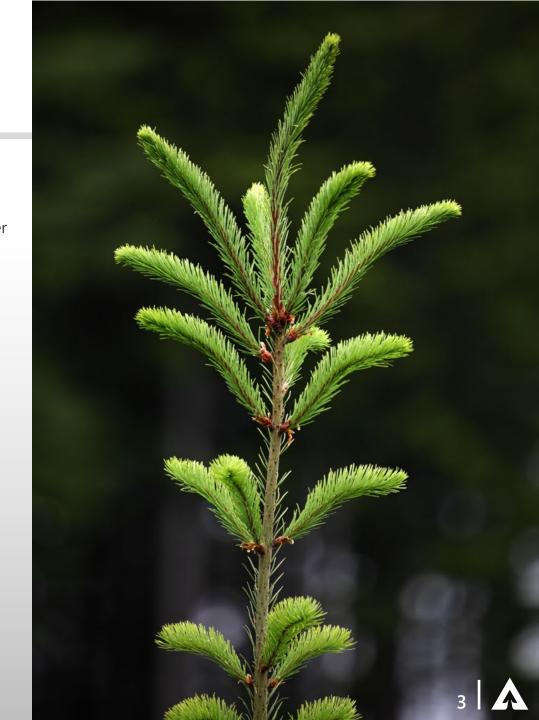
# **Disciplined Capital Allocation**

Shareholder Returns | Capital Expenditures | Capital Structure

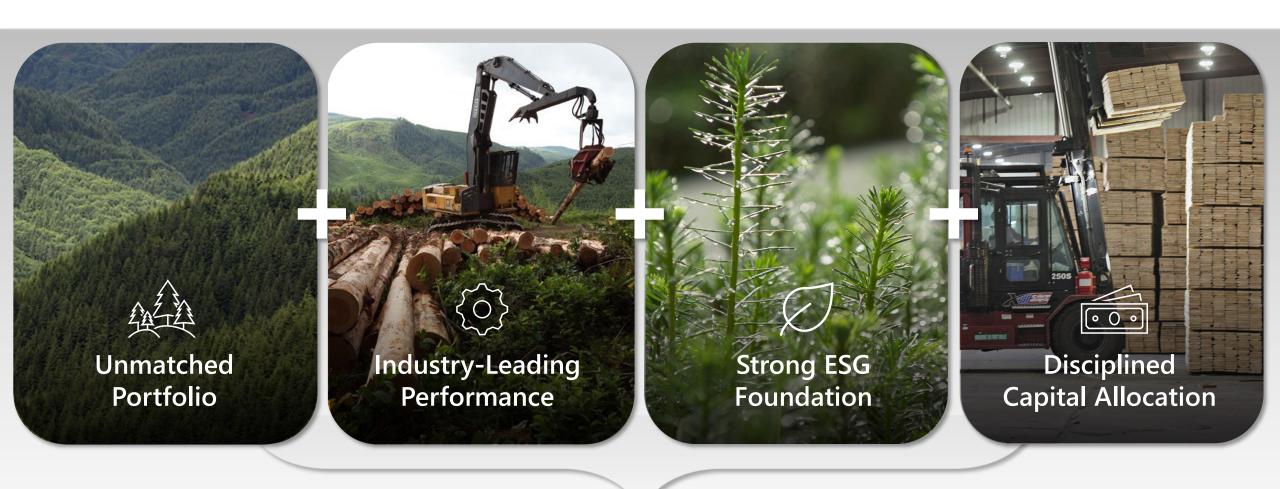


## **Key Market Drivers**

Current Market Dynamics | Long-Term Demand Fundamentals | Carbon Platform

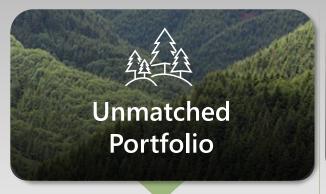


# **WEYERHAEUSER INVESTMENT THESIS**



## **2025 YEAR-END TARGETS**

# Driving Growth and Shareholder Value



TIMBERLANDS GROWTH

MAKE DISCIPLINED INVESTMENTS OF

\$1 BILLION

FROM 2022 TO 2025

NATURAL CLIMATE SOLUTIONS

GROW ANNUAL EBITDA TO \$100 MILLION



OPERATIONAL EXCELLENCE

\$175-250 MILLION

FROM 2022 TO 2025

LUMBER GROWTH

**INCREASE PRODUCTION BY 5% ANNUALLY** 



GREENHOUSE GAS REDUCTIONS

MAKE PROGRESS AGAINST OUR

SCIENCE-BASED TARGET

ALIGNED WITH A 1.5 DEGREE SCENARIO

EXTERNAL RECOGNITIONS

MAINTAIN & ENHANCE
THROUGH COMMITMENTS
AND PERFORMANCE



SUSTAINABLE DIVIDEND

GROW BASE DIVIDEND BY

**5% ANNUALLY** 

SHAREHOLDER RETURNS

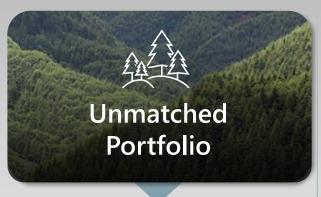
COMMITTED TO RETURNING 75-80% OF ADJUSTED FAD

ANNUALLY TO SHAREHOLDERS



## **CONTINUED STRONG PERFORMANCE**

Making Progress Against Our Multi-Year Targets





INVESTED ~\$530 MILLION **INCLUDING STRATEGIC ACQUISITIONS** IN THE CAROLINAS & MISSISSIPPI IN 2022 & 2023



**INCREASED EBITDA BY 114% SINCE 2020** 

1<sup>ST</sup> FOREST CARBON CREDITS MONETIZED THREE CCS AGREEMENTS IN PLACE





#### **CAPTURED \$77 MILLION**

IN OPX IMPROVEMENTS **ACROSS OUR BUSINESSES** IN 2022 & 2023



**WE ARE #1** IN EBITDA MARGIN IN ALL MANUFACTURING **BUSINESSES** 





WE ARE MEMBERS OF THE CLIMATE PLEDGE

COMMITTED TO NET-ZERO

**EMISSIONS BY 2040** 



**EXTERNAL RECOGNITIONS** 

**MAINTAINED OUR ESG LISTINGS** 

ON MULTIPLE KEY SUSTAINABILITY INDICES





**SUSTAINABLE** DIVIDEND

**INCREASED OUR BASE DIVIDEND BY >5%** ANNUALLY, 2022-2024



SHAREHOLDER **RETURNS** 

**RETURNED TOTAL CASH OF** ~\$4.6 BILLION

TO SHAREHOLDERS **BASED ON 2021-2023 RESULTS** 





## **WHO WE ARE**

# Largest Timber REIT with Unmatched & Complementary Industry-Leading Businesses



#### **TIMBERLANDS**

We are the largest private owner of timberlands in North America

- Unrivaled portfolio that cannot be replicated
- Leader in sustainable forestry practices
- 10.5 million acres held in the U.S. and 14 million acres licensed in Canada



#### REAL ESTATE, ENERGY & NATURAL RESOURCES

We capture the highest value from every acre

- Expertise and technology platform enables end-to-end portfolio value creation
- Emerging Natural Climate Solutions business will serve the rising demand for net-zero solutions



#### **WOOD PRODUCTS**

We are one of North America's largest, low-cost wood products manufacturers

- Industry-leading scale, brand and reputation
- Diversified mix of high-quality products
- 35 manufacturing facilities across North America



#### **CARBON PLATFORM**

We are an unrivaled carbon investment opportunity

- Our forests and wood products sequester millions of tons of CO<sub>2</sub> annually, and we are significantly carbon negative
- Emerging carbon markets will drive long-term portfolio value creation



## WHAT WE DO

# Create and Capture Superior Value at Every Step



















**PROPRIETARY SEEDLINGS** yield superior growth, wood quality and survival characteristics

**CUSTOMIZED PLANTING** deploys the best genetic material for each acre on our land base

**TARGETED SILVICULTURE** generates

superior volume and value in each geography

**HEALTHY FORESTS** 

that are diverse, productive and grown sustainably to financial maturity

**HARVEST** AND HAUL

efficiency and logistics capabilities for low-cost and reliable operations

**DELIVERED** LOG MODEL

captures maximum value from each tree using datadriven optimization

**OPTIMAL RAW MATERIALS** 

to maximize mill margins through cost-effective fiber procurement

LOW-COST **PRODUCER** 

that achieves top margin for lumber, panels and engineered wood

#### **DIVERSE CUSTOMER MIX**

that fully values our quality, scale, reliability and sustainable practices



PREMIUM LAND SALES maximizing value from each acre via higher-and-better-use parcels



NATURAL CLIMATE SOLUTIONS maximizing value through wind, solar, carbon, mitigation & conservation



#### STEADY ROYALTY & LEASE INCOME maximizing value from surface & subsurface assets

## WHY WE MATTER

# Long-Standing Focus on Sustainability

- We manage the most sustainable, versatile resource on earth: forests
- We are experts at using trees to make products people need
- We do it the right way so our forests will last forever







# **UNMATCHED PORTFOLIO**

Our Quality, Diversity and Scale Cannot Be Replicated



Timberlands



Real Estate, Energy & Natural Resources



**Wood Products** 



## **TIMBERLANDS PORTFOLIO**

Superior Holdings Create Value Today and Tomorrow

#### U.S. WEST High-Value Douglas Fir 2.5 MILLION ACRES

- Premium land west of Cascade mountains
- Sawlogs are ~90% of harvest
- Unique Japan export presence

OUR **UNMATCHED** SCALE MAKES US A **SIGNIFICANT SUPPLIER** TO MANUFACTURERS IN **EVERY REGION** 

#### U.S. SOUTH **Premium Southern Yellow Pine** 7 MILLION ACRES

- Highly productive planted pine forests
- Balanced mix of grade & fiber logs
- Scale operations in every major region

# U.S. NORTH Diverse Hardwoods and Softwoods 1 MILLION ACRES

- Premium hardwood sawlogs
- Maximizing value with more than 300 product grades







## **TIMBERLANDS: HIGHLIGHTS**

# Unmatched Quality, Scale and Diversification

#### **OUR COMPETITIVE ADVANTAGE**

Exceptional quality & productivity

Unmatched timber-growing expertise

Unparalleled scale & market access

Superior delivered model & supply chain

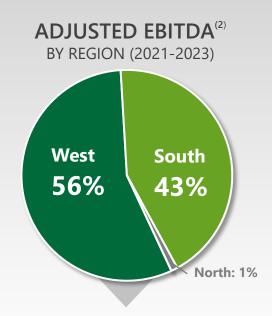
Diverse customer mix to capture value

#### **OUR GROWTH FOCUS**

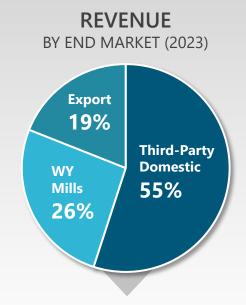
Disciplined Timberlands Investments

\$1 Billion by 2025 | ~\$530 Million Complete(1)

# **ENDURING VALUE**ACROSS MARKET CYCLES ~ \$710 MILLION Adjusted EBITDA<sup>(2)</sup> | 3-Year Average



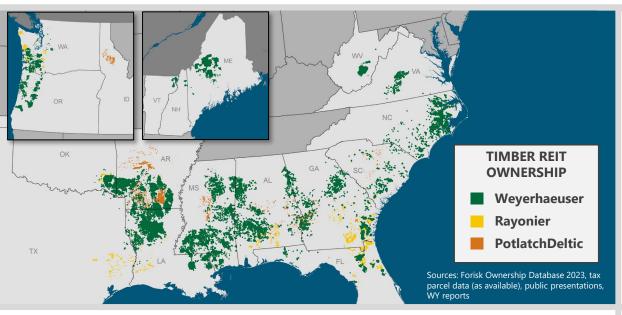
Diversification and Scale Across All Major Markets



Flex Supply To Meet Dynamic Customer Demands and Capture Market Opportunities

## **COMPETITIVE POSITION**

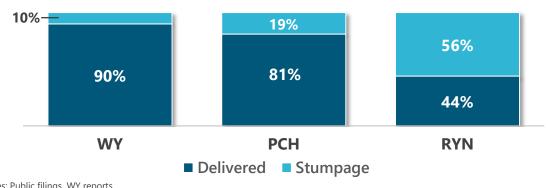
# We Are the Largest Timber REIT



# Our Scale Across All Major Woodbaskets Gives us access across log markets Lowers our concentration risk 2.7 2.2 WY RYN PCH South PNW North International

#### **Our Delivered Log Business Model**

Enables us to capture higher margins

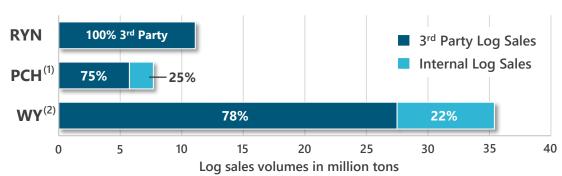


Sources: Public filings, WY reports

Delivered vs. stumpage sales volumes for FY 2023. Excludes New Zealand volumes for RYN.

