



WEYERHAEUSER

EARNINGS RESULTS | 2nd Quarter 2015

July 31, 2015



FORWARD-LOOKING STATEMENTS

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

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

This presentation contains forward-looking statements regarding the company's expectations during the third quarter of 2015, including with respect to: earnings; harvest volumes, log realizations and costs in Timberlands; sales volumes and realizations across Wood Products product lines; and maintenance outages, pulp sales realizations and sales volumes in Cellulose Fibers.



NON-GAAP FINANCIAL MEASURES

- During the course of this presentation, certain non-U.S. GAAP financial information will be presented. A reconciliation of those numbers to U.S. GAAP financial measures is included in this presentation which is available on the company's website at *www.weyerhaeuser.com*



2015 Q2 CONSOLIDATED RESULTS

Chart 1

\$ Millions	2015	2015	
	Q1	Q2	Change
Contribution to Earnings Before Special Items			
Timberlands	\$ 162	\$ 127	\$ (35)
Wood Products	62	71	9
Cellulose Fibers	33	27	(6)
Unallocated Items	(41)	20	61
Total Contribution to Earnings Before Special Items	\$ 216	\$ 245	\$ 29
Adjusted EBITDA ¹	\$ 333	\$ 358	\$ 25

1. A reconciliation to GAAP is set forth on Chart 17.
2. Other (income) expense, net includes: R&D expense, charges for restructuring, closures and impairments; other operating income, net; interest income and other. Interest income and other includes approximately \$8 million of income from special purpose entity (SPE) investments for each quarter presented.
3. Interest expense is net of capitalized interest and includes approximately \$7 million of expense on special purpose entity (SPE) notes for each quarter presented.
4. Income taxes attributable to special items are included in Special items, after-tax. An explanation is set forth on Chart 2.
5. A reconciliation to GAAP is set forth on Chart 2.

\$ Millions EXCEPT EPS	2015	2015
	Q1	Q2
Consolidated Statement of Operations Before Special Items		
Net sales	\$ 1,721	\$ 1,807
Cost of products sold	1,385	1,474
Gross margin	336	333
SG&A expenses	102	99
Other (income) expense, net ²	18	(11)
Total Contribution to Earnings Before Special Items	\$ 216	\$ 245
Interest expense, net ³	(83)	(88)
Income taxes ⁴	(23)	(13)
Dividends on preference shares	(11)	(11)
Net Earnings to Common Shareholders Before Special Items⁵	\$ 99	\$ 133
Special items, after-tax	(9)	—
Net Earnings to Common Shareholders	\$ 90	\$ 133
Diluted EPS Before Special Items⁵	\$ 0.19	\$ 0.26
Diluted EPS	\$ 0.17	\$ 0.26



EARNINGS BEFORE SPECIAL ITEMS

Chart 2

\$ Millions EXCEPT EPS	2015 Q1			2015 Q2		
	Pre-Tax Earnings ⁶	After-Tax Earnings	Diluted EPS	Pre-Tax Earnings ⁶	After-Tax Earnings	Diluted EPS
Earnings Before Special Items	\$ 133	\$ 99	\$ 0.19	\$ 157	\$ 133	\$ 0.26
Special Items:						
Gain on postretirement plan amendment	—	—	—	—	—	—
Restructuring, impairments, and other charges ⁷	(13)	(9)	(0.02)	—	—	—
Total Special Items	(13)	(9)	(0.02)	—	—	—
Earnings Including Special Items (GAAP)	\$ 120	\$ 90	\$ 0.17	\$ 157	\$ 133	\$ 0.26

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

7. 2015 Q1 includes a noncash impairment charge related to a nonstrategic asset.



TIMBERLANDS SEGMENT

Chart 3

2nd Quarter Notes

- Lower domestic and export log sales realizations and higher sales volumes in the West
- Seasonally higher fee harvest volumes in the South
- Lower earnings from the disposition of non-strategic timberlands

TIMBERLANDS (\$ Millions) ⁸		2015	2015
Segment Statement of Operations		Q1	Q2
Third party sales	\$	342	\$ 334
Intersegment sales		150	138
Total Sales		492	472
Cost of products sold		316	332
Gross margin		176	140
SG&A expenses		23	21
Other income, net ⁹		(9)	(8)
Contribution to Earnings	\$	162	\$ 127
Adjusted EBITDA¹⁰	\$	215	\$ 178
Gross Margin Percentage¹¹		36%	30%
Operating Margin Percentage¹²		33%	27%

8. Amounts presented exclude Canadian Forestlands operations, which are operated as a cost center for the purpose of supplying Weyerhaeuser's Canadian manufacturing facilities and contribute no margin to the Timberlands segment.

9. Other income, net includes: R&D expense, charges for restructuring, closures and impairments; other operating income, net; interest income and other.

