## Q3.2017 Analyst Package

Preliminary results (unaudited)

## Consolidated Statement of Operations ${ }^{(1)(2)}$

| in millions | $\frac{\text { Q2 }}{\substack{\text { June 30, } \\ \text { 2017 }}}$ |  | Q3 |  |  |  | Year-to-date |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2016 \\ \hline \end{gathered}$ |  |
| Net sales | \$ | 1,808 | \$ | 1,872 | \$ | 1,709 | \$ | 5,373 | \$ | 4,769 |
| Cost of products sold |  | 1,336 |  | 1,374 |  | 1,328 |  | 3,982 |  | 3,702 |
| Gross margin |  | 472 |  | 498 |  | 381 |  | 1,391 |  | 1,067 |
| Selling expenses |  | 22 |  | 22 |  | 22 |  | 66 |  | 67 |
| General and administrative expenses |  | 76 |  | 75 |  | 80 |  | 238 |  | 253 |
| Research and development expenses |  | 4 |  | 4 |  | 5 |  | 12 |  | 14 |
| Charges for integration and restructuring, closures and asset impairments |  | 151 |  | 14 |  | 16 |  | 178 |  | 141 |
| Charges for product remediation |  | 50 |  | 190 |  | - |  | 240 |  | - |
| Other operating costs (income), net |  | 12 |  | (12) |  | (3) |  | 2 |  | (56) |
| Operating income from continuing operations |  | 157 |  | 205 |  | 261 |  | 655 |  | 648 |
| Equity earnings from joint ventures |  | - |  | 1 |  | 9 |  | 1 |  | 21 |
| Non-operating pension and other postretirement benefit (costs) credits |  | (8) |  | (16) |  | 13 |  | (46) |  | 37 |
| Interest income and other |  | 9 |  | 11 |  | 15 |  | 29 |  | 34 |
| Interest expense, net of capitalized interest |  | (100) |  | (98) |  | (114) |  | (297) |  | (323) |
| Earnings from continuing operations before income taxes |  | 58 |  | 103 |  | 184 |  | 342 |  | 417 |
| Income taxes |  | (34) |  | 27 |  | (22) |  | (31) |  | (64) |
| Earnings from continuing operations |  | 24 |  | 130 |  | 162 |  | 311 |  | 353 |
| Earnings from discontinued operations, net of income taxes |  | - |  | - |  | 65 |  | - |  | 123 |
| Net earnings |  | 24 |  | 130 |  | 227 |  | 311 |  | 476 |
| Dividends on preference shares |  | - |  | - |  | - |  | - |  | (22) |
| Net earnings attributable to Weyerhaeuser common shareholders | \$ | 24 | \$ | 130 | \$ | 227 | \$ | 311 | \$ | 454 |

${ }^{(1)}$ Discontinued operations as presented herein consist of the operations of our former Cellulose Fibers segment. The corresponding assets and liabilities were classified as discontinued operations on our balance sheet.
${ }^{(2)}$ Amounts presented reflect the results of operations acquired in our merger with Plum Creek Timber, Inc., beginning on the merger date of February $19,2016$.

## Per Share Information



Weyerhaeuser Company
Q3.2017 Analyst Package
Preliminary results (unaudited)
Adjusted Earnings before Interest, Tax, Depreciation, Depletion and Amortization (Adjusted EBITDA)*

| in millions | Q2 |  | Q3 |  |  |  | Year-to-date |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2016 \end{gathered}$ |  |
| Net earnings | \$ | 24 | \$ | 130 | \$ | 227 | \$ | 311 | \$ | 476 |
| Earnings from discontinued operations, net of income taxes |  | - |  | - |  | (65) |  | - |  | (123) |
| Equity earnings from joint ventures |  | - |  | (1) |  | (9) |  | (1) |  | (21) |
| Non-operating pension and other postretirement benefit costs (credits) |  | 8 |  | 16 |  | (13) |  | 46 |  | (37) |
| Interest income and other |  | (9) |  | (11) |  | (15) |  | (29) |  | (34) |
| Interest expense, net of capitalized interest |  | 100 |  | 98 |  | 114 |  | 297 |  | 323 |
| Income taxes |  | 34 |  | (27) |  | 22 |  | 31 |  | 64 |
| Operating income from continuing operations |  | 157 |  | 205 |  | 261 |  | 655 |  | 648 |
| Depreciation, depletion and amortization |  | 129 |  | 132 |  | 138 |  | 394 |  | 375 |
| Basis of real estate sold |  | 10 |  | 24 |  | 19 |  | 48 |  | 49 |
| Unallocated pension service costs |  | - |  | 1 |  | 2 |  | 3 |  | 4 |
| Special items |  | 210 |  | 207 |  | 14 |  | 429 |  | 107 |
| Adjusted EBITDA* | \$ | 506 | \$ | 569 | \$ | 434 | \$ | 1,529 | \$ | 1,183 |