#### **Our Integrated Manufacturing**

Allows us to flex volume and maximize overall returns



Sources: Public filings, WY reports

(1) Assumes PCH pulpwood and stumpage reported volumes are sold to third party customers. (2) Internal vs. third party sales volumes for FY 2023.



## WEYERHAEUSER TIMBERLANDS EXPORT MARKETS

# Unrivaled Market Position and Supply Chain Expertise

#### **UNIQUE JAPAN EXPORT BUSINESS**

- Multi-decade relationships supplying post & beam housing market
- Western timberlands ownership provides premium logs at unrivaled scale
- Largest log export facility in North America creates substantial supply chain advantage and efficiencies

#### **OTHER WY EXPORT MARKETS**

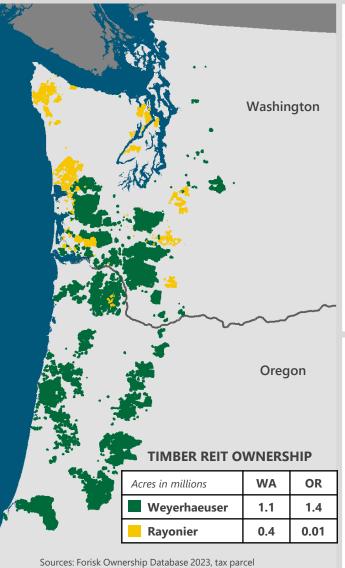
- Direct-to-customer strategy facilitates consistent demand
- Flexibility to quickly respond to shifts in global wood demand
- Southern exports positioned to grow
- Targeting new geographies and growing demand for wood fiber, biomass and pellets

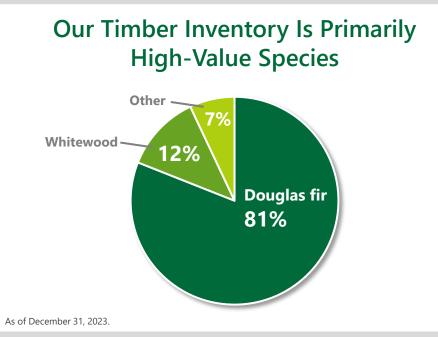


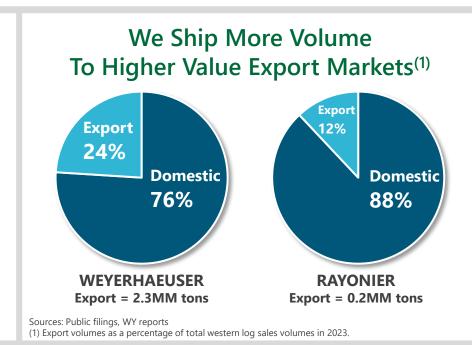
(1) Percentages based on 2023 full year Timberlands export log sales. Less than 0.5% of export log revenue associated with sales to other markets. Southern exports to China are currently paused due to ongoing phytosanitary rules imposed by Chinese regulators.

#### **WESTERN TIMBERLANDS**

# Unmatched Quality, Scale and Market Access





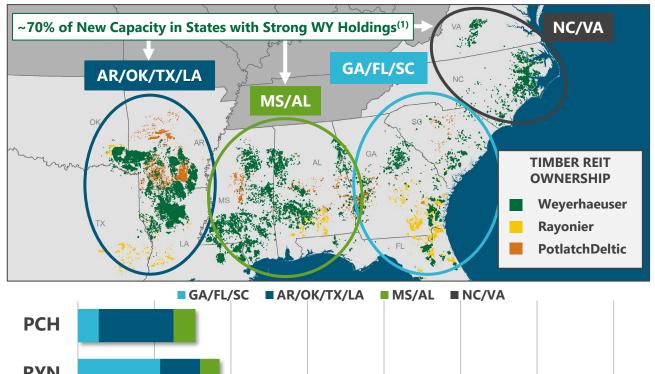


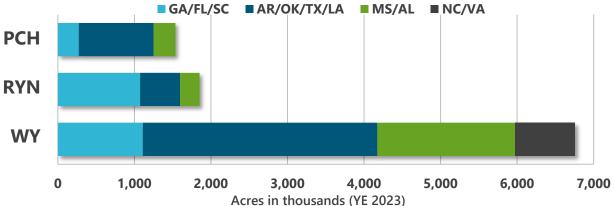
- We have premium timberlands west of the Cascade mountains
- We hold the #1 position in Adjusted EBITDA per acre
- Our markets are highly tensioned, with domestic and export optionality
- Sawlogs are approximately 90% of our harvest volume

#### **SOUTHERN TIMBERLANDS**

# Peer-Leading Scale and Market Access

#### Our Scale is Unmatched Across Southern Markets





- We have significant scale across the South with access to grade and pulp markets
- We hold ~1.8 million acres in top southern log markets across the Atlantic Coast<sup>(2)</sup>
- Concentration risk is limited in any one market
- New capacity in the South supports future growth across our ownership
- Well positioned to serve growing Asian export markets

## **TIMBERLANDS GROWTH STRATEGY UPDATE**

Disciplined Approach to Growing the Value of Our Timberlands

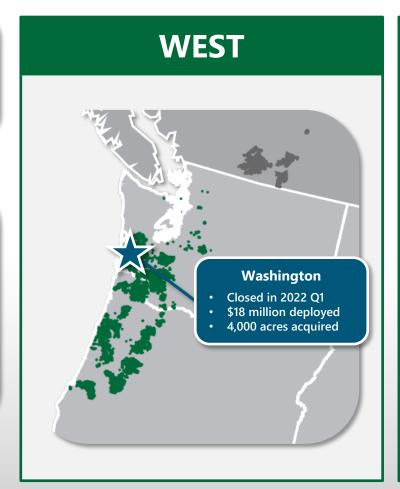
#### **TARGET**

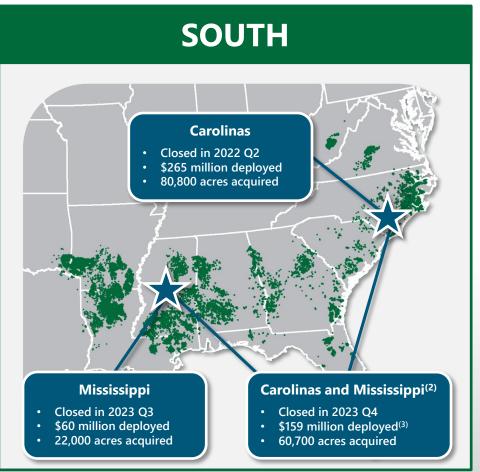
\$1 Billion of Disciplined Investments from 2022 to 2025



~\$530 Million<sup>(1)</sup>

Including announced acquisitions in Washington Carolinas Mississippi

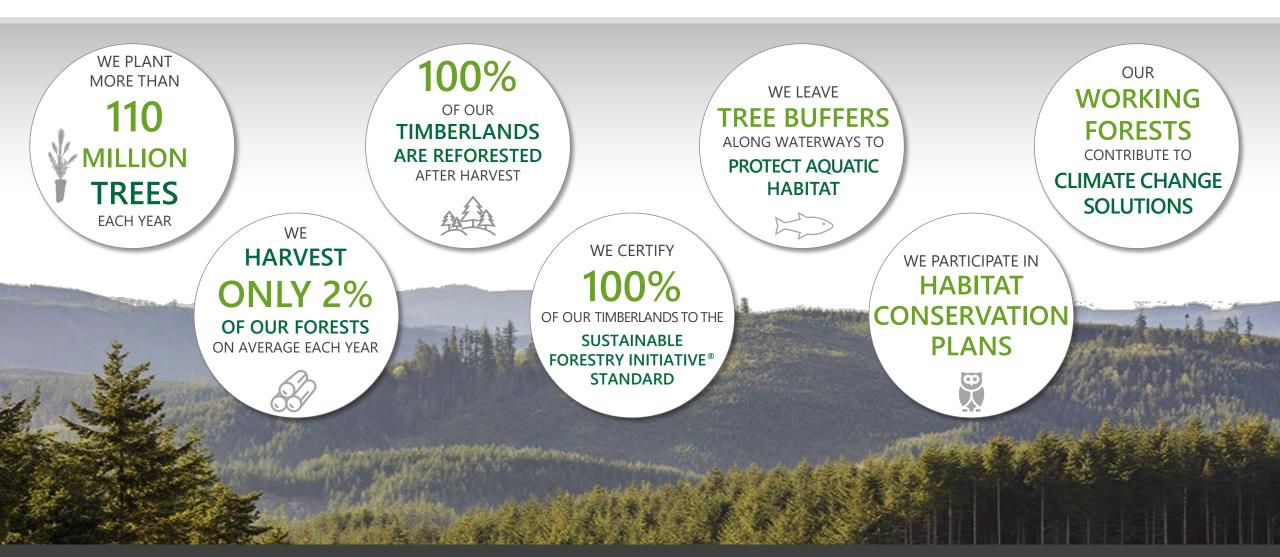






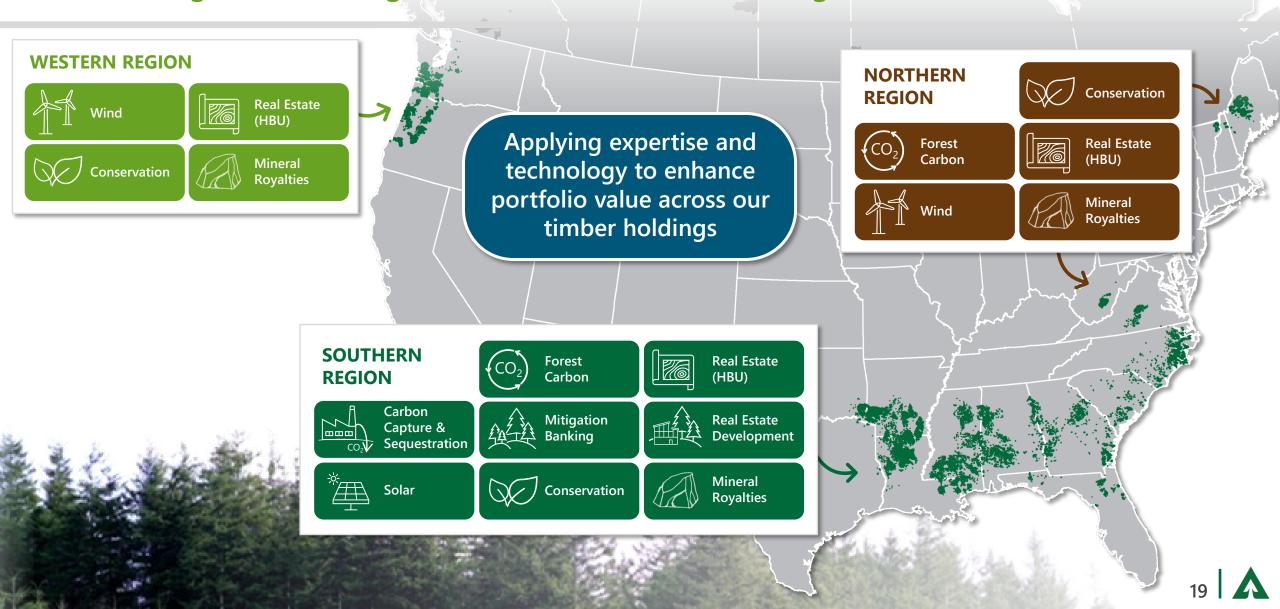
## **TIMBERLANDS SUSTAINABILITY**

We Balance Our Harvesting with a Strong Foundation of Environmental Stewardship



# **REAL ESTATE, ENERGY & NATURAL RESOURCES**

Generating Value Through End-to-End Portfolio Management



# **REAL ESTATE, ENERGY & NATURAL RESOURCES: HIGHLIGHTS**

Consistent, Reliable Cash Generation | Growing Natural Climate Solutions

#### **OUR COMPETITIVE ADVANTAGE**

Unmatched expertise in evaluating and maximizing the full value from every acre

Track record in delivering significant premium to timber value

Well positioned to serve the rising demand for natural climate solutions

#### **OUR GROWTH FOCUS**

Grow Natural Climate Solutions EBITDA to \$100 Million by YE 2025 | \$47 Million in 2023

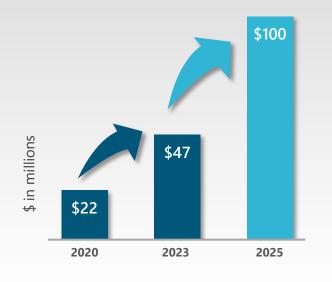






#### NATURAL CLIMATE SOLUTIONS

ADJUSTED EBITDA<sup>(1)</sup>



<sup>(1)</sup> See appendix for definition of Adjusted EBITDA and reconciliation to GAAP amounts. Adjusted EBITDA from Natural Climate Solutions is included in Real Estate and ENR segment results.