10. A reconciliation to GAAP is set forth on Chart 18.

11. Gross margin divided by total sales.

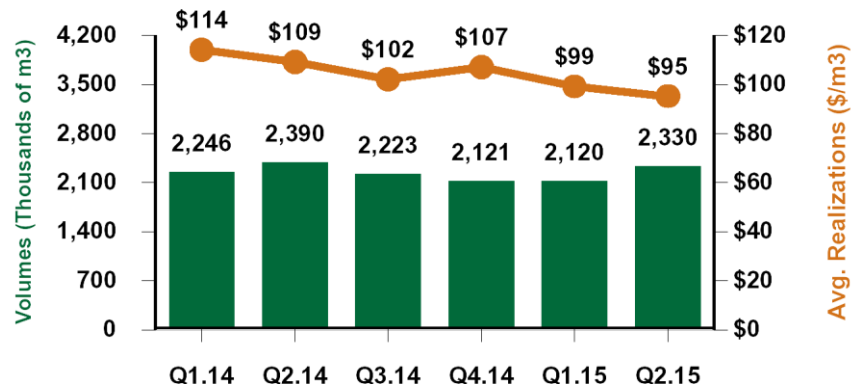
12. Contribution to earnings divided by total sales.



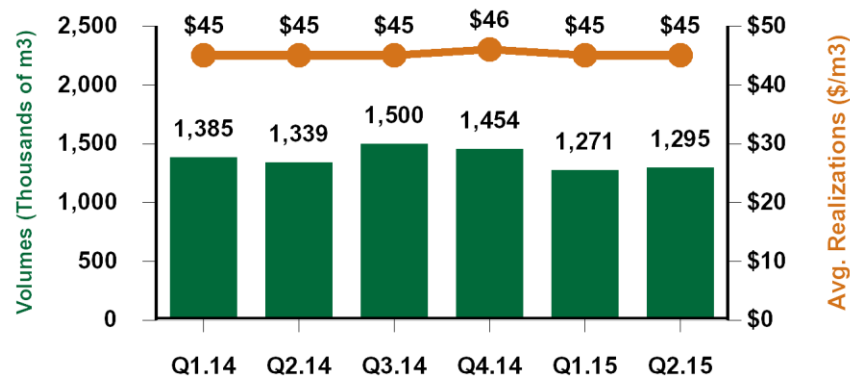
SALES VOLUMES AND REALIZATIONS

Chart 4

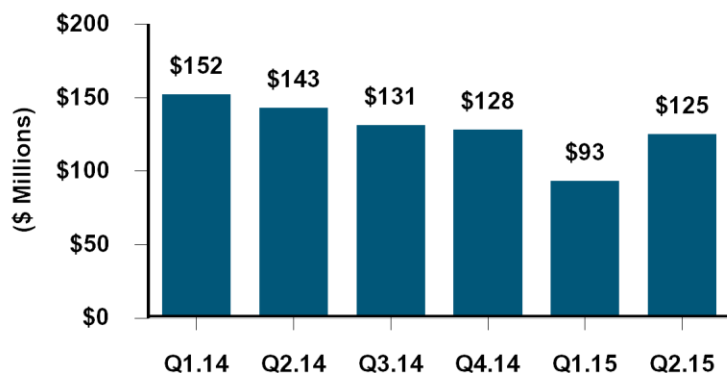
3rd-Party Log Sales and Realizations - West



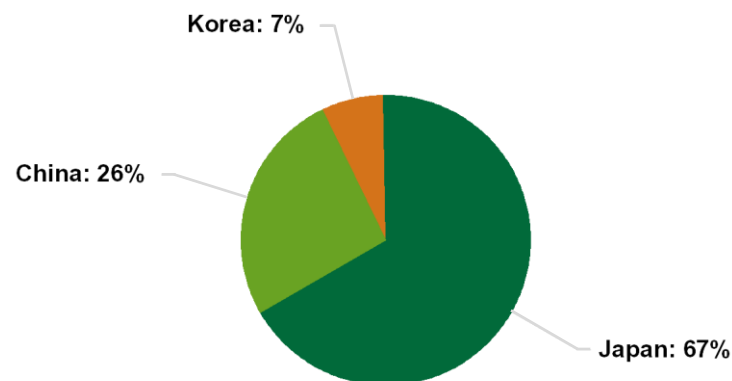
3rd-Party Log Sales and Realizations - South