*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 from continuing operations adjusted for depreciation, depletion, amortization, basis of real estate sold, unallocated pension service costs and special items. Adjusted EBITDA excludes results from joint ventures. Our definition of Adjusted EBITDA may be different from similarly titled measures reported by other companies. Adjusted EBITDA should not be considered in isolation from and is not intended to represent an alternative to our GAAP results.

## Special Items Included in Net Earnings (income tax affected)

| in millions | $\frac{\text { Q2 }}{\substack{\text { June 30, } \\ \text { 2017 }}}$ |  | Q3 |  |  |  | Year-to-date |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \hline \text { September 30, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2016 \end{gathered}$ |  |
| Net earnings attributable to Weyerhaeuser common shareholders | \$ | 24 | \$ | 130 | \$ | 227 | \$ | 311 | \$ | 454 |
| Plum Creek merger- and integration-related costs |  | 2 |  | 3 |  | 10 |  | 15 |  | 112 |
| Uruguay impairment |  | 147 |  | - |  | - |  | 147 |  | - |
| Gain on sale of non-strategic asset |  | - |  | - |  | - |  | - |  | (22) |
| Legal expense |  | - |  | - |  | - |  | - |  | 7 |
| Countervailing and antidumping duties |  | 8 |  | 4 |  | - |  | 12 |  | - |
| Impairment of non-strategic asset |  | - |  | 4 |  | - |  | 4 |  | - |
| Product remediation |  | 31 |  | 118 |  | - |  | 149 |  | - |
| Net earnings attributable to Weyerhaeuser common shareholders before special items |  | 212 |  | 259 |  | 237 |  | 638 |  | 551 |
| Earnings from discontinued operations, net of income taxes |  | - |  | - |  | (65) |  | - |  | (123) |
| Net earnings from continuing operations attributable to Weyerhaeuser common shareholders before special items | \$ | 212 | \$ | 259 | \$ | 172 | \$ | 638 | \$ | 428 |
| per share | $\begin{gathered} \text { Q2 } \\ \hline \begin{array}{c} \text { June 30, } \\ 2017 \end{array} \\ \hline \end{gathered}$ |  | Q3 |  |  |  | Year-to-date |  |  |  |
|  |  |  | $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \begin{array}{c} \text { September 30, } \\ 2016 \end{array} \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2016 \end{gathered}$ |  |
| Net earnings per diluted share attributable to Weyerhaeuser common shareholders | \$ | 0.03 | \$ | 0.17 | \$ | 0.30 | \$ | 0.41 | \$ | 0.64 |
| Plum Creek merger- and integration-related costs |  | - |  | - |  | 0.02 |  | 0.02 |  | 0.16 |
| Uruguay impairment |  | 0.20 |  | - |  | - |  | 0.19 |  | - |
| Gain on sale of non-strategic asset |  | - |  | - |  | - |  | - |  | (0.03) |
| Legal expense |  | - |  | - |  | - |  | - |  | 0.01 |
| Countervailing and antidumping duties |  | 0.01 |  | 0.01 |  | - |  | 0.01 |  | - |
| Impairment of non-strategic asset |  | - |  | 0.01 |  | - |  | 0.01 |  | - |
| Product remediation |  | 0.04 |  | 0.15 |  | - |  | 0.20 |  | - |
| Net earnings per diluted share attributable to Weyerhaeuser common shareholders before special items |  | 0.28 |  | 0.34 |  | 0.32 |  | 0.84 |  | 0.78 |
| Earnings from discontinued operations, net of income taxes |  | - |  | - |  | (0.09) |  | - |  | (0.18) |
| Net earnings from continuing operations per diluted share attributable to Weyerhaeuser common shareholders before special items | \$ | 0.28 | \$ | 0.34 | \$ | 0.23 | \$ | 0.84 | \$ | 0.60 |