<sup>(2)</sup> ENR EBITDA is primarily generated through steady royalty and lease income from third-party development of surface and subsurface assets, including the following activities within our Natural Climate Solutions Business: renewable energy, carbon capture and sequestration, and forest carbon. Real Estate EBITDA includes the following activities within our Natural Climate Solutions Business: mitigation banking and conservation.

## **REAL ESTATE BUSINESS**

We Continually Evaluate Every Acre to Unlock Higher and Better Use (HBU) Value





(1) As of December 31, 2023.

(2) Since inception, following the Plum Creek merger in 2016.

PREMIUM LAND SALES



# **NATURAL CLIMATE SOLUTIONS BUSINESS**

# Leveraging Scale and Growing EBITDA as Markets Develop

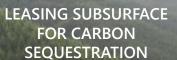
#### **EXPANDING OUR BUSINESS MODEL**





- ✓ Monetized initial credits from Maine pilot project
- ✓ Expecting approval of additional projects in 2024
- ✓ Demand increasing and voluntary market recognizing value of high-quality credits





- ✓ Agreements in place for three projects in the Southern region
- ✓ ~500,000 acres with suitable subsurface characteristics
- ✓ Increasing demand with Inflation Reduction Act

#### **GROWING OUR EXISTING BUSINESSES**





- ✓ 6 operating wind sites in the Western and Northern regions
- ✓ Over 50 agreements in place for solar projects in the Southern region
- ✓ Demand continuing to increase



#### PRESERVING VALUABLE ECOSYSTEMS

- ✓ Mitigation: 16 active banks on more than 26,000 acres
- ✓ Pursuing conservation outcomes in select markets
- ✓ Markets expected to expand over time

# **WOOD PRODUCTS PORTFOLIO**

Industry-Leading Scale, Diversification and Quality



#### **2<sup>nd</sup> Largest Producer** in North America

19 Lumber Mills (5.5 BBF)



♦ 6 Oriented Strand Board Mills (3.2 BSF)

#### **#1 Engineered Wood Capacity in North America**

**+**6 Engineered Wood Mills (42 MMCF)

▲ 3 Veneer/Plywood Mills (610 MMSF)

△1 Medium Density Fiberboard Mill (265 MMSF)



#### **Located in the Largest Homebuilding Markets**

**0**19 Distribution Centers

Weyerhaeuser's relative positioning based on full year 2023 production. Weyerhaeuser specific values represent capacity by product line as of December 31, 2023. Sources: Public filings, WY reports. Production capacity for engineered wood represents total solid section press capacity. Weyerhaeuser engineered solid section facilities also may produce engineered I-joists to meet market demand. In 2023, approximately 22 percent of Weyerhaeuser's total press production was converted into I-joists.

0 0 0

ORIENTED STRAND BOARD





**UNMATCHED ASSETS SUPPLY CHAIN** 

**CAPABILITIES** 

OUR

**PREFERRED SUPPLIER** 

## **WOOD PRODUCTS: HIGHLIGHTS**

Peer-Leading Performance, Superior Reliability and Preferred Supplier

#### **OUR COMPETITIVE ADVANTAGE**

Diverse customer mix & market demand drivers

Strategically located in prime woodbaskets

Expertise in transportation & logistics

Relentless focus on peer-leading cost structure

#### OUR GROWTH FOCUS

Organically Grow Lumber Production by 5% Annually through 2025

# PER-LEADING PERFORMANCE

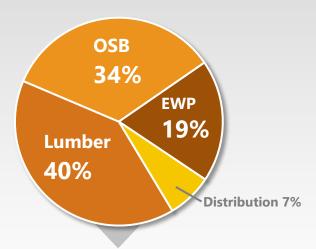


#### **#1 IN EBITDA MARGIN**

In All Manufacturing Businesses

# ADJUSTED EBITDA(1)

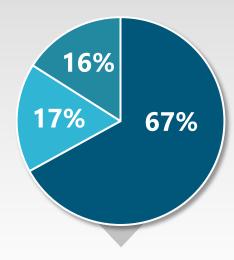
BY SEGMENT (2021-2023)



Diversified Mix of High-Quality Products

# PERCENT OF SALES<sup>(2)</sup>

BY END MARKET (2023)



- New Residential: Single & Multi-Family
- Repair & Remodel: Professional & DIY
- Non-Residential Construction, Industrial & Other Uses
- (1) See appendix for definition of Adjusted EBITDA and reconciliation to GAAP amounts. Other is excluded.
  (2) Percentages are approximate based on 2023 full year Wood Products net sales.

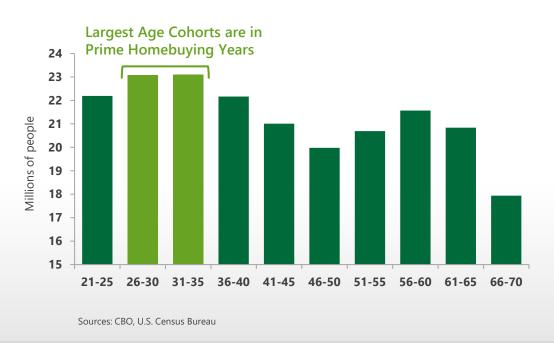


## **EXPECT LONG-TERM GROWTH IN U.S. HOUSING**

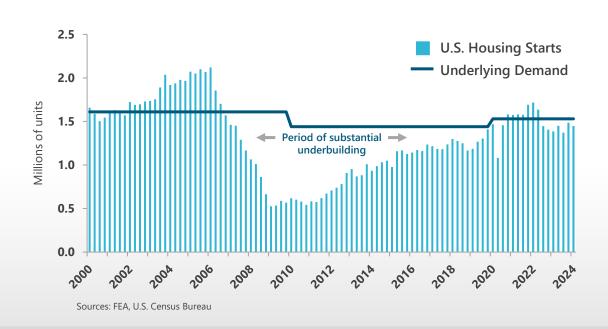
Strong Demographic Fundamentals and Significant Housing Deficit

#### **FAVORABLE DEMOGRAPHICS**

U.S. POPULATION BY AGE



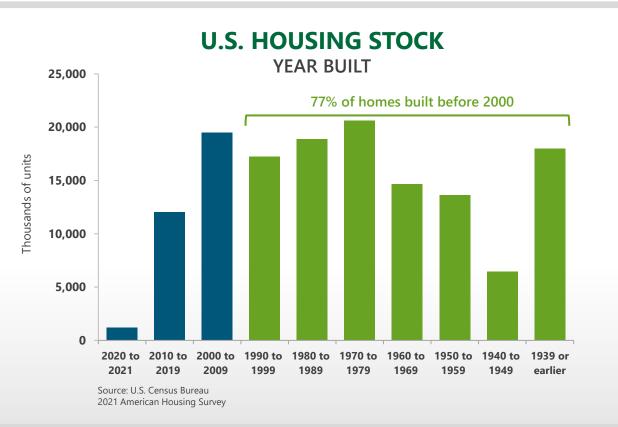
# U.S. HOUSING REMAINS UNDERBUILT



- Generation Z and Millennials are the largest population cohorts and have entered peak homebuying years
- Current homebuilding pace will not fully address the deficit resulting from a decade of underbuilding
- Current demand supported by historically low inventories for existing and new homes, despite increased mortgage rates

#### EXPECT STABILITY IN REPAIR AND REMODEL ACTIVITY

Record Pandemic Trends Moderating | Favorable Long-Term Fundamentals





- Steady repair & remodel activity, partly driven by continued growth in the professional segment
- Housing stock continues to age, with median age greater than 40 years
- Increased consumer savings, home equity and lock-in effect with elevated mortgage rates

# **INCREASED ADOPTION OF WOOD-BASED BUILDING**

Global Growth and Sustainability Attributes Driving Rising Demand for Wood Products

# GLOBAL CONSTRUCTION

square footage will expand

>50%

by 2050

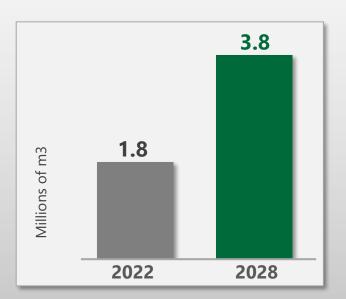


# MASS TIMBER CONSUMPTION

projected to increase

>100%

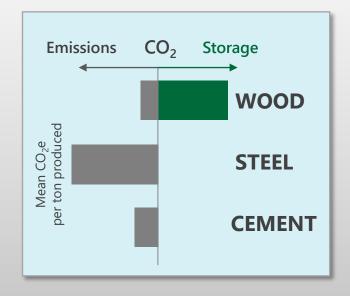
by 2028



# WOOD-BASED CONSTRUCTION

IS

# **CLIMATE POSITIVE**



# **WOOD PRODUCTS SUSTAINABILITY**

Reducing Our Impact | Offering Climate-Friendly Products



# INDUSTRY-LEADING PERFORMANCE

Significant, Sustainable Margin Improvement Accelerated by Innovation



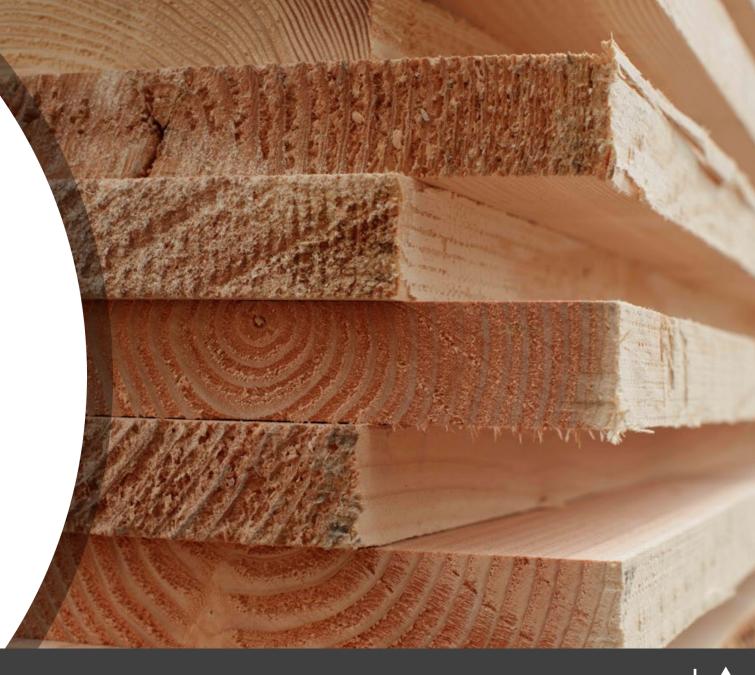
Operational Excellence



Relative Competitive Performance



Innovation



## **OPERATIONAL EXCELLENCE**

Delivering Sustainable Margin Improvement Through the Cycle

# SUSTAINABLE MARGIN IMPROVEMENT

Targeting \$175-250 Million from 2022-2025

Cross-

**Business** 

**OpX** 

#### **Timberlands**

Harvest & Haul • Silviculture Marketing • Merchandising



# **Wood Products**

Controllable Cost • Recovery Reliability • Product Mix



# EXPANDING OUR REACH WITH OPX 2.0

Finding Opportunity in Every Corner



#### **Future Value**

World Class Execution on Critical Activities That Generate Longer-Term Value



#### **Cost Avoidance**

Intentional Work to Eliminate or Reduce Potential Cost Increases in the Future



## **Efficiency**

Projects That Standardize Processes, Reduce Manual Work, Streamline Systems



#### **Cross-Business OpX**

Opportunities to Drive Improvement Within Our Integrated Supply Chain

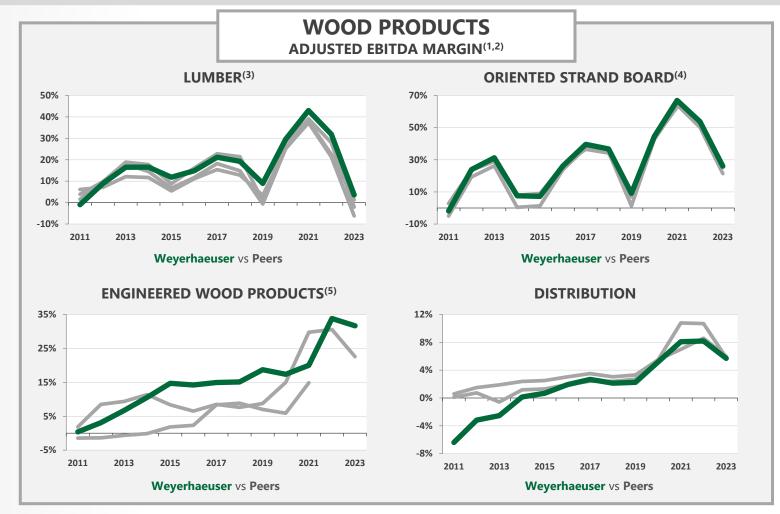
## **DELIVERING SUPERIOR RELATIVE PERFORMANCE**

# Our OpX Scorecard





WE HOLD THE
#1 Position
IN EBITDA PER ACRE IN
WESTERN TIMBERLANDS



Sources for competitor data: Public filings. Results include only North American operations.