Export Log Revenue¹³



Export Log Revenue by Country¹³



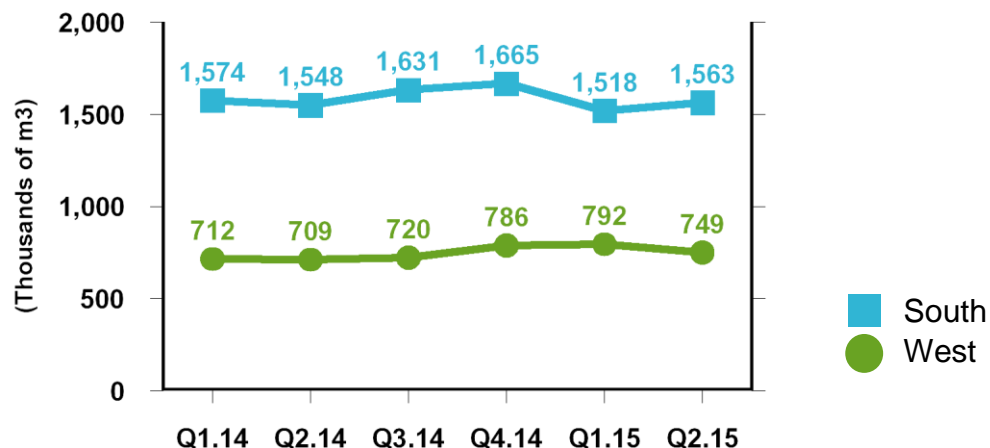
2015 Q2



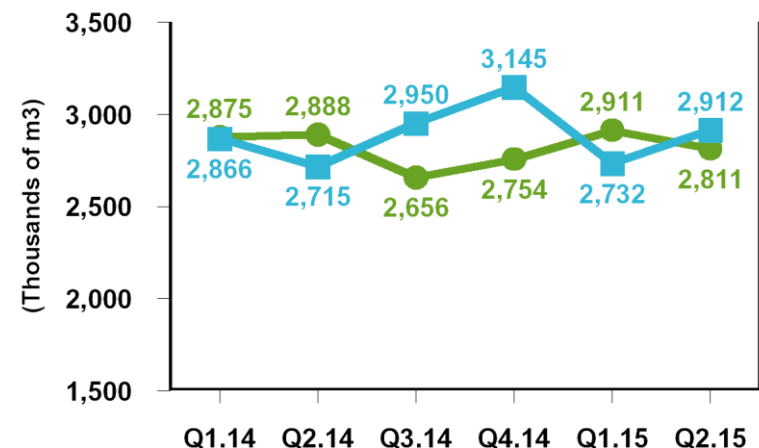
WESTERN/SOUTHERN TIMBERLANDS

Chart 5

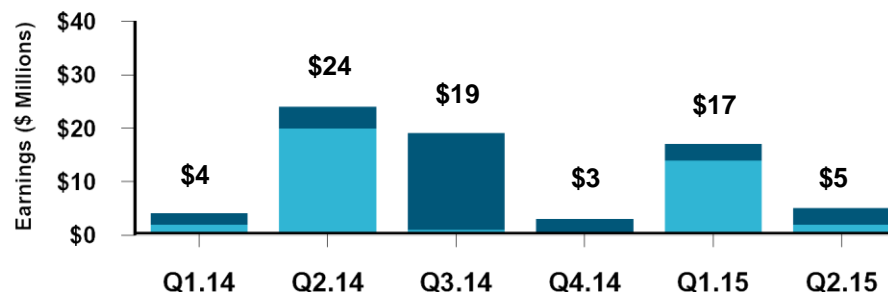
Intersegment Log Sales Volume





Fee Harvest Volume



Earnings from Timberland Dispositions



 HBU Sales, including Non-Strategic Timberlands
 Like Kind Exchange (IRC Section 1031)



WOOD PRODUCTS SEGMENT

Chart 6

WOOD PRODUCTS (\$ Millions)	2015	2015
EBITDA by Business	Q1	Q2
Lumber	\$ 65	\$ 59
OSB	4	—
Engineered Wood Products	26	38
Distribution	(3)	2
Other	(4)	(1)
Total Adjusted EBITDA¹⁴	\$ 88	\$ 98

2nd Quarter Notes

- Seasonally higher sales volumes across all product lines
- Manufacturing costs improved due to increased operating rates and operational excellence initiatives
- Lower Western log costs
- Lower lumber and OSB average sales realizations

WOOD PRODUCTS (\$ Millions)	2015	2015
Segment Statement of Operations	Q1	Q2
Third party sales	\$ 923	\$ 1,004
Intersegment sales	19	22
Total sales	942	1,026
Cost of products sold	829	903
Gross margin	113	123
SG&A expenses	50	49
Other expenses, net ¹⁵	1	3
Contribution to Earnings	\$ 62	\$ 71
Total Adjusted EBITDA	\$ 88	\$ 98
Gross Margin Percentage¹⁶	12%	12%
Operating Margin Percentage¹⁷	7%	7%

14. Adjusted EBITDAs for Wood Products businesses include earnings on internal sales, primarily from the manufacturing businesses to Distribution. These sales occur at market price. A reconciliation to GAAP is set forth on Chart 19.

15. Other expenses, net includes: R&D expense, charges for restructuring, closures and impairments; other operating income, net; interest income and other.

16. Gross margin divided by total sales.

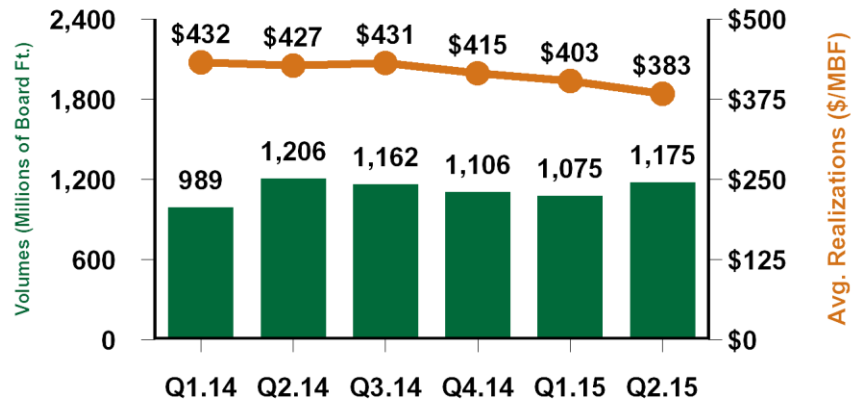
17. Contribution to earnings divided by total sales.