Page 2 of 9

## Weyerhaeuser Company

Q3.2017 Analyst Package
Preliminary results (unaudited)

## Consolidated Balance Sheet

| in millions | $\begin{gathered} \text { June 30, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { September } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2016 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |  |
| Current assets: |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 701 | \$ | 497 | \$ | 676 |
| Receivables, less allowances |  | 442 |  | 485 |  | 390 |
| Receivables for taxes |  | 8 |  | 65 |  | 84 |
| Inventories |  | 349 |  | 340 |  | 358 |
| Prepaid expenses and other current assets |  | 177 |  | 130 |  | 114 |
| Assets held for sale |  | 411 |  | - |  | - |
| Total current assets |  | 2,088 |  | 1,517 |  | 1,622 |
| Property and equipment, net |  | 1,534 |  | 1,534 |  | 1,562 |
| Construction in progress |  | 190 |  | 225 |  | 213 |
| Timber and timberlands at cost, less depletion charged to disposals |  | 13,669 |  | 13,627 |  | 14,299 |
| Minerals and mineral rights, net |  | 314 |  | 312 |  | 319 |
| Investments in and advances to joint ventures |  | 33 |  | 33 |  | 56 |
| Goodwill |  | 40 |  | 40 |  | 40 |
| Deferred tax assets |  | 261 |  | 240 |  | 293 |
| Other assets |  | 246 |  | 259 |  | 224 |
| Restricted financial investments held by variable interest entities |  | 615 |  | 615 |  | 615 |
| Total assets | \$ | 18,990 | \$ | 18,402 | \$ | 19,243 |

## LIABILITIES AND EQUITY

Current liabilities:

| Current maturities of long-term debt | \$ | 668 | \$ | 62 | \$ | 281 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accounts payable |  | 252 |  | 259 |  | 233 |
| Accrued liabilities |  | 585 |  | 702 |  | 692 |
| Liabilities held for sale |  | 19 |  | - |  | - |
| Total current liabilities |  | 1,524 |  | 1,023 |  | 1,206 |
| Long-term debt |  | 5,936 |  | 5,933 |  | 6,329 |
| Long-term debt (nonrecourse to the company) held by variable interest entities |  | 511 |  | 511 |  | 511 |
| Deferred pension and other postretirement benefits |  | 1,230 |  | 1,201 |  | 1,322 |
| Deposit received from contribution of timberlands to related party |  | 419 |  | 416 |  | 426 |
| Other liabilities |  | 280 |  | 273 |  | 269 |
| Total liabilities |  | 9,900 |  | 9,357 |  | 10,063 |
| Total equity |  | 9,090 |  | 9,045 |  | 9,180 |
| Total liabilities and equity | \$ | 18,990 | \$ | 18,402 | \$ | 19,243 |

## Weyerhaeuser Company

## Q3.2017 Analyst Package

Preliminary results (unaudited)