(5) After 2021, Louisiana Pacific excluded due to the sale of its EWP business in 2022.



<sup>(1)</sup> See appendix for definition of Adjusted EBITDA and reconciliation to GAAP amounts.

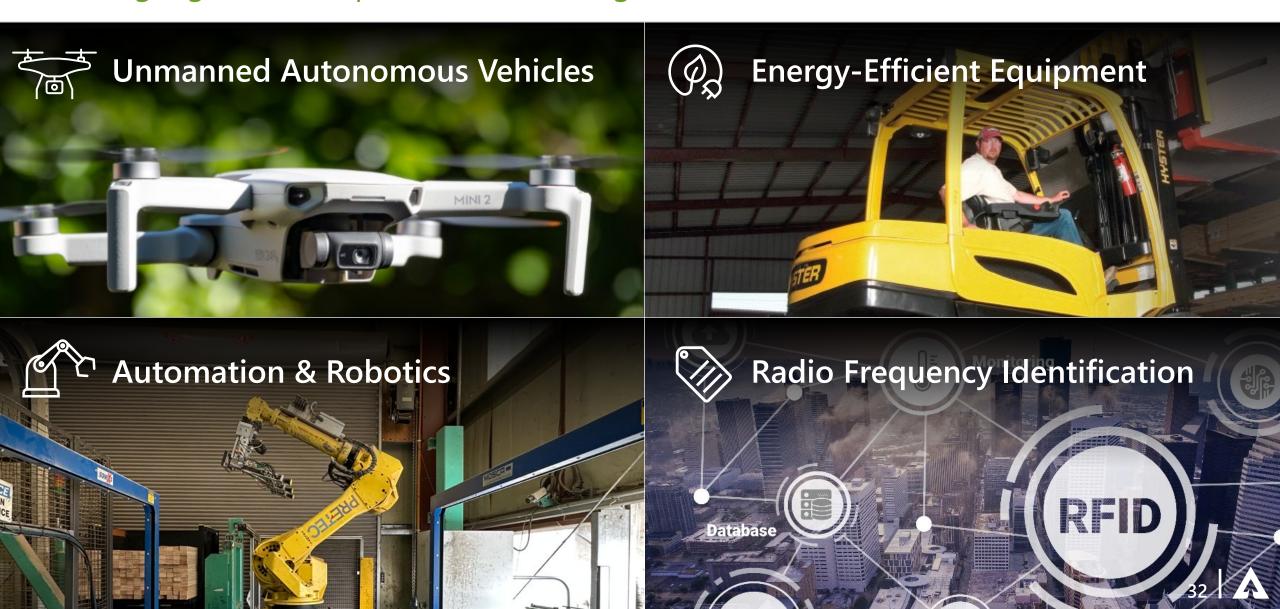
<sup>(2)</sup> Wood Products peers include BlueLinx, Boise Cascade, Canfor, Interfor, Louisiana Pacific and West Fraser.

<sup>(3) 2017-2023</sup> lumber margins include expenses for softwood lumber countervailing and anti-dumping duties for all companies shown.

<sup>(4)</sup> After 2021, West Fraser (previously Norbord) excluded due to changes in segment reporting, which now combines OSB and EWP segments.

# **INNOVATION**

Driving Significant Improvements Through Accelerated Focus on Innovation





Sustainability Is a Core Value



Sustainability Strategy



**ESG** Performance



Carbon Record



## SUSTAINABLE TO OUR CORE

# Strong ESG Performance | Clear Business Alignment | Ambitious Positive Impact

#### **OUR SUSTAINABILITY STRATEGY**

#### **Maintain ESG Foundation**

- ✓ Ten-year roadmap to review and adjust ESG-related focus areas and strategies
- ✓ Set and meet appropriate annual goals
- √ Report progress



#### **Improve Business Alignment**

- ✓ Increase visibility in business processes
- √ Strengthen awareness and pride
- ✓ Identify opportunities and mitigate risks
- ✓ Improve sustainability performance



#### **Demonstrate Positive Impact**

Working to solve 3 big challenges by 2030

- 1. Climate change solutions
- 2. Sustainable homes for everyone
- 3. Thriving rural communities



#### **OUR ESG PERFORMANCE**

#### **Environmental Stewardship**

- ✓ More than **110 million** trees planted each year
- √ 2% of our forests harvested on average each year
- ✓ **100%** of our timberlands reforested after harvest
- ✓ 100% of our timberlands and wood fiber supply certified to SFI® standards
- ✓ **31 million** metric tons of CO<sub>2</sub> removed in our forests and wood products in 2022
- >70% of our energy needs met with renewable biomass
- √ 99% of what could have been waste is reused or repurposed.

#### Social Responsibility

- <2 recordable incident rate for over a decade</p>
- ✓ 90% of our employees agree we always put safety first
- √ 9,000+ family-wage jobs in mostly rural communities
- √ 84% of our employees agree their workplace is inclusive.
- ✓ **\$6.2 million** in charitable giving to the communities where we operate in 2023
- √ >90% of all salaried employees have individual development plans

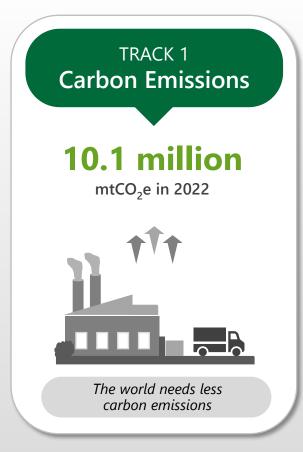
#### **Corporate Governance**

- ✓ >94% say on pay support in 2023
- ✓ 8 new directors appointed to our board since 2015
- √ 40% of our board of directors are women; one woman of color



## **OUR CARBON RECORD**

#### We Remove Three Times More Carbon Dioxide Than We Emit



TRACK 2 **Carbon Removals** 31 million mtCO<sub>2</sub>e in 2022 The world needs more carbon removals

TRACK 3 **Carbon Storage Our Forests Store** 2.3-3.6 billion mtCO<sub>2</sub>e Forests store CO2 in trunks, branches, leaves and roots

TRACK 4 **Emissions Reduction** We Set an Ambitious. **Science-Based Target** to Reduce Emissions by 2030 Scope 1 & 2 Scope 3 **25**% We are on the pathway to net-zero emissions

Metric tons of carbon dioxide equivalent (mtCO<sub>2</sub>e) for full-year 2022

For more information on our carbon record methodology visit <u>carbonrecord.weverhaeuser.com</u>

# DISCIPLINED CAPITAL ALLOCATION

Long-Term Commitment to Balancing Three Key Priorities



**Shareholder Returns** 



Capital Expenditures



**Capital Structure** 



#### **DISCIPLINED CAPITAL ALLOCATION**

Balanced and Sustainable Philosophy – Three Key Priorities

RETURN CASH
TO SHAREHOLDERS

INVEST IN OUR BUSINESSES

MAINTAIN AN APPROPRIATE CAPITAL STRUCTURE

#### **CORE ALLOCATION**



Sustainable Base Dividend



Disciplined Capital Expenditures



Investment Grade Credit Rating

#### **OPPORTUNISTIC ALLOCATION**



Supplemental Dividends & Share Repurchases



Value-Enhancing Growth Opportunities



Liability Management

#### **RETURNING CASH TO SHAREHOLDERS**

#### Allocation Framework and Cash Return Calculation

#### ADJUSTED FUNDS AVAILABLE FOR DISTRIBUTION<sup>(1)</sup>

Allocation Framework

**Return 75-80% of Adjusted FAD to Shareholders** 



#### SUSTAINABLE BASE DIVIDEND

supported by Timberlands and Real Estate & ENR cash flow, even at the bottom of the cycle



#### SUPPLEMENTAL DIVIDEND<sup>(2)</sup> AND/OR SHARE REPURCHASE

to achieve targeted return of 75-80% of annual Adjusted FAD

20-25% of Adjusted FAD



#### **EXCESS CASH**

available for growth, debt paydown and additional share repurchase

# TARGETED RETURN OF CASH TO SHAREHOLDERS

Calculated on an Annual Basis

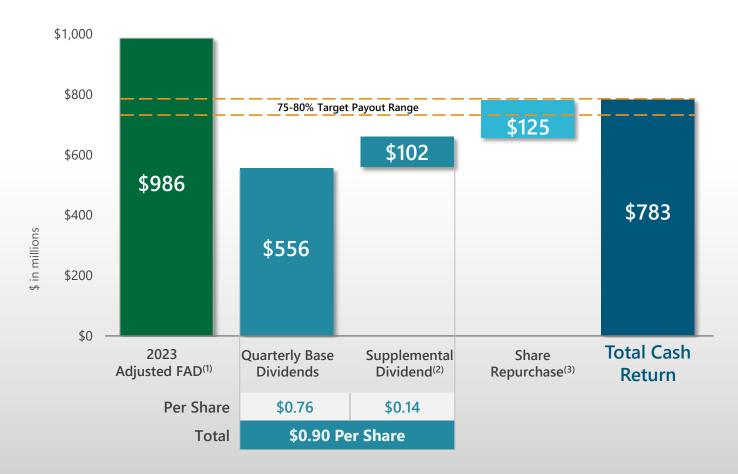
#### **Adjusted FAD**

- **\*** 75-80% Payout
- **Targeted Return to Shareholders**
- Quarterly Base Cash Dividends
- Cash Available for Allocation Between
   Supplemental Dividend<sup>(2)</sup> and/or
   Opportunistic Share Repurchase

To Achieve 75-80% Payout

#### **CASH RETURN FRAMEWORK IN ACTION**

#### Returned \$783 Million of Cash to Shareholders Based on 2023 Results



- Returned \$0.90 per share of dividends based on 2023 results
- Returned \$125 million through opportunistic share repurchase
- Required no balance sheet or portfolio actions to achieve return commitment

<sup>(1)</sup> See appendix for definition of Adjusted FAD and reconciliation to GAAP amounts.

<sup>(2)</sup> On January 25, 2024, our board of directors declared a supplemental dividend of \$0.14 per share that was paid in 2024 Q1.

<sup>(3)</sup> Share repurchase activity in 2023 totaled \$125 million at an average price of \$30.79 per share.

#### **RETURNING CASH TO SHAREHOLDERS**

#### Demonstrating The Power of Our Cash Return Framework



#### **ALLOCATION OF CASH RETURNS**

BASED ON 2021-2023 RESULTS

\$1.6 Billion

Base Dividends \$2.2 Billion

Supplemental Dividends(1)

\$775 Million

Share Repurchase

**Annual Payout of Adjusted FAD** 

2021 = 79%

2022 = 75%

2023 = ~80%

<b>DIVIDEND YIELD</b> Calendar Year <sup>(2)</sup>										
2021	3.4%									
2022	6.3%									
2023	4.8%									

<sup>(1)</sup> Supplemental dividends associated with 2021 results include a \$0.50 per share interim distribution paid in 2021 Q4 and a \$1.45 per share distribution paid in 2022 Q1. Supplemental dividends associated with 2022 results include a \$0.90 per share distribution paid in 2023 Q1. Supplemental dividends associated with 2023 results include a \$0.14 per share distribution paid in 2024 Q1.