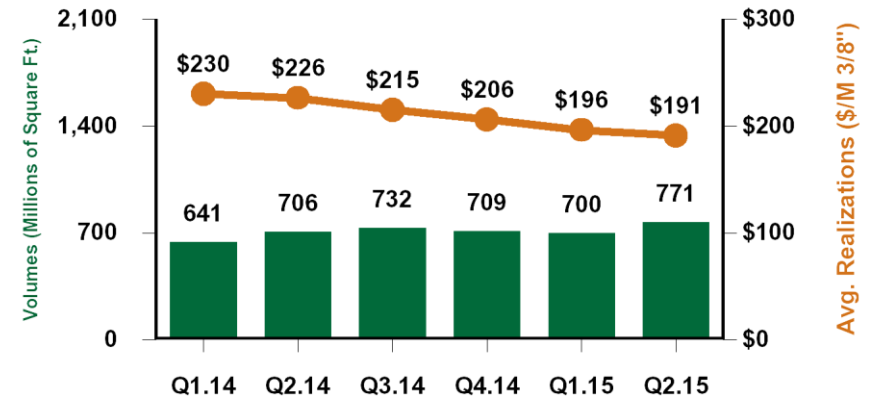
3RD-PARTY SALES VOLUMES AND REALIZATIONS¹⁸

Chart 7

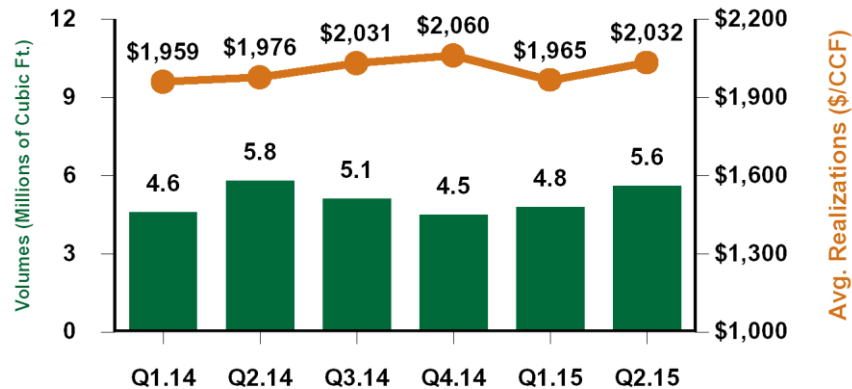
Lumber



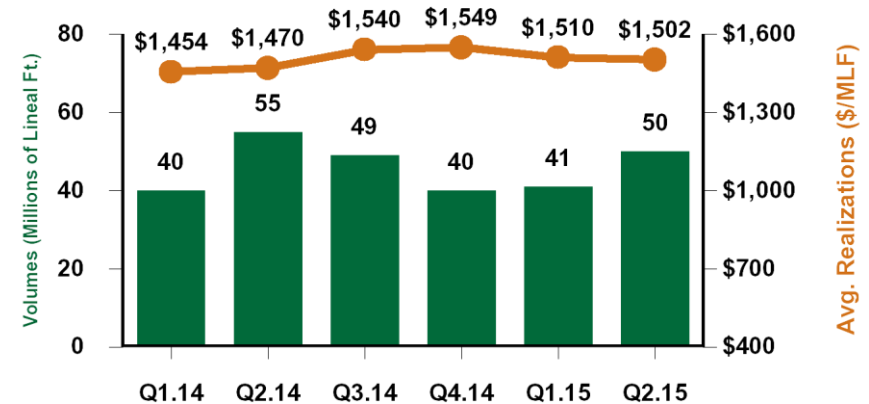
OSB



Engineered Wood - Solid Section



Engineered Wood - TJI's



18. Sales volumes include sales of internally produced products and products purchased for resale primarily through our distribution business.



CELLULOSE FIBERS SEGMENT

Chart 8

2nd Quarter Notes

- Higher maintenance costs due to a planned extended pulp mill outage
- Lower average pulp sales realizations
- Lower net energy costs primarily due to operational excellence initiatives

CELLULOSE FIBERS (\$ Millions)		2015	2015
Segment Statement of Operations		Q1	Q2
Total Sales	\$	447	\$ 467
Cost of products sold		394	417
Gross margin		53	50
SG&A expenses		20	21
Other expense, net ¹⁹		—	2
Contribution to Earnings	\$	33	\$ 27
Adjusted EBITDA²⁰	\$	78	\$ 72
Gross Margin Percentage²¹		12%	11%
Operating Margin Percentage²²		7%	6%

19. Other expense, net includes: R&D expense, charges for restructuring, closures and impairments; other operating income, net; interest income and other.