## Consolidated Statement of Cash Flows

| in millions | $\frac{\text { Q2 }}{\substack{\text { June 30, } \\ \text { 2017 }}}$ |  | Q3 |  |  |  | Year-to-date |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\underset{2017}{\text { September } 30,}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2016 \\ \hline \end{gathered}$ |  | $\underset{2017}{\text { September } 30,}$ |  | $\begin{gathered} \text { September 30, } \\ 2016 \end{gathered}$ |  |
| Cash flows from operations: |  |  |  |  |  |  |  |  |  |  |
| Net earnings | \$ | 24 | \$ | 130 | \$ | 227 | \$ | 311 | \$ | 476 |
| Noncash charges (credits) to income: |  |  |  |  |  |  |  |  |  |  |
| Depreciation, depletion and amortization |  | 129 |  | 131 |  | 139 |  | 393 |  | 428 |
| Basis of real estate sold |  | 10 |  | 24 |  | 19 |  | 48 |  | 49 |
| Deferred income taxes, net |  | 3 |  | 3 |  | 40 |  | 9 |  | 96 |
| Net gains on disposition of assets and operations |  | (2) |  | (6) |  | (70) |  | (15) |  | (121) |
| Pension and other postretirement benefits |  | 15 |  | 25 |  | - |  | 72 |  | 5 |
| Other noncash charges (credits) |  | 156 |  | 12 |  | 13 |  | 181 |  | 47 |
| Change in: |  |  |  |  |  |  |  |  |  |  |
| Receivables less allowances |  | (8) |  | (35) |  | (6) |  | (113) |  | (96) |
| Receivable for taxes |  | (17) |  | (63) |  | 2 |  | (116) |  | 37 |
| Inventories |  | 21 |  | 11 |  | 32 |  | 4 |  | 49 |
| Prepaid expenses |  | (4) |  | 4 |  | (2) |  | (9) |  | (3) |
| Accounts payable and accrued liabilities |  | 192 |  | 129 |  | 25 |  | 184 |  | 61 |
| Pension and postretirement contributions |  | (15) |  | (22) |  | (54) |  | (59) |  | (83) |
| Distributions of earnings received from joint ventures |  | - |  | 1 |  | - |  | 1 |  | 5 |
| Other |  | (15) |  | (21) |  | (18) |  | (44) |  | (64) |
| Net cash from operations |  | 489 |  | 323 |  | 347 |  | 847 |  | 886 |

Cash flows from investing activities:

| Capital expenditures: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Purchases of property and equipment |  | (74) |  | (87) |  | (120) |  | (213) |  | (260) |
| Timberlands reforestation costs |  | (13) |  | (10) |  | (9) |  | (46) |  | (43) |
| Acquisition of timberlands |  | - |  | - |  | (2) |  | - |  | (10) |
| Proceeds from sale of assets and operations |  | 4 |  | 411 |  | 296 |  | 423 |  | 379 |
| Proceeds from contribution of timberlands to related party |  | - |  | - |  | - |  | - |  | 440 |
| Distributions of investment received from joint ventures |  | 23 |  | - |  | 7 |  | 23 |  | 34 |
| Cash and cash equivalents acquired in the merger with Plum Creek |  | - |  | - |  | - |  | - |  | 9 |
| Other |  | 22 |  | (16) |  | 45 |  | 5 |  | 42 |
| Cash from (used in) investing activities |  | (38) |  | 298 |  | 217 |  | 192 |  | 591 |
| Cash flows from financing activities: |  |  |  |  |  |  |  |  |  |  |
| Cash dividends on common shares |  | (233) |  | (233) |  | (231) |  | (699) |  | (700) |
| Cash dividends on preference shares |  | - |  | - |  | (11) |  | - |  | (22) |
| Proceeds from issuance of long-term debt |  | - |  | 225 |  | 300 |  | 225 |  | 1,698 |
| Payments of long-term debt |  | - |  | (831) |  | - |  | (831) |  | (723) |
| Proceeds from borrowing on line of credit |  | - |  | 100 |  | - |  | 100 |  | - |
| Payments on line of credit |  | - |  | (100) |  | - |  | (100) |  | - |
| Repurchase of common stock |  | - |  | - |  | (374) |  | - |  | $(2,003)$ |
| Other |  | 28 |  | 14 |  | 39 |  | 87 |  | 40 |
| Cash used in financing activities |  | (205) |  | (825) |  | (277) |  | (1,218) |  | (1,710) |
| Net change in cash and cash equivalents |  | 246 |  | (204) |  | 287 |  | (179) |  | (233) |
| Cash and cash equivalents from continuing operations at beginning of period | \$ | 455 | \$ | 701 | \$ | 485 | \$ | 676 |  | 1,011 |
| Cash and cash equivalents from discontinued operations at beginning of period |  | - |  | - |  | 7 |  | - |  | 1 |
| Cash and cash equivalents at beginning of period | \$ | 455 | \$ | 701 | \$ | 492 | \$ | 676 |  | 1,012 |
| Cash and cash equivalents from continuing operations at end of period | \$ | 701 | \$ | 497 | \$ | 769 | \$ | 497 | \$ | 769 |
| Cash and cash equivalents from discontinued operations at end of period |  | - |  | - |  | 10 |  | - |  | 10 |
| Cash and cash equivalents at end of period | \$ | 701 | \$ | 497 | \$ | 779 | \$ | 497 | \$ | 779 |
| Cash paid (received) during the period for: |  |  |  |  |  |  |  |  |  |  |
| Interest, net of amount capitalized | \$ | 72 | \$ | 123 | \$ | 142 | \$ | 315 | \$ | 367 |
| Income taxes | \$ | 47 | \$ | 23 | \$ | (1) | \$ | 129 | \$ | (26) |