#### **TARGETING 5% ANNUAL BASE DIVIDEND GROWTH**

Driven by Timberlands, Natural Climate Solutions & Performance Improvements

#### **BASE DIVIDEND GROWTH DRIVERS**



#### **Timberlands**

Targeted acquisitions and business development



#### **Natural Climate Solutions**

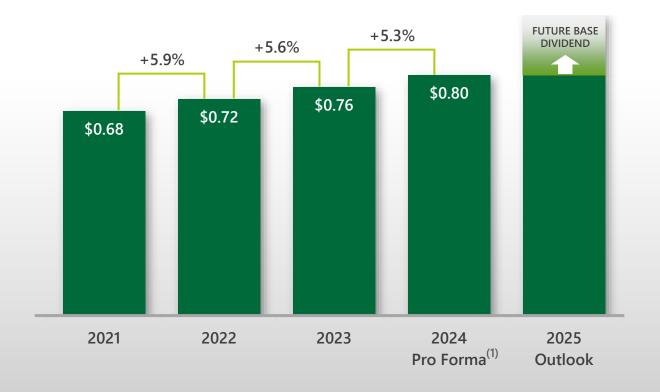
Growing EBITDA to \$100 million by YE 2025



#### **Performance Improvements**

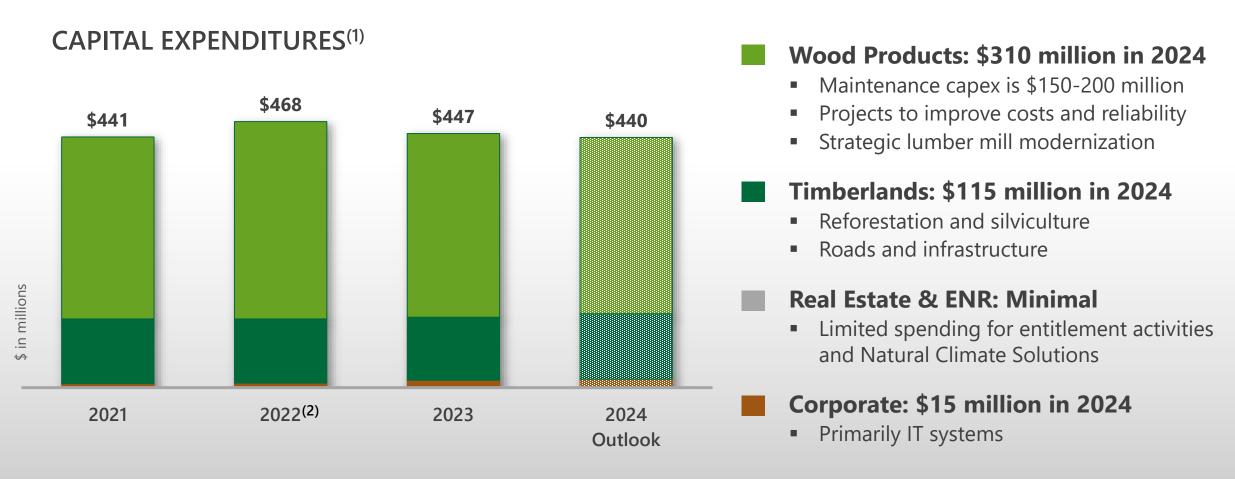
Innovation and CapEx improve margins and down-cycle cash flows

Generating Incremental & Sustainable Cash Flows Across Market Conditions



#### **CAPITAL EXPENDITURES**

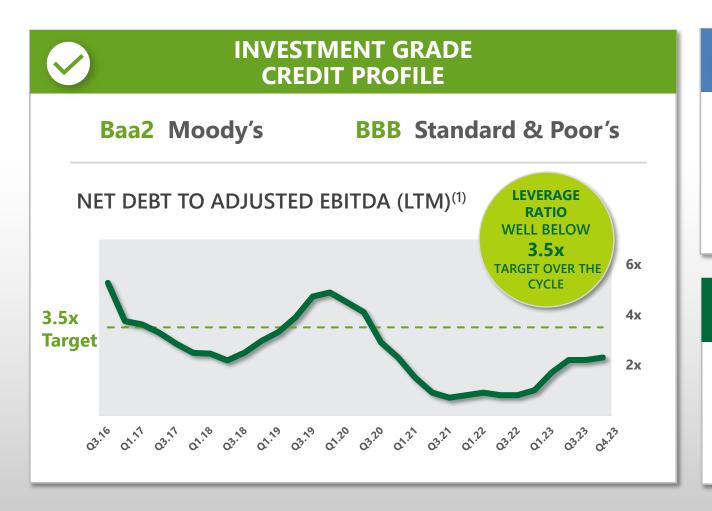
# Organic Investments to Sustain and Enhance Our Operations



<sup>(1)</sup> Includes capitalized interest of \$4 million in 2021, \$6 million in 2022, and \$7 million in 2023. (2) 2022 spend was higher than initial guidance of \$440 million primarily due to the acceleration of equipment orders with extended lead times for future planned capital projects.

#### MAINTAIN AN APPROPRIATE CAPITAL STRUCTURE

Operating from a Strong Financial Position with Significant Flexibility





#### **OPPORTUNISTIC LIABILITY MANAGEMENT**

**Paid Down Debt of** ~\$1.2 billion since 2020 Q3 Refinanced ~\$1.9 billion of debt since 2022 O1

**Reduced Pension Obligations** by ~\$4.5 billion since 2018

**STRONG ASSET** 

**COVERAGE** 

**OVER 80%** 

of business assets are in Timberlands



**AMPLE LIQUIDITY** 

\$1.5 BILLION

available revolving line of credit

# KEY MARKET DRIVERS



**Current Market Dynamics** 



Long-Term Demand Fundamentals



Carbon Platform



# **CURRENT MARKET DYNAMICS FOR OUR PRODUCTS**



- Steady demand from repair & remodel activity
- New residential construction activity remains resilient
- B.C. mill closures will be replaced by U.S. South capacity additions
- Current pricing at historical pre-pandemic levels
- Supportive long-term housing fundamentals



- New residential construction activity remains resilient
- **Current pricing above** historical pre-pandemic levels
- Supportive long-term housing fundamentals



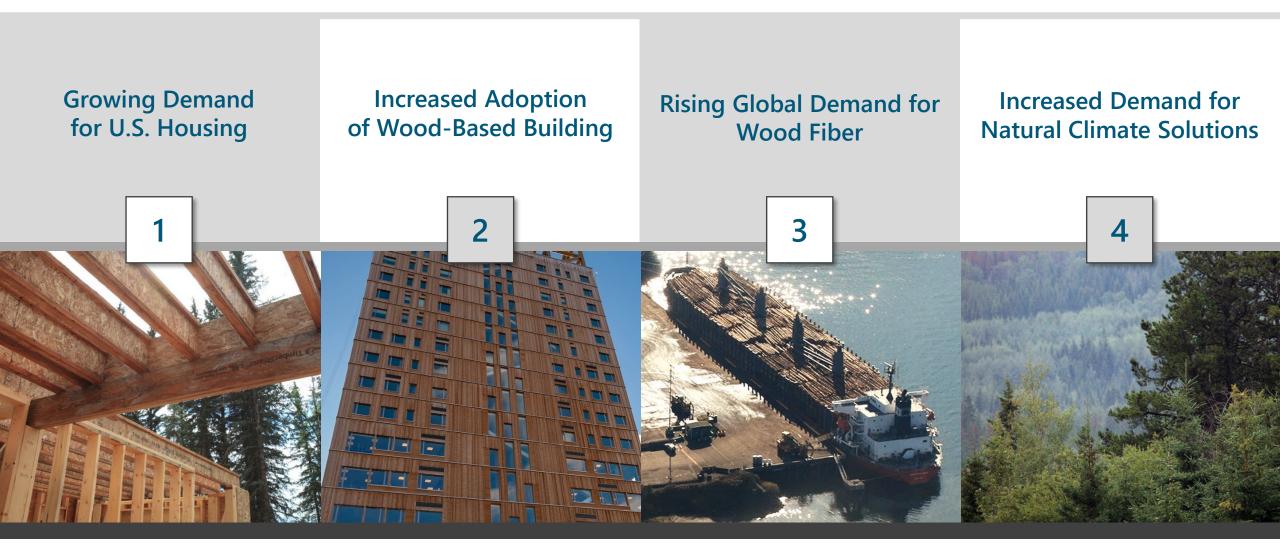
- Stable domestic wood products production
- Steady Japanese demand for WY logs
- Favorable longer-term Chinese log demand; supply constraints from Europe and Russia



- Improving sawlog demand
- WY fiber log demand generally stable
- Log pricing showing notable gains across several geographic sub-areas
- Emerging log export opportunity

### **FUNDAMENTAL DRIVERS SHAPING OUR INDUSTRY**

We Are Well Positioned to Capitalize on These Opportunities

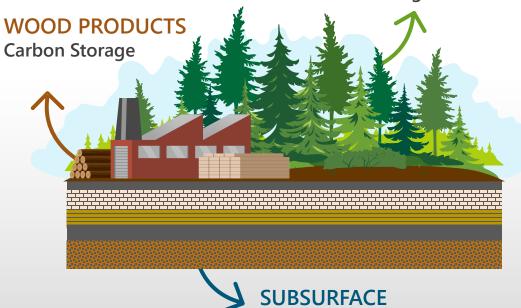


# **OUR CARBON PLATFORM**

# Driving Long-Term Portfolio Value as Carbon Markets Develop

#### **LAND & FOREST**

**Forest Carbon Credits** Renewable Energy Mitigation & Conservation



#### **Strong Timberlands Foundation**

Largest private owner of timberlands in the U.S.

- Our timberlands sequester millions of tons of CO<sub>2</sub> annually
- Surface & subsurface ownership is a strategic competitive advantage

#### **Complementary Wood Products Business**

Industry-leading scale, diversification and quality

- Our wood products store carbon for the entire product life cycle
- Committed to sustainability across our operations and supply chain

#### **Growing Natural Climate Solutions**

Expertise and technology to maximize value from every acre

- Emerging opportunities as carbon markets develop
- Increasing demand from existing lines of business

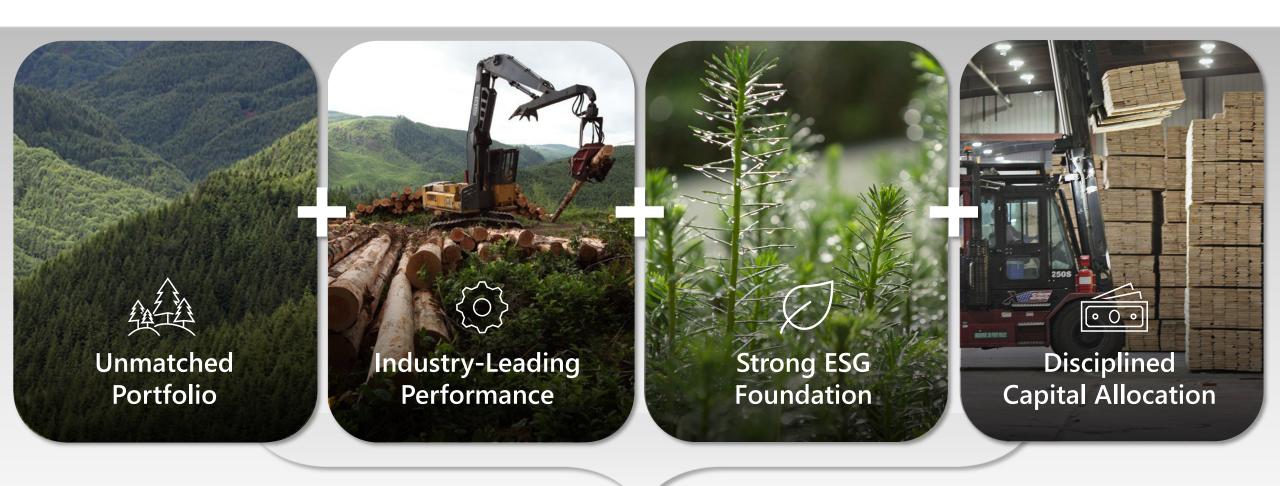
**ENHANCING VALUE OVER TIME** 



**Carbon Capture** & Sequestration

- **Underlying Timberlands Value**
- **Increased Demand for Climate-Friendly Wood Products** 
  - **Growing Cash Flow from Natural Climate Solutions**