20. A reconciliation to GAAP is set forth on Chart 17.

21. Gross margin divided by total sales.

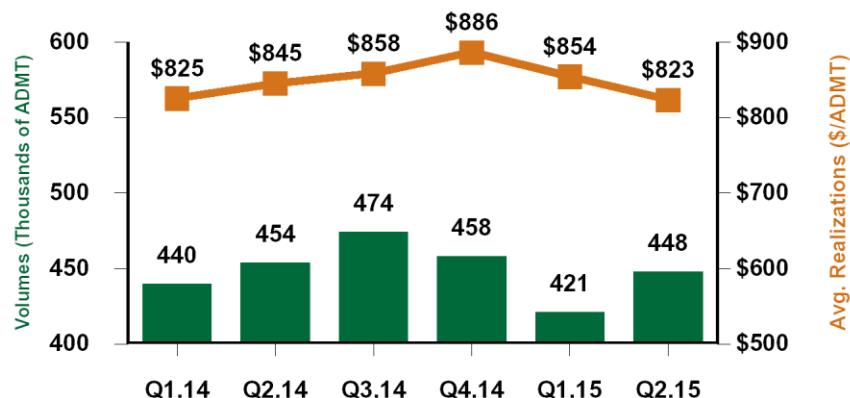
22. Contribution to earnings divided by total sales.



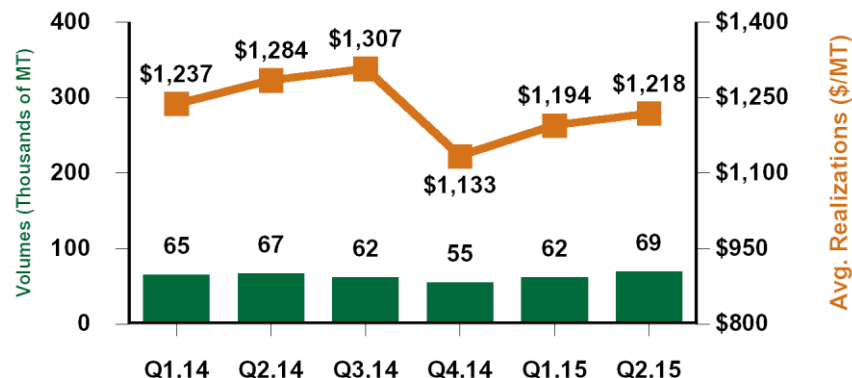
CELLULOSE FIBERS SEGMENT

Chart 9

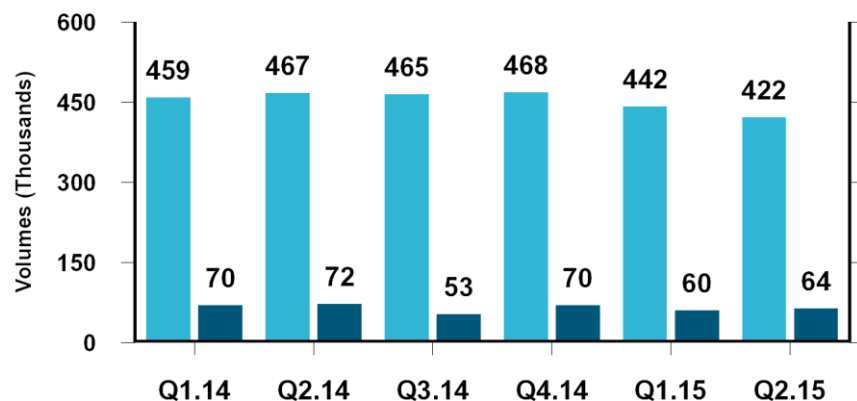
3rd-Party Sales Volumes and Realizations - Pulp



3rd-Party Sales Volumes and Realizations - Liquid Packaging²³



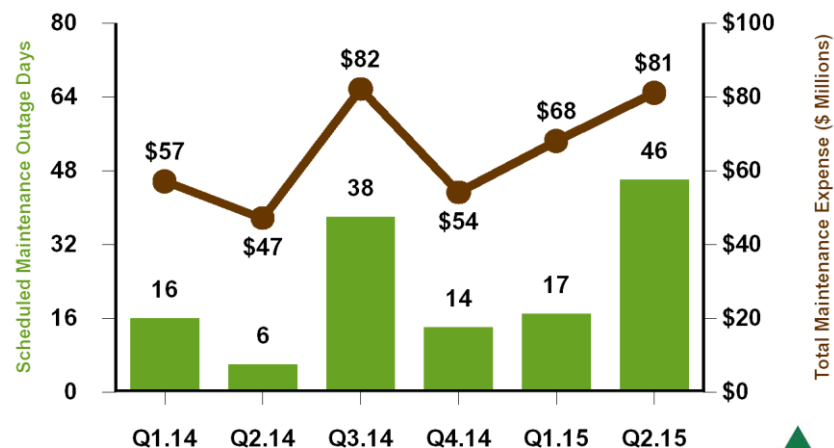
Production Volumes



■ Pulp (ADMT)