Preliminary results (unaudited)

## Selected Total Company Items

| in millions | Q2 |  | Q3 |  |  |  | Year-to-date |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2016 \\ \hline \end{gathered}$ |  |
| Pension and postretirement costs: |  |  |  |  |  |  |  |  |  |  |
| Pension and postretirement costs allocated to business segments | \$ | 7 | \$ | 8 | \$ | 8 | \$ | 23 | \$ | 23 |
| Pension and postretirement credits not allocated: |  |  |  |  |  |  |  |  |  |  |
| Unallocated pension service costs |  | - |  | 1 |  | 2 |  | 3 |  | 4 |
| Non-operating pension and other postretirement benefit costs (credits) |  | 8 |  | 16 |  | (13) |  | 46 |  | (37) |
| Accelerated pension costs included in Plum Creek merger-related costs (not allocated) |  | - |  | - |  | - |  | - |  | 5 |
| Total pension and postretirement costs (credits) for continuing operations |  | 15 |  | 25 |  | (3) |  | 72 |  | (5) |
| Pension and postretirement service costs directly attributable to discontinued operations |  | - |  | - |  | 3 |  | - |  | 10 |
| Total company pension and postretirement costs | \$ | 15 | \$ | 25 | \$ | - | \$ | 72 | \$ | 5 |
|  |  |  |  |  |  |  |  |  |  |  |
| Cash spent for capital expenditures for continuing operations | \$ | (87) | \$ | (97) | \$ | (100) | \$ | (259) | \$ | (240) |

## Q3.2017 Analyst Package

Preliminary results (unaudited)

## Segment Statement of Operations

| in millions | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales to unaffiliated customers | \$ | 469 | \$ | 491 | \$ | 484 | \$ | 1,446 | \$ | 1,342 |
| Intersegment sales |  | 163 |  | 179 |  | 216 |  | 544 |  | 631 |
| Total net sales |  | 632 |  | 670 |  | 700 |  | 1,990 |  | 1,973 |
| Cost of products sold |  | 476 |  | 517 |  | 559 |  | 1,512 |  | 1,527 |
| Gross margin |  | 156 |  | 153 |  | 141 |  | 478 |  | 446 |
| Selling expenses |  | 1 |  | 1 |  | 1 |  | 3 |  | 4 |
| General and administrative expenses |  | 23 |  | 24 |  | 20 |  | 71 |  | 80 |
| Research and development expenses |  | 4 |  | 3 |  | 4 |  | 10 |  | 12 |
| Charges for integration and restructuring, closures and assets impairments |  | 147 |  | - |  | - |  | 147 |  | - |
| Other operating income, net |  | (7) |  | (6) |  | (6) |  | (20) |  | (26) |
| Operating income and Net contribution to earnings | \$ | (12) | \$ | 131 | \$ | 122 | \$ | 267 | \$ | 376 |

Adjusted Earnings before Interest, Tax, Depreciation, Depletion and Amortization*

| in millions | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income | \$ | (12) | \$ | 131 | \$ | 122 | \$ | 267 | \$ | 376 |
| Depreciation, depletion and amortization |  | 87 |  | 89 |  | 101 |  | 270 |  | 266 |
| Special items |  | 147 |  | - |  | - |  | 147 |  | - |
| Adjusted EBITDA* | \$ | 222 | \$ | 220 | \$ | 223 | \$ | 684 | \$ | 642 |