# **WEYERHAEUSER INVESTMENT THESIS**



# **APPENDIX**

Additional Materials



# **2024 Q1 UPDATE**

SEGMENT	PRIOR OUTLOOK EXPECTED EARNINGS(1) & ADJUSTED EBITDA	OUTLOOK UPDATE EXPECTED EARNINGS(1) & ADJUSTED EBITDA
TIMBERLANDS	Comparable to 2023 Q4	Unchanged
REAL ESTATE, ENERGY & NATURAL RESOURCES	Adjusted EBITDA ~\$15 million higher than 2023 Q4 Earnings comparable to 2023 Q4	Unchanged
WOOD PRODUCTS	Slightly higher than 2023 Q4, excluding the effect of changes in average sales realizations for lumber and oriented strand board	<ul> <li>Comparable to 2023 Q4, excluding the effect of changes in average sales realizations for lumber and oriented strand board</li> <li>Lumber: Lower sales volumes and higher unit manufacturing costs than initial expectations resulting from lower production levels, partially driven by winter weather disruptions early in the quarter</li> </ul>

# **WOOD PRODUCTS SALES REALIZATIONS: CURRENT VS. 2023 Q4**

#### WEYERHAEUSER'S AVERAGE SALES REALIZATIONS

**Approximate Change** As of March 22, 2024

LUMBER <sup>(1)</sup>	Q1 QTD vs. Q4 AVERAGE	+\$15/MBF HIGHER	WY's SENSITIVITY CHANGE IN REALIZATIONS \$10/MBF
	CURRENT vs. Q4 AVERAGE	+\$35/MBF HIGHER	≈ \$50 million EBITDA ANNUALLY
OSB <sup>(2)</sup>	Q1 QTD vs. Q4 AVERAGE	+\$15/MSF HIGHER	WY's SENSITIVITY CHANGE IN REALIZATIONS \$10/MSF
	CURRENT vs. Q4 AVERAGE	+\$30/MSF HIGHER	≈ \$30 million EBITDA ANNUALLY

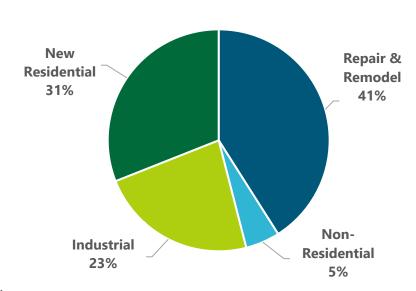
<sup>(1)</sup> Changes in average realizations typically lag changes in industry benchmark pricing due to length of order files. (2) WY reports OSB realizations in MSF 3/8". Changes in average realizations typically lag changes in industry benchmark pricing due to length of order files.

#### **LUMBER DEMAND FUNDAMENTALS AND PRICING**

- Steady demand from repair and remodel activity
- New residential construction activity remains resilient, particularly the single-family segment
- Supportive long-term housing fundamentals
- Current pricing at historical pre-pandemic levels
- Mass timber and CLT will drive higher non-residential usage over time

#### NORTH AMERICAN LUMBER CONSUMPTION

BY END USE, 2023





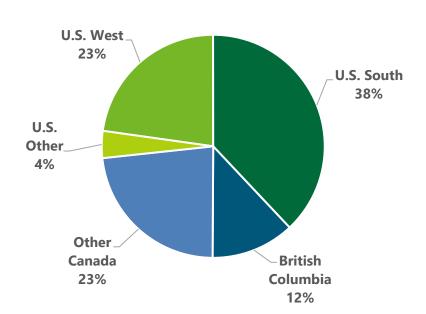
#### **LUMBER**

# B.C. Mill Closures Have Reduced Industry Capacity

- Log supply declining in British Columbia due to fires, pine beetle and lower allowable cut
- Canadian lumber exports to the U.S. remain subject to duties
- Canadian share of lumber market has decreased
- U.S. Southern lumber production gaining share

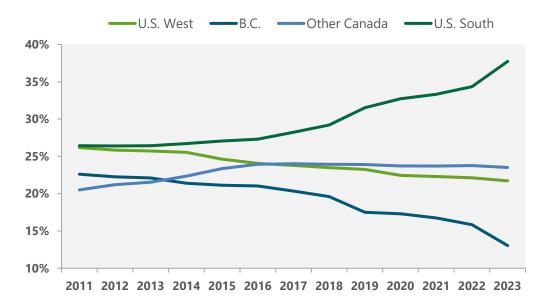
#### NORTH AMERICAN LUMBER PRODUCTION

BY REGION, 2023



#### **NORTH AMERICAN CAPACITY**(1)

% SHARE BY REGION



Source: FEA

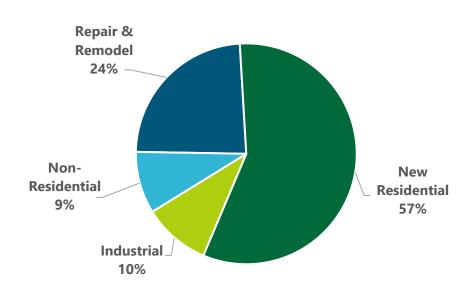


#### **OSB DEMAND FUNDAMENTALS AND PRICING**

- New residential construction activity remains resilient, particularly the single-family segment
- Supportive long-term housing fundamentals
- Current pricing above historical pre-pandemic levels

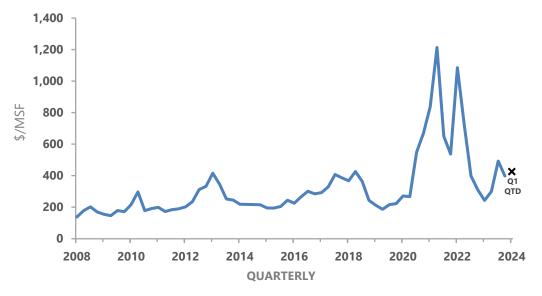
#### NORTH AMERICAN OSB CONSUMPTION

BY END USE, 2023



#### ORIENTED STRAND BOARD PRICING

7/16" NORTH CENTRAL



Source: Random Lengths
Q1 QTD as of 3/22/2024

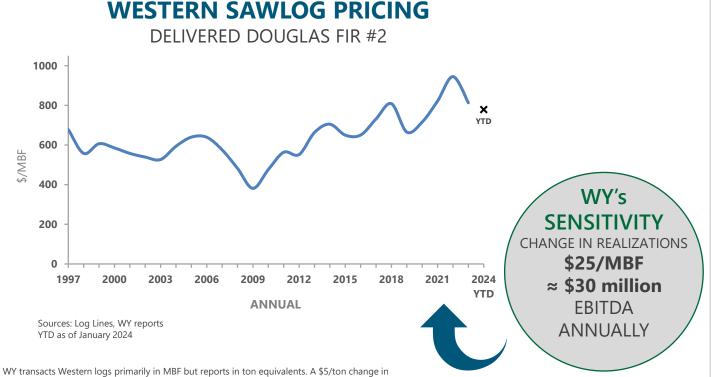
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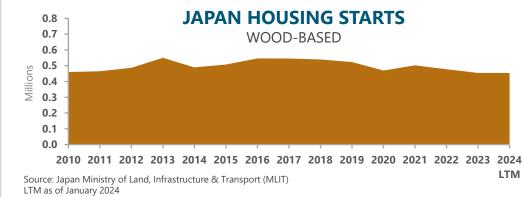
#### **WESTERN LOGS**

WY realizations is approximately \$40 million of annual EBITDA.

### Stable Domestic and Export Demand

- Highly tensioned market, with domestic and export optionality
- Largest driver of demand is U.S. housing activity
- Steady Japanese demand for WY premium logs
- China has favorable longer-term import needs and faces constraints from suppliers in Europe and Russia
- WY able to rapidly flex China volume in response to changing markets







Source: China Gov't Statistics. Customs Code Numbers: 4403-2000 Logs, coniferous. LTM as of February 2024

55

#### **SOUTHERN LOGS**

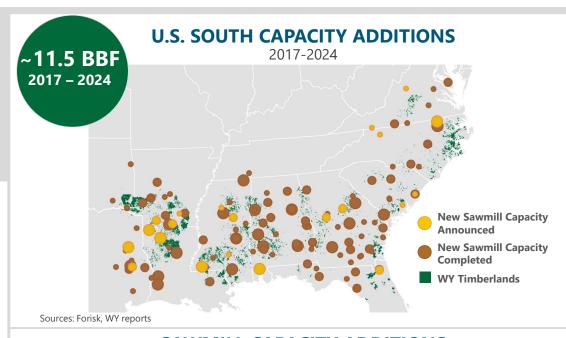
# Improving Sawlog Demand Will Drive Long-Term Price Improvement

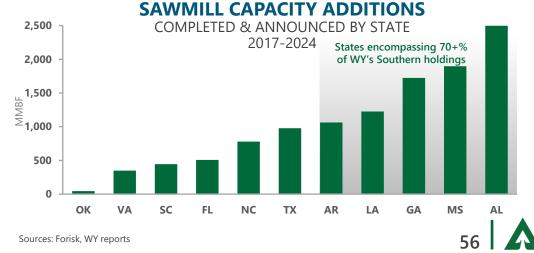
- Sawlog demand improving as capacity and operating rates increase; WY's timberlands are well positioned to benefit
- WY fiber log demand generally stable
- Log pricing showing notable gains across several geographic sub-regions
- Additional upside opportunity from Southern log exports

SOUTHERN SAWLOG PRICING

DELIVERED SOUTHERN AVERAGE PINE SAWLOG

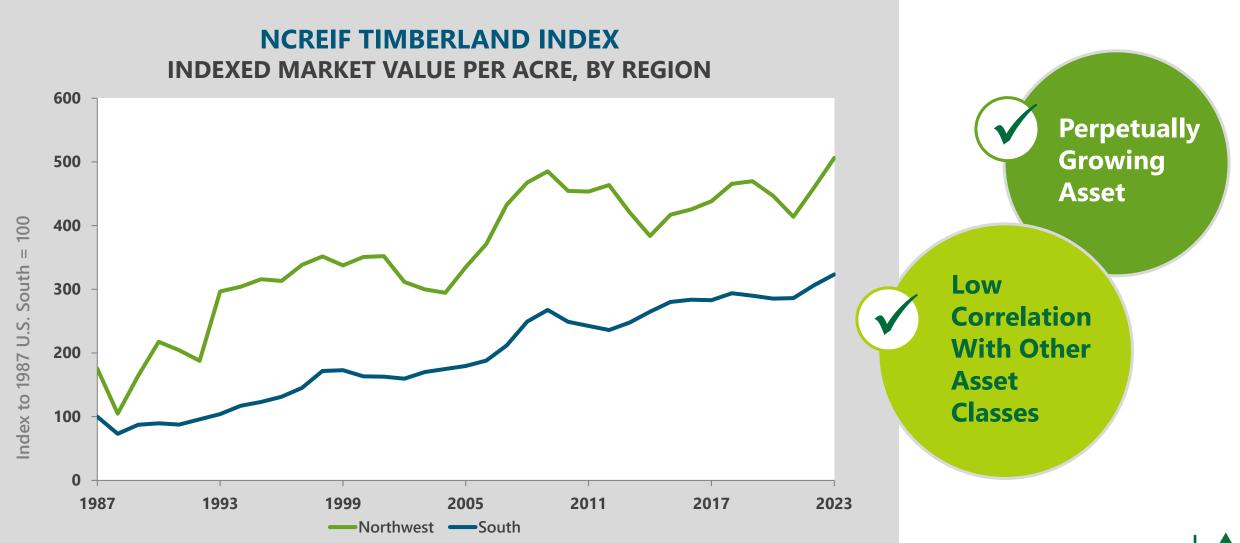
#### 60 55 WY's 40 **SENSITIVITY CHANGE IN REALIZATIONS** 1999 2002 2005 2008 201 2017 2020 2023 \$5/ton ANNUAL ≈ \$55 million Source: Timber Mart-South **EBITDA ANNUALLY**