■ Liquid Packaging (metric tons)²³

Maintenance Expense and Scheduled Maintenance Outage Days²⁴



23. Beginning in first quarter 2015, liquid packaging volumes are reported in thousands of metric tons for all periods.

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



UNALLOCATED ITEMS

Chart 10

UNALLOCATED ITEMS (\$ Millions) ²⁵	2015	2015
	Q1	Q2
Unallocated corporate function expenses	\$ (9)	\$ (7)
Unallocated share-based compensation	3	1
Unallocated pension & postretirement credits	3	3
Foreign exchange gains (losses)	(29)	9
Elimination of intersegment profit in inventory and LIFO	(12)	18
Other, including interest income	3	(4)
Contribution to Earnings Before Special Items	\$ (41)	\$ 20
Special items, pre-tax	(13)	—
Contribution to Earnings	\$ (54)	\$ 20
Adjusted EBITDA	\$ (48)	\$ 10

UNALLOCATED ITEMS (\$ Millions)	2015	2015
By Natural Expense	Q1	Q2
Cost (credit) to products sold ²⁶	\$ (6)	\$ 20
G&A expenses ²⁷	(9)	(8)
Other income (expense), net	(26)	8
Contribution to Earnings Before Special Items	\$ (41)	\$ 20
Special items, pre-tax	(13)	—
Contribution to Earnings	\$ (54)	\$ 20

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

26. Cost (credit) of products sold is comprised primarily of elimination of intersegment profit in inventory and LIFO, and unallocated pension credits.

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



FINANCIAL ITEMS

Chart 11

KEY FINANCIAL METRICS (\$ Millions)	2015 Q1	2015 Q2
Ending Cash Balance	\$ 1,158	\$ 1,121
Long-Term Debt	\$ 4,891	\$ 4,891
Gross Debt to Adjusted EBITDA (LTM) ²⁸	3.1	3.3
Net Debt to Enterprise Value ²⁹	18%	19%

Scheduled Debt Maturities as of June 30, 2015

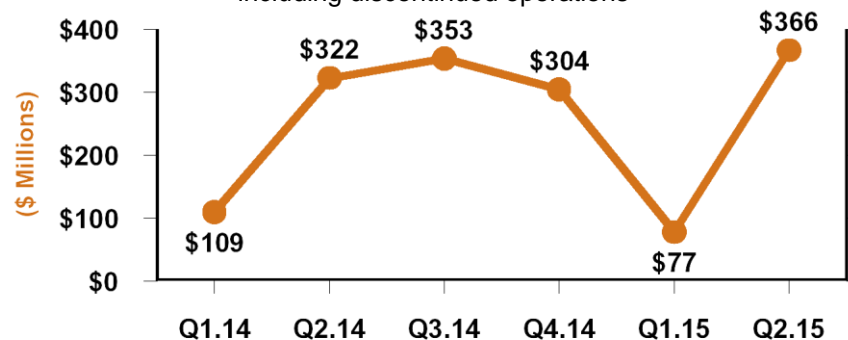
(\$ Millions)	2015	2016	2017	2018	2019
Debt Maturities	\$ —	\$ —	\$ 281	\$ 62	\$ 500

28. LTM = last twelve months. A reconciliation to GAAP is set forth on Chart 20.

29. Long-term debt, net of cash and equivalents, divided by enterprise value. Enterprise value is defined as long term debt, net of cash and equivalents, plus market capitalization.

Cash Flow from Operations

including discontinued operations

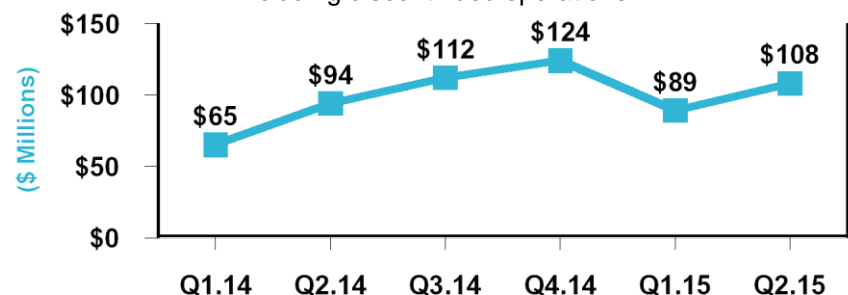


2014: \$1,088 million

2015 YTD: \$443 million

Capital Expenditures

including discontinued operations



2014: \$395 million

2015 YTD: \$197 million



SHARE REPURCHASE

Chart 12

- \$700 million repurchase program announced August 2014
- Completed 87 percent of total authorization through second quarter 2015

SHARE REPURCHASES (millions)	2014		2015		Cumulative
	Q3	Q4	Q1	Q2	Total
Common shares repurchased	3.9	2.2	7.3	4.8	18.2
Total repurchase of common stock	\$ 130	\$ 73	\$ 253	\$ 154	\$ 610
Percent of authorization completed, cumulative	19%	29%	65%	87%	



OUTLOOK: 2015 Q3

Chart 13

SEGMENT	COMMENTS
TIMBERLANDS	<ul style="list-style-type: none">• Higher log sales realizations and lower fee harvest volumes in the West• Seasonally higher fee harvest volumes and silviculture costs in the South• Expect 2015 Q3 earnings to be slightly lower than 2015 Q2
WOOD PRODUCTS	<ul style="list-style-type: none">• Improved average sales realizations for lumber and oriented strand board• Seasonally higher sales volumes across most product lines• Expect 2015 Q3 earnings to be higher than 2015 Q2
CELLULOSE FIBERS	<ul style="list-style-type: none">• Lower average pulp sales realizations, partially offset by increased sales volumes• Minimal scheduled maintenance outage days compared to 46 days in Q2• Expect 2015 Q3 earnings to be significantly higher than 2015 Q2