*See definition of Adjusted EBITDA (a non-GAAP measure) on page 2.
Segment Special Items Included in Net Contribution to Earnings (Pre-Tax)

|  | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Uruguay impairment | \$ | (147) | \$ | - | \$ | - | \$ | (147) | \$ | - |
| Selected Segment Items |  |  |  |  |  |  |  |  |  |  |
|  | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| Total decrease (increase) in working capital ${ }^{(1)}$ | \$ | (5) | \$ | (3) | \$ | (15) | \$ | (45) | \$ | (40) |
| Cash spent for capital expenditures | \$ | (25) | \$ | (24) | \$ | (26) | \$ | (79) | \$ | (77) |

${ }^{(1)}$ Working capital does not include cash balances. Represents the change in combined working capital of Timberlands and Real Estate \& ENR.

| Segment Statistics ${ }^{(2)(3)}$ |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
|  | Delivered logs: |  |  |  |  |  |  |  |  |  |  |
|  | West | \$ | 227 | \$ | 221 | \$ | 217 | \$ | 673 | \$ | 664 |
|  | South |  | 148 |  | 155 |  | 160 |  | 451 |  | 415 |
|  | North |  | 16 |  | 25 |  | 29 |  | 68 |  | 61 |
| Third Party | Other |  | 11 |  | 17 |  | 11 |  | 48 |  | 25 |
| Net Sales | Total delivered logs |  | 402 |  | 418 |  | 417 |  | 1,240 |  | 1,165 |
| (millions) | Stumpage and pay-as-cut timber |  | 17 |  | 23 |  | 24 |  | 52 |  | 62 |
|  | Products from international operations |  | 21 |  | 23 |  | 21 |  | 63 |  | 58 |
|  | Recreational and other lease revenue |  | 15 |  | 16 |  | 15 |  | 45 |  | 29 |
|  | Other revenue |  | 14 |  | 11 |  | 7 |  | 46 |  | 28 |
|  | Total | \$ | 469 | \$ | 491 | \$ | 484 | \$ | 1.446 | \$ | 1,342 |
|  | West | \$ | 105.84 | \$ | 116.03 | \$ | 98.18 | \$ | 108.43 | \$ | 98.99 |
| Third Party Sales | South | \$ | 34.48 | \$ | 34.24 | \$ | 35.27 | \$ | 34.40 | \$ | 35.64 |
| Realizations (per ton) | North | \$ | 63.49 | \$ | 59.02 | \$ | 59.17 | \$ | 60.24 | \$ | 61.06 |
| Delivered Logs | West |  | 2,143 |  | 1,910 |  | 2,209 |  | 6,210 |  | 6,705 |
| Third Party Sales | South |  | 4,285 |  | 4,527 |  | 4,538 |  | 13,105 |  | 11,659 |
| Volumes | North |  | 253 |  | 428 |  | 503 |  | 1,135 |  | 1,005 |
| (tons, thousands) | Other |  | 292 |  | 424 |  | 263 |  | 1,226 |  | 601 |
|  | West |  | 2,652 |  | 2,230 |  | 2,744 |  | 7,539 |  | 8,525 |
| Fee Harvest Volumes | South |  | 6,473 |  | 6,953 |  | 6,992 |  | 19,799 |  | 19,083 |
| (tons, thousands) | North |  | 383 |  | 565 |  | 678 |  | 1,570 |  | 1,392 |
|  | Other |  | 444 |  | 569 |  | 191 |  | 1,384 |  | 372 |

[^0]Preliminary results (unaudited)

## Segment Statement of Operations

| in millions | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales to unaffiliated customers | \$ | 46 | \$ | 82 | \$ | 48 | \$ | 181 | \$ | 125 |
| Intersegment sales |  | - |  | - |  | - |  | - |  | - |
| Total net sales |  | 46 |  | 82 |  | 48 |  | 181 |  | 125 |
| Cost of products sold |  | 16 |  | 31 |  | 26 |  | 67 |  | 65 |
| Gross margin |  | 30 |  | 51 |  | 22 |  | 114 |  | 60 |
| Selling expenses |  | - |  | - |  | - |  | - |  | - |
| General and administrative expenses |  | 7 |  | 6 |  | 7 |  | 20 |  | 19 |
| Charges for integration, restructuring, closures and asset impairments |  | - |  | - |  | - |  | - |  | 1 |
| Other operating costs (income), net |  | - |  | (1) |  | 1 |  | (1) |  | (1) |
| Operating income |  | 23 |  | 46 |  | 14 |  | 95 |  | 41 |
| Equity earnings (loss) from joint ventures ${ }^{(1)}$ |  | - |  | 1 |  | 1 |  | 1 |  | 1 |
| Net contribution to earnings | \$ | 23 | \$ | 47 | \$ | 15 | \$ | 96 | \$ | 42 |