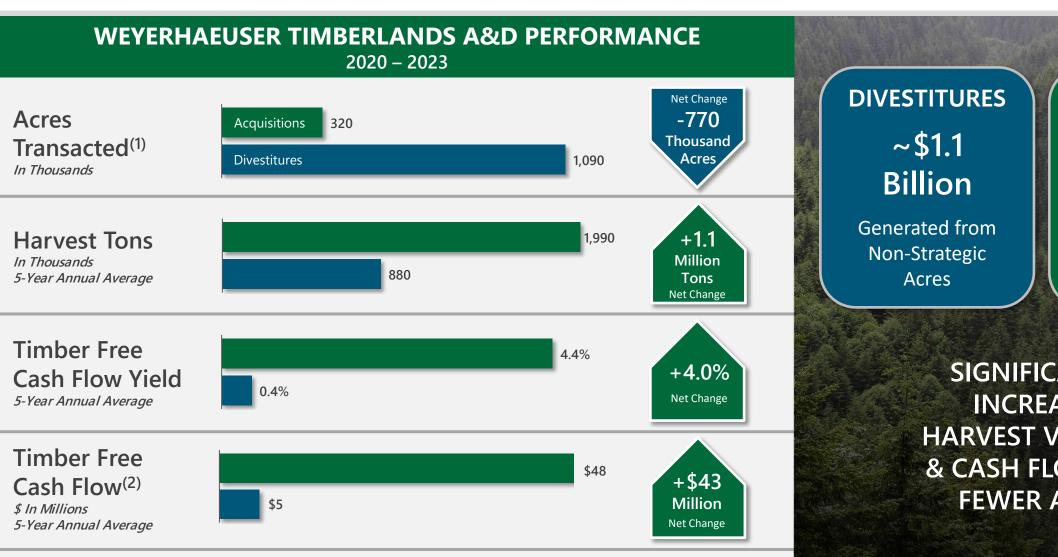
#### **TIMBERLANDS**

# **Enduring Value Across Market Cycles**



#### **ACTIVE TIMBERLANDS PORTFOLIO MANAGEMENT**

Increasing Cash Flows and Portfolio Value



**ACQUISITIONS** 

~\$1.1 Billion

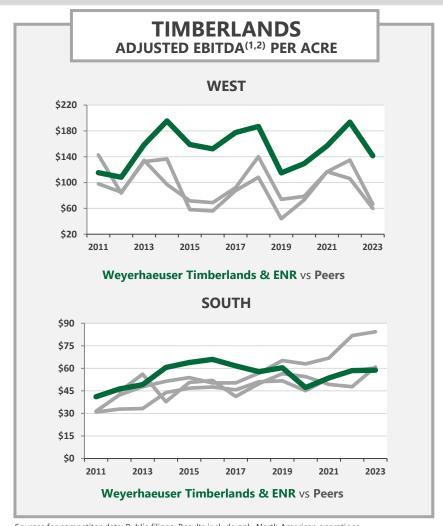
Deployed Into Strategic Acquisitions

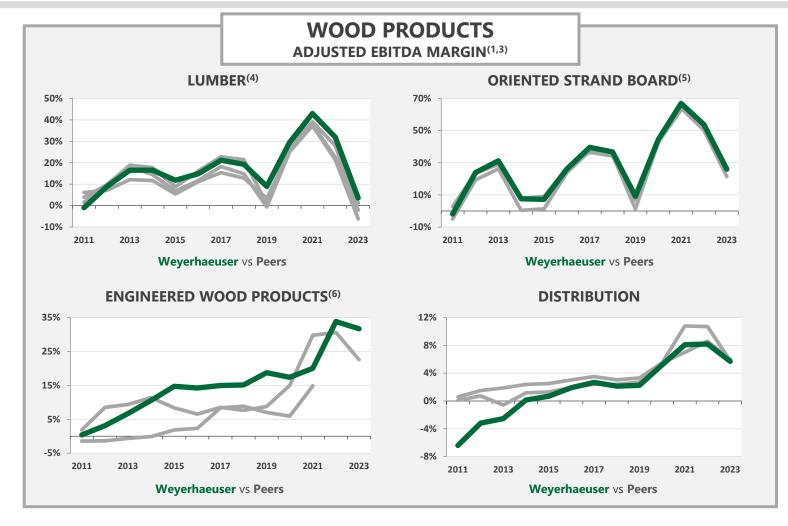
**SIGNIFICANTLY INCREASED HARVEST VOLUMES** & CASH FLOWS ON **FEWER ACRES** 



#### **DELIVERING SUPERIOR RELATIVE PERFORMANCE**

# Our OpX Scorecard





Sources for competitor data: Public filings. Results include only North American operations. (1) See appendix for definition of Adjusted EBITDA and reconciliation to GAAP amounts.

<sup>(1)</sup> See appendix for definition of Adjusted EBITDA and reconciliation to GAAP amounts.
(2) 2020 EBITDA for Weyerhaeuser Southern Timberlands reflects announced 10 percent reduction in 2020 fee harvest volumes. Timberlands peers include NCREIF, PotlatchDeltic and Rayonier. To improve comparability with peer disclosures, amounts shown for Weyerhaeuser include Timberlands EBITDA and non-timber income currently reported in the company's Energy & Natural Resources business.

<sup>(3)</sup> Wood Products peers include BlueLinx, Boise Cascade, Canfor, Interfor, Louisiana Pacific and West Fraser.

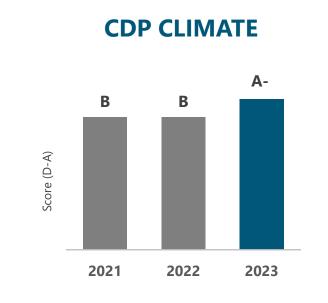
<sup>(4) 2017-2023</sup> lumber margins include expenses for softwood lumber countervailing and anti-dumping duties for all companies shown.

<sup>(5)</sup> After 2021, West Fraser (previously Norbord) excluded due to changes in segment reporting, which now combines OSB and EWP segments. (6) After 2021, Louisiana Pacific excluded due to the sale of its EWP business in 2022.

#### **RECOGNIZED ESG LEADER**

# Sustained High Performance in Major Ratings and Rankings



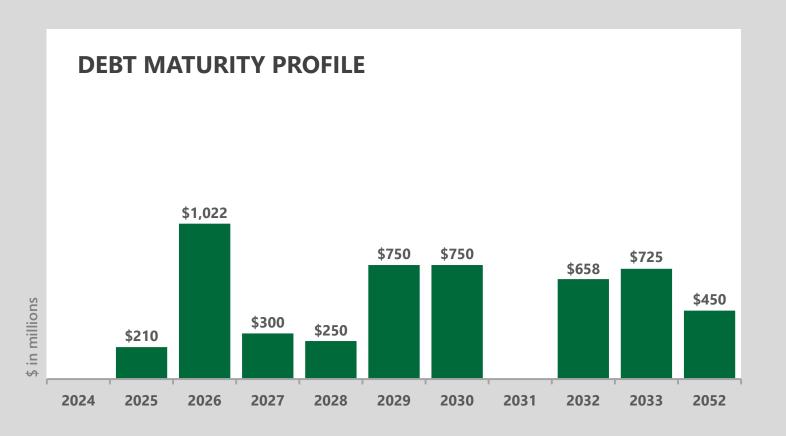




- ✓ Best-in-class among North American companies and peers
- ✓ Committed to enhancing our performance and achieving full recognition for our strong practices
- ✓ Included in major ESG indices, including the Dow Jones Sustainability Index North America



#### WELL-LADDERED DEBT PROFILE



- \$5.1 billion of long-term debt outstanding
  - √ 95% fixed rate
  - ✓ Weighted average maturity of 8 years
  - ✓ Weighted average interest rate of 5.3%<sup>(1)</sup>
- Refinanced ~\$1 billion of maturities in 2023 at favorable rates
  - ✓ No debt maturities until 2025
- Enhanced financial flexibility and lowered interest expense as a result of debt reduction and liability management actions since 2020
- Revolver used for working capital management as needed<sup>(2)</sup>



# **OUR COMPANY VISION**



# **Total Company**

\$ Millions	2017	2018	2019	2020	2021	2022	2023
Adjusted EBITDA <sup>(1)</sup>	\$2,080	\$2,032	\$1,276	\$2,201	\$4,094	\$3,654	\$1,694
Depletion, depreciation & amortization	(521)	(486)	(510)	(472)	(477)	(480)	(500)
Basis of real estate sold	(81)	(124)	(116)	(141)	(71)	(84)	(93)
Unallocated pension service costs	(4)	_	_	_	_	_	_
Special items included in operating income	(343)	(28)	1	122	97	(10)	85
Operating Income (GAAP)	\$1,131	\$1,394	\$651	\$1,710	\$3,643	\$3,080	\$1,186
Non-operating pension and other post- employment benefit costs	(62)	(272)	(516)	(290)	(19)	(254)	(45)
Interest income and other	40	60	30	5	5	25	76
Net Contribution to Earnings	\$1,109	\$1,182	\$165	\$1,425	\$3,629	\$2,851	\$1,217
Interest expense, net	(393)	(375)	(369)	(351)	(313)	(270)	(280)
Loss on debt extinguishment	_	_	(9)	(92)	_	(276)	_
Income taxes	(134)	(59)	137	(185)	(709)	(425)	(98)
Net Earnings (Loss) (GAAP)(2)	\$582	\$748	\$(76)	\$797	\$2,607	\$1,880	\$839

### **NET DEBT TO ADJUSTED EBITDA RECONCILIATION**

# **Total Company**

\$ Millions	20	16		20	17			20	18			20	19			20	20			20	21			20	22			20	23	
	Q3	Q4	Q1	Q2	Q3	Q4																								
Net Debt to Adjusted EBITDA (LTM) (1,2,3)	5.3	3.7	3.6	3.3	2.9	2.5	2.5	2.2	2.5	3.0	3.3	3.9	4.7	4.9	4.5	4.1	2.9	2.3	1.5	0.9	0.7	0.8	0.9	0.8	0.8	1.0	1.7	2.2	2.2	2.3
Total debt	\$8,310	\$6,610	\$6,606	\$6,604	\$5,995	\$5,992	\$5,928	\$5,924	\$5,921	\$6,344	\$6,401	\$6,293	\$6,590	\$6,377	\$7,426	\$6,299	\$5,974	\$5,475	\$5,475	\$5,250	\$5,250	\$5,099	\$5,053	\$5,053	\$5,053	\$5,053	\$5,053	\$5,797	\$5,679	\$5,069
Less: Cash and cash equivalents and short-term investments	769	676	455	701	497	824	598	901	348	334	259	212	153	139	1,458	643	787	495	1,016	1,777	2,326	1,879	1,205	1,723	1,920	1,581	797	1,760	1,841	1,164
Net Debt	\$7,541	\$5,934	\$6,151	\$5,903	\$5,498	\$5,168	\$5,330	\$5,023	\$5,573	\$6,010	\$6,142	\$6,081	\$6,437	\$6,238	\$5,968	\$5,656	\$5,187	\$4,980	\$4,459	\$3,473	\$2,924	\$3,220	\$3,848	\$3,330	\$3,133	\$3,472	\$4,256	\$4,037	\$3,838	\$3,905
																									_					
Adjusted EBITDA (LTM) <sup>(1,2,3)</sup>	\$1,427	\$1,583	\$1,701	\$1,794	\$1,929	\$2,080	\$2,170	\$2,301	\$2,237	\$2,032	\$1,853	\$1,559	\$1,362	\$1,276	\$1,324	\$1,367	\$1,804	\$2,201	\$2,889	\$4,076	\$4,077	\$4,094	\$4,490	\$4,122	\$3,959	\$3,654	\$2,552	\$1,816	\$1,742	\$1,694
Depletion, depreciation & amortization	(457)	(512)	(541)	(537)	(531)	(521)	(508)	(498)	(488)	(486)	(489)	(494)	(507)	(510)	(510)	(503)	(483)	(472)	(467)	(470)	(473)	(477)	(481)	(480)	(481)	(480)	(484)	(491)	(494)	(500)
Basis of real estate sold	(54)	(109)	(106)	(103)	(108)	(81)	(79)	(91)	(113)	(124)	(160)	(171)	(149)	(116)	(130)	(131)	(147)	(141)	(106)	(96)	(67)	(71)	(75)	(90)	(86)	(84)	(86)	(60)	(87)	(93)
Unallocated pension service costs	(1)	(5)	(5)	(5)	(4)	(4)	(2)	(2)	(1)	_	_		_	_	_		_	_	_	_	_	_	_	_	_					_
Special items in operating income	(129)	(135)	(73)	(264)	(457)	(343)	(339)	(149)	58	(28)	(40)	(20)	33	1	33	41	(92)	122	110	102	214	97	97	97	65	(10)	(10)	(21)	(21)	85
Operating Income (LTM) (GAAP) <sup>(1)</sup>	\$786	\$822	\$976	\$885	\$829	\$1,131	\$1,242	\$1,561	\$1,693	\$1,394	\$1,164	\$874	\$739	\$651	\$717	\$774	\$1,082	\$1,710	\$2,426	\$3,612	\$3,751	\$3,643	\$4,031	\$3,649	\$3,457	\$3,080	\$1,972	\$1,244	\$1,140	\$1,186
Equity earnings (loss) from joint ventures	21	22	17	10	2	1	1	1	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	
Non-operating pension and other post-employment benefit costs	41	48	12	(6)	(35)	(62)	(64)	(69)	(70)	(272)	(718)	(715)	(713)	(516)	(55)	(55)	(49)	(290)	(289)	(280)	(276)	(19)	(26)	(36)	(43)	(254)	(248)	(249)	(249)	(45)
Interest income and other	43	43	43	42	38	39	42	44	46	60	58	53	46	30	21	17	13	5	5	5	4	5	3	2	10	25	38	55	70	76
Net Contribution to Earnings (LTM) <sup>(1)</sup>	\$891	\$935	\$1,048	\$931	\$834	\$1,109	\$1,221	\$1,537	\$1,669	\$1,182	\$504	\$212	\$72	\$165	\$683	\$736	\$1,046	\$1,425	\$2,142	\$3,337	\$3,479	\$3,629	\$4,008	\$3,615	\$3,424	\$2,851	\$1,762	\$1,050	\$961	\$1,217
Interest expense, net of capitalized interest	(410)	(431)	(435)	(421)	(405)	(393)	(387)	(379)	(374)	(375)	(377)	(388)	(386)	(378)	(356)	(357)	(365)	(385)	(437)	(412)	(380)	(313)	(306)	(293)	(281)	(270)	(264)	(269)	(274)	(280)
Loss on debt extinguishment	_	_	_	_	_	_	_	_	_	_	(12)	_	_	_	_	(11)	(23)	(58)	_	_	_	_	(276)	(276)	(276)	(276)	_	_	_	
Income taxes	(42)	(89)	(102)	(105)	(56)	(134)	(140)	(171)	(183)	(59)	75	177	159	137	36	(61)	(167)	(185)	(377)	(641)	(616)	(709)	(729)	(589)	(582)	(425)	(238)	(79)	(56)	(98)
Net Earnings (Loss) from Continuing Operations (LTM) <sup>(1)</sup>	\$439	\$415	\$511	\$405	\$373	\$582	\$694	\$987	\$1,112	\$748	\$190	\$1	(\$155)	(\$76)	\$363	\$307	\$491	\$797	\$1,328	\$2,284	\$2,483	\$2,607	\$2,697	\$2,457	\$2,285	\$1,880	\$1,260	\$702	\$631	\$839
Earnings from discontinued operations, net of income taxes	107	612	592	554	489	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	_	
Net Earnings (Loss) (LTM) (GAAP) <sup>(1)</sup>	\$546	\$1,027	\$1,103	\$959	\$862	\$582	\$694	\$987	\$1,112	\$748	\$190	\$1	(\$155)	(\$76)	\$363	\$307	\$491	\$797	\$1,328	\$2,284	\$2,483	\$2,607	\$2,697	\$2,457	\$2,285	\$1,880	\$1,260	\$702	\$631	\$839
Dividends on preference shares	(33)	(22)	(11)						_			_							_		_						_		_	
Net Earnings (Loss) to Common Shareholders (LTM) (GAAP) <sup>(1)</sup>	\$513	\$1,005	\$1,092	\$959	\$862	\$582	\$694	\$987	\$1,112	\$748	\$190	\$1	(\$155)	(\$76)	\$363	\$307	\$491	\$797	\$1,328	\$2,284	\$2,483	\$2,607	\$2,697	\$2,457	\$2,285	\$1,880	\$1,260	\$702	\$631	\$839