APPENDIX



PENSION AND POSTRETIREMENT COST

Chart 14

\$ Millions	2014				2015	
Net Pension and Postretirement Cost (Credit) ³⁰	Q1	Q2	Q3	Q4	Q1	Q2
Timberlands	\$ 3	\$ 3	\$ 2	\$ 2	\$ 3	\$ 2
Wood Products	5	6	6	7	7	7
Cellulose Fibers	2	3	3	3	3	5
Unallocated Items	(10)	(11)	(12)	(12)	(3)	(3)
Total Company Pension and Postretirement Cost (Credit)	\$ —	\$ 1	\$ (1)	\$ —	\$ 10	\$ 11

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



EARNINGS SUMMARY

Chart 15

\$ Millions EXCEPT EPS	2014				2015	
Contribution to Earnings Before Special Items	Q1	Q2	Q3	Q4	Q1	Q2
Timberlands	\$ 164	\$ 170	\$ 136	\$ 143	\$ 162	\$ 127
Wood Products	64	102	105	56	62	71
Cellulose Fibers	54	91	59	87	33	27
Unallocated Items	(14)	9	10	(13)	(41)	20
Total Contribution to Earnings before Special Items	\$ 268	\$ 372	\$ 310	\$ 273	\$ 216	\$ 245
Interest expense, net ³¹	(83)	(83)	(88)	(90)	(83)	(88)
Income taxes ³²	(31)	(44)	(33)	(27)	(23)	(13)
Dividends on preference shares ³³	(11)	(11)	(11)	(11)	(11)	(11)
Net Earnings from Continuing Operations to Common Shareholders Before Special Items	\$ 143	\$ 234	\$ 178	\$ 145	\$ 99	\$ 133
Earnings from discontinued operations, before special items, net of tax	10	22	966	—	—	—
Net Earnings before Special Items ³⁴	\$ 153	\$ 256	\$ 1,144	\$ 145	\$ 99	\$ 133
Special items, after-tax	30	24	9	21	(9)	—
Net Earnings to Common Shareholders	\$ 183	\$ 280	\$ 1,153	\$ 166	\$ 90	\$ 133
Diluted EPS Before Special Items ³⁴	\$ 0.26	\$ 0.44	\$ 2.13	\$ 0.27	\$ 0.19	\$ 0.26
Diluted EPS	\$ 0.31	\$ 0.47	\$ 2.15	\$ 0.31	\$ 0.17	\$ 0.26

31. Interest expense is net of capitalized interest and includes approximately \$7 million of expense on special purpose entity (SPE) notes for each quarter presented.

32. Income taxes attributable to special items are included in Special items, after-tax. An explanation is set forth on Chart 2.

33. During 2013 Q2, Weyerhaeuser issued 13.8 million mandatory convertible preference shares with a conversion date of July 1, 2016. These shares are currently antidilutive and are not included in the calculation of diluted EPS.

34. A reconciliation to GAAP Net Income is set forth at www.weyerhaeuser.com. A reconciliation to GAAP EPS is set forth on Chart 16.



EARNINGS PER SHARE RECONCILIATION

Chart 16

\$ Millions EXCEPT EPS	2014				2015	
	Q1	Q2	Q3	Q4	Q1	Q2
Weighted Average Shares Outstanding, Diluted³⁵	589	590	536	529	527	520
Diluted EPS from Continuing Operations Before Special Items	\$ 0.24	\$ 0.40	\$ 0.33	\$ 0.27	\$ 0.19	\$ 0.26
Discontinued Operations	0.02	0.04	1.80	—	—	—
Diluted EPS Before Special Items	\$ 0.26	\$ 0.44	\$ 2.13	\$ 0.27	\$ 0.19	\$ 0.26
Special Items:						
Gain on postretirement plan amendment	0.05	0.04	0.03	0.05	—	—
Gain on sale of non-strategic asset	0.02	—	—	—	—	—
Restructuring, impairments, and other charges	(0.02)	(0.01)	(0.01)	(0.01)	(0.02)	—
Diluted EPS (GAAP)	\$ 0.31	\$ 0.47	\$ 2.15	\$ 0.31	\$ 0.17	\$ 0.26

35. During 2014 Q3, Weyerhaeuser retired approximately 59 million shares in conjunction with the divestiture of Weyerhaeuser Real Estate Company (WRECO), which was combined with TRI Pointe Homes, Inc. through a Reverse Morris Trust transaction on July 7, 2014.