${ }^{(1)}$ Equity earnings (loss) from joint ventures attributed to the Real Estate and ENR segment are generated from our investments in our real estate development ventures.

## Adjusted Earnings before Interest, Tax, Depreciation, Depletion and Amortization*

| in millions | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income | \$ | 23 | \$ | 46 | \$ | 14 | \$ | 95 | \$ | 41 |
| Depreciation, depletion and amortization |  | 4 |  | 4 |  | 4 |  | 11 |  | 9 |
| Basis of real estate sold |  | 10 |  | 24 |  | 19 |  | 48 |  | 49 |
| Adjusted EBITDA* | \$ | 37 | \$ | 74 | \$ | 37 | \$ | 154 | \$ | 99 |

*See definition of Adjusted EBITDA (a non-GAAP measure) on page 2.

## Selected Segment Items

Cash spent for capital expenditures $\quad \frac{\text { Q2.2017 }}{\$} \frac{\text { Q3.2017 }}{\$(1)} \frac{\text { Q3.2016 }}{\$} \frac{\text { YTD.2017 }}{\$(1)} \frac{\text { YTD.2016 }}{\$(1)}$

## Segment Statistics

|  |  | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales (millions) | Real Estate | \$ | 27 | \$ | 64 | \$ | 31 | \$ | 128 | \$ | 87 |
|  | Energy and natural resources |  | 19 |  | 18 |  | 17 |  | 53 |  | 38 |
|  | Total | \$ | 46 | \$ | 82 | \$ | 48 | \$ | 181 | \$ | 125 |
| Acres sold | Real Estate |  | 10,003 |  | 35,749 |  | 12,853 |  | 59,009 |  | 38,098 |
| Price per acre | Real Estate | \$ | 2,714 | \$ | 1,784 | \$ | 2,354 | \$ | 2,081 | \$ | 2,271 |

## Q3.2017 Analyst Package

Preliminary results (unaudited)

| Segment Statement of Operations |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| in millions | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| Sales to unaffiliated customers | \$ | 1,293 | \$ | 1,299 | \$ | 1,177 | \$ | 3,746 | \$ | 3,302 |
| Intersegment sales |  | - |  | - |  | 17 |  | - |  | 61 |
| Total net sales |  | 1,293 |  | 1,299 |  | 1,194 |  | 3,746 |  | 3,363 |
| Cost of products sold |  | 1,002 |  | 1,005 |  | 980 |  | 2,933 |  | 2,799 |
| Gross margin |  | 291 |  | 294 |  | 214 |  | 813 |  | 564 |
| Selling expenses |  | 19 |  | 20 |  | 21 |  | 60 |  | 63 |
| General and administrative expenses |  | 32 |  | 30 |  | 24 |  | 94 |  | 81 |
| Research and development expenses |  | - |  | 1 |  | 1 |  | 2 |  | 2 |
| Charges for integration and restructuring, closures and asset impairments |  | 2 |  | 8 |  | 1 |  | 11 |  | 6 |
| Charges for product remediation |  | 50 |  | 190 |  | - |  | 240 |  | - |
| Other operating costs (income), net |  | 11 |  | 5 |  | (3) |  | 17 |  | (1) |
| Operating income and Net contribution to earnings | \$ | 177 | \$ | 40 | \$ | 170 | \$ | 389 | \$ | 413 |

Adjusted Earnings before Interest, Tax, Depreciation, Depletion and Amortization*

| in millions | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income | \$ | 177 | \$ | 40 | \$ | 170 | \$ | 389 | \$ | 413 |
| Depreciation, depletion and amortization |  | 36 |  | 37 |  | 33 |  | 108 |  | 96 |
| Special items |  | 61 |  | 201 |  | - |  | 262 |  | - |
| Adjusted EBITDA* | \$ | 274 | \$ | 278 | \$ | 203 | \$ | 759 | \$ | 509 |

*See definition of Adjusted EBITDA (a non-GAAP measure) on page 2.
Segment Special Items Included in Net Contribution to Earnings (Pre-Tax)

|  | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Countervailing and antidumping duties | \$ | (11) | \$ | (5) | \$ | - | \$ | (16) | \$ | - |
| Impairment on non-strategic asset |  | - |  | (6) |  | - |  | (6) |  | - |
| Product remediation |  | (50) |  | (190) |  | - |  | (240) |  |  |
| Total | \$ | (61) | \$ | (201) | \$ | - | \$ | (262) | \$ | - |
| Selected Segment Items |  |  |  |  |  |  |  |  |  |  |
|  | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| Total decrease (increase) in working capital ${ }^{(1)}$ | \$ | 113 | \$ | 150 | \$ | 49 | \$ | 141 | \$ | (48) |
| Cash spent for capital expenditures | \$ | (61) | \$ | (71) | \$ | (71) | \$ | (176) | \$ | (152) |

${ }^{(1)}$ Working capital does not include cash balances.

## Segment Statistics

| in millions, except for third-party | ations | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Structural Lumber (board feet) | Third party net sales | \$ | 538 | \$ | 525 | \$ | 495 | \$ | 1,541 | \$ | 1,412 |
|  | Third party sales realizations | \$ | 441 | \$ | 448 | \$ | 401 | \$ | 434 | \$ | 389 |
|  | Third party sales volumes ${ }^{(2)}$ |  | 1,218 |  | 1,172 |  | 1,233 |  | 3,548 |  | 3,634 |
|  | Production volumes |  | 1,146 |  | 1,093 |  | 1,130 |  | 3,391 |  | 3,464 |
| Engineered Solid Section (cubic feet) | Third party net sales | \$ | 130 | \$ | 131 | \$ | 119 | \$ | 378 | \$ | 343 |
|  | Third party sales realizations | \$ | 1,979 | \$ | 2,047 | \$ | 1,916 | \$ | 1,970 | \$ | 1,935 |
|  | Third party sales volumes ${ }^{(2)}$ |  | 6.6 |  | 6.4 |  | 6.2 |  | 19.2 |  | 17.7 |
|  | Production volumes |  | 6.6 |  | 6.4 |  | 5.7 |  | 19.3 |  | 17.2 |
| Engineered I-joists (lineal feet) | Third party net sales | \$ | 85 | \$ | 93 | \$ | 79 | \$ | 251 | \$ | 218 |
|  | Third party sales realizations | \$ | 1,522 | \$ | 1,529 | \$ | 1,475 | \$ | 1,512 | \$ | 1,483 |
|  | Third party sales volumes ${ }^{(2)}$ |  | 57 |  | 60 |  | 53 |  | 166 |  | 147 |
|  | Production volumes |  | 53 |  | 58 |  | 49 |  | 161 |  | 141 |
| $\begin{gathered} \text { Oriented Strand } \\ \text { Board } \\ \text { (square feet } 3 / 8^{\prime \prime} \text { ) } \end{gathered}$ | Third party net sales | \$ | 225 | \$ | 243 | \$ | 199 | \$ | 671 | \$ | 544 |
|  | Third party sales realizations | \$ | 295 | \$ | 328 | \$ | 256 | \$ | 295 | \$ | 237 |
|  | Third party sales volumes ${ }^{(2)}$ |  | 764 |  | 741 |  | 776 |  | 2,274 |  | 2,296 |
|  | Production volumes |  | 754 |  | 744 |  | 777 |  | 2,256 |  | 2,259 |
| Softwood Plywood (square feet $3 / 8$ ") | Third party net sales | \$ | 47 | \$ | 45 | \$ | 48 | \$ | 136 | \$ | 133 |
|  | Third party sales realizations | \$ | 380 | \$ | 386 | \$ | 378 | \$ | 381 | \$ | 369 |
|  | Third party sales volumes ${ }^{(2)}$ |  | 