<sup>(1)</sup> LTM = last twelve mont

<sup>(2)</sup> Net debt to Adjusted EBITDA is a non-GAAP measure that management uses to evaluate the performance of the company. Net debt to Adjusted EBITDA, as we define it, is long-term debt and borrowings on line of credit, net of cash and cash equivalents and short-term investments divided by the last twelve months of Adjusted EBITDA.

<sup>(3)</sup> Adjusted EBITDA 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, basis of real estate sold, unallocated pension service costs and special items. Adjusted EBITDA excludes results from joint ventures. Adjusted EBITDA should not be considered in isolation from, and is not intended to represent an alternative to, our GAAP results.

#### Timberlands

\$ Millions	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Western Timberlands and Energy & Natural Resources (ENR)	\$283	\$263	\$380	\$579	\$470	\$449	\$520	\$544	\$332	\$354	\$404	\$493	\$359
Less: EBITDA attributable to Western ENR <sup>(1)</sup>	4	5	7	8	11	6	12	12	14	14	17	20	15
Western Timberlands	279	258	373	571	459	443	508	532	318	340	387	473	344
Southern Timberlands and ENR	290	339	372	457	472	469	428	398	410	319	363	399	397
Less: EBITDA attributable to Southern ENR <sup>(1)</sup>	64	41	44	47	42	43	45	47	58	45	62	92	91
Southern Timberlands	226	298	328	410	430	426	383	351	352	274	301	307	306
Northern Timberlands	29	28	32	47	41	26	23	19	15	4	9	14	6
Other Timberlands	(15)	(8)	46	2	7	6	22	_	(5)	(8)	(4)	(10)	(10)
Adjusted EBITDA including Legacy Plum Creek operations <sup>(1,2)</sup>	\$519	\$576	\$779	\$1,030	\$937	\$901	\$936	\$902	\$680	\$610	\$693	\$784	\$646
Less: EBITDA attributable to Plum Creek <sup>(3)</sup>	175	203	235	291	260	36	_		_	_	_	_ [	_
Weyerhaeuser Timberlands Adjusted EBITDA <sup>(1)</sup>	\$344	\$373	\$544	\$739	\$678	\$865	\$936	\$902	\$680	\$610	\$693	\$784	\$646
Depletion, depreciation & amortization	(138)	(143)	(168)	(207)	(208)	(366)	(356)	(319)	(301)	(257)	(261)	(256)	(267)
Special items	_	_	_	_	_	_	(48)	_	(32)	102	32	_	109
Operating Income (GAAP)	\$206	\$230	\$376	\$532	\$470	\$499	\$532	\$583	\$347	\$455	\$464	\$528	\$488
Interest income and other	4	3	4	_	_	_	_	_	_	_	_	_	_
Loss attributable to non-controlling interest	_	1	_	_	_	_	_	_	_	_	_	_	_
Net Contribution to Earnings	\$210	\$234	\$380	\$532	\$470	\$499	\$532	\$583	\$347	\$455	\$464	\$528	\$488



<sup>(1)</sup> Adjusted EBITDA 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, basis of real estate sold, unallocated pension service costs and special items. Adjusted EBITDA excludes results from joint ventures. Adjusted EBITDA should not be considered in isolation from, and is not intended to represent an alternative to, our GAAP results.

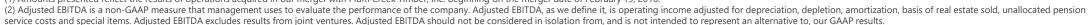
(2) Results exclude Real Estate, Energy & Natural Resources, which was reported as part of legacy Weyerhaeuser's Timberlands segment. West includes Plum Creek Washington and Oregon operations. South includes Plum Creek Southern Resources.

<sup>(2)</sup> Results represent Plum Creek Timberlands EBITDA from October 1, 2011 through February 18, 2016.

#### **Wood Products**

\$ Millions	2011	2012	2013	2014	2015	2016 <sup>(1)</sup>	2017	2018	2019	2020	2021	2022	2023
Lumber	(\$7)	\$130	\$317	\$319	\$212	\$289	\$459	\$459	\$183	\$799	\$1,630	\$1,103	\$83
OSB	(4)	143	247	46	41	183	359	329	59	466	1,292	879	250
EWP	6	17	45	79	114	145	173	177	207	188	285	585	455
Distribution	(37)	(29)	(33)	2	10	25	38	32	33	86	176	184	103
Other	(1)	(15)	(2)	_	(5)	(1)	(12)	(10)	(6)	(12)	(26)	(14)	14
Adjusted EBITDA <sup>(2)</sup>	(\$43)	\$246	\$574	\$446	\$372	\$641	\$1,017	\$987	\$476	\$1,527	\$3,357	\$2,737	\$905
Depletion, depreciation & amortization	(151)	(133)	(123)	(119)	(106)	(129)	(145)	(149)	(191)	(195)	(196)	(201)	(210)
Special items	(52)	6	(10)	_	(8)	_	(303)	_	68	8	50	_	14
Operating Income (GAAP)	(\$246)	\$119	\$441	\$327	\$258	\$512	\$569	\$838	\$353	\$1,340	\$3,211	\$2,536	\$709
Interest income and other	3	1	_	_	_	_	_	_		_	_	_	_
Net Contribution to Earnings	(\$243)	\$120	\$441	\$327	\$258	\$512	\$569	\$838	\$353	\$1,340	\$3,211	\$2,536	\$709

<sup>(1)</sup> Amounts presented reflect the results of operations acquired in our merger with Plum Creek Timber, Inc. beginning on the merger date of February 19, 2016.



# Real Estate, Energy & Natural Resources

\$ Millions	2017	2018	2019	2020	2021	2022	2023
Real Estate	\$178	\$196	\$193	\$176	\$207	\$206	\$206
Energy & Natural Resources	63	68	81	65	89	123	114
Adjusted EBITDA <sup>(1)</sup>	\$241	\$264	\$274	\$241	\$296	\$329	\$320
Depletion, depreciation & amortization	(15)	(14)	(14)	(14)	(15)	(17)	(16)
Basis of real estate sold	(81)	(124)	(116)	(141)	(71)	(84)	(93)
Special Items in operating income	_	_	_	_	_	(10)	_
Operating Income (GAAP)	\$145	\$126	\$144	\$86	\$210	\$218	\$211
Interest income and other	1	1	_	_	_	_	_
Net Contribution to Earnings	\$146	\$127	\$144	\$86	\$210	\$218	\$211

#### **Natural Climate Solutions**

\$ Millions	2020	2021	2022	2023
Total Natural Climate Solutions Adjusted EBITDA <sup>(1)</sup>	\$22	\$38	\$43	\$47
Depletion, depreciation & amortization	(1)	(1)	(1)	(1)
Basis of real estate sold	(9)	(10)	(10)	(11)
Operating Income (GAAP)	\$12	\$27	\$32	\$35

We have not provided a reconciliation of forecasted Adjusted EBITDA related to Natural Climate Solutions to the most comparable GAAP measure because Adjusted EBITDA excludes the impact of certain items described in the definition above and management cannot estimate the impact these items will have on Adjusted EBITDA without unreasonable effort. We believe that the probable significance of providing these forward-looking non-GAAP financial measures without a reconciliation to operating income is that investors and analysts will have certain information that we believe is useful and meaningful regarding our Natural Climate Solutions business, but they will not have that information on a GAAP base. As a result, investors may be unable to expected impact to our historical results or expected results of other companies that may have treated such matters differently. Management believes that, given the inherent uncertainty of forward-looking statements, investors and analysts will be able to understand and appropriately take into account the limitations in the information we have provided. Investors are cautioned that we cannot predict the occurrence, timing or amount of all non-GAAP items that we exclude from Adjusted EBITDA. Accordingly, the actual effect of these items, when determined, could potentially be significant to the calculation of Adjusted EBITDA over the medium-term.

# ADJUSTED FUNDS AVAILABLE FOR DISTRIBUTION (FAD) RECONCILIATION

\$ Millions	2017	2018	2019	2020	2021	2022	2023
Net cash from operations	\$1,201	\$1,112	\$966	\$1,529	\$3,159	\$2,832	\$1,433
Capital expenditures (excluding discontinued operations)	(419)	(427)	(384)	(281)	(441)	(468)	(447)
Funds Available for Distribution <sup>(1)</sup>	\$782	\$685	\$582	\$1,248	\$2,718	\$2,364	\$986
Cash for product remediation payments (from product remediation insurance recoveries)	192	96	(68)	(8)	_	(37)	_
Cash tax payments attributable to Cellulose Fibers divestiture	75	_	_	_	_	_	
Cash contribution to (cash tax refund associated with contribution to) our U.S. qualified pension plan	_	300	_	_	(95)	_	_
Adjusted Funds Available for Distribution <sup>(2)</sup>	\$1,049	\$1,081	\$514	\$1,240	\$2,623	\$2,327	\$986



<sup>(1)</sup> Funds available for distribution (FAD) is a non-GAAP measure that management uses to evaluate the company's liquidity. FAD, as we define it, is net cash from operations adjusted for capital expenditures. FAD measures cash generated during the period (net of capital expenditures) that is available for dividends, repurchases of common shares, debt reduction, acquisitions, and other discretionary and nondiscretionary capital allocation activities. FAD should not be considered in isolation from, and is not intended to represent an alternative to, our GAAP results.

<sup>(2)</sup> Adjusted funds available for distribution (Adjusted FAD) is a non-GAAP measure that management uses to evaluate the company's liquidity. Adjusted FAD, as we define it, is net cash from operations adjusted for capital expenditures and significant non-recurring items. Adjusted FAD measures cash generated during the period (net of capital expenditures and significant non-recurring items) that is available for dividends, repurchases of common shares, debt reduction, acquisitions, and other discretionary and nondiscretionary capital allocation activities. Adjusted FAD should not be considered in isolation from, and is not intended to represent an alternative to, our GAAP results.