EBITDA RECONCILIATION BY SEGMENT

Chart 17

\$ MILLIONS	2015 Q1					2015 Q2				
	Timberlands	Wood Products	Cellulose Fibers	Unallocated Items	Total	Timberlands	Wood Products	Cellulose Fibers	Unallocated Items	Total
Adjusted EBITDA³⁶	\$ 215	\$ 88	\$ 78	\$ (48)	\$ 333	\$ 178	\$ 98	\$ 72	\$ 10	\$ 358
Depreciation, depletion & amortization	(53)	(26)	(39)	(5)	(123)	(51)	(27)	(38)	(2)	(118)
Non-operating pension & postretirement credits	—	—	—	3	3	—	—	—	3	3
Special items	—	—	—	(13)	(13)	—	—	—	—	—
Operating Income (Loss) (GAAP)	\$ 162	\$ 62	\$ 39	\$ (63)	\$ 200	\$ 127	\$ 71	\$ 34	\$ 11	\$ 243
Interest income and other	—	—	(6)	9	3	—	—	(7)	9	2
Net Contribution to Earnings	\$ 162	\$ 62	\$ 33	\$ (54)	\$ 203	\$ 127	\$ 71	\$ 27	\$ 20	\$ 245
Interest expense, net					(83)					(88)
Income taxes					(19)					(13)
Net Earnings (GAAP)					\$ 101					\$ 144
Dividend on preference shares					(11)					(11)
Net Earnings to Common Shareholders (GAAP)					\$ 90					\$ 133

36. 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, 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 discontinued operations. Adjusted EBITDA should not be considered in isolation from and is not intended to represent an alternative to our GAAP results.



EBITDA RECONCILIATION - TIMBERLANDS

Chart 18

\$ MILLIONS	2015 Q1				2015 Q2			
	West	South	Other	Total	West	South	Other	Total
Adjusted EBITDA³⁶	\$ 139	\$ 72	\$ 4	\$ 215	\$ 107	\$ 68	\$ 3	\$ 178
Depreciation, depletion & amortization	(29)	(17)	(7)	(53)	(28)	(17)	(6)	(51)
Special items	—	—	—	—	—	—	—	—
Operating Income (GAAP)	\$ 110	\$ 55	\$ (3)	\$ 162	\$ 79	\$ 51	\$ (3)	\$ 127
Interest income and other	—	—	—	—	—	—	—	—
Net Contribution to Earnings (GAAP)	\$ 110	\$ 55	\$ (3)	\$ 162	\$ 79	\$ 51	\$ (3)	\$ 127

36. 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, 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 discontinued operations. Adjusted EBITDA should not be considered in isolation from and is not intended to represent an alternative to our GAAP results.



EBITDA RECONCILIATION - WOOD PRODUCTS

Chart 19

\$ Millions	2015 Q1						2015 Q2					
	Lumber	OSB	EWP	Distribution	Other	Total	Lumber	OSB	EWP	Distribution	Other	Total
Adjusted EBITDA^{36, 37}	\$ 65	\$ 4	\$ 26	\$ (3)	\$ (4)	\$ 88	\$ 59	\$ —	\$ 38	\$ 2	\$ (1)	\$ 98
Depreciation, depletion & amortization	(11)	(7)	(7)	(1)	—	(26)	(11)	(8)	(6)	(2)	—	(27)
Special items	—	—	—	—	—	—	—	—	—	—	—	—
Operating Income (GAAP)	\$ 54	\$ (3)	\$ 19	\$ (4)	\$ (4)	\$ 62	\$ 48	\$ (8)	\$ 32	\$ —	\$ (1)	\$ 71
Interest income and other	—	—	—	—	—	—	—	—	—	—	—	—
Net Contribution to Earnings (GAAP)	\$ 54	\$ (3)	\$ 19	\$ (4)	\$ (4)	\$ 62	\$ 48	\$ (8)	\$ 32	\$ —	\$ (1)	\$ 71

36. 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, 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 discontinued operations. Adjusted EBITDA should not be considered in isolation from and is not intended to represent an alternative to our GAAP results.

37. Adjusted EBITDAs for Wood Products businesses include earnings on internal sales, primarily from the manufacturing businesses to Distribution. These sales occur at market price.



GROSS DEBT TO EBITDA RECONCILIATION

Chart 20

\$ MILLIONS	2015	2015
	Q1	Q2
Gross Debt to Adjusted EBITDA (LTM)^{38, 39}	3.1	3.3
Long-Term Debt	\$ 4,891	\$ 4,891
Adjusted EBITDA (LTM)³⁹	\$ 1,595	\$ 1,481
Depreciation, depletion & amortization	(493)	(489)
Non-operating pension & postretirement costs	38	30
Special Items	72	33
Operating Income (LTM) (GAAP)	\$ 1,212	\$ 1,055
Interest income and other	31	22
Net Contribution to Earnings	\$ 1,243	\$ 1,077
Interest expense, net of capitalized interest	(344)	(349)
Income taxes	(154)	(108)
Net Earnings (LTM) (GAAP)	\$ 745	\$ 620
Earnings from discontinued operations, net of income taxes	988	966
Dividends on preference shares	(44)	(44)
Net Earnings to Common Shareholders (LTM) (GAAP)	\$ 1,689	\$ 1,542

38. LTM = last twelve months.

39. Gross debt to adjusted EBITDA is a non-GAAP measure that management uses to evaluate the performance of the company. Gross debt to adjusted EBITDA, as we define it, is long-term debt divided by the last twelve months of adjusted EBITDA. 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, 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 discontinued operations. Gross debt to adjusted EBITDA should not be considered in isolation from and is not intended to represent an alternative to our GAAP results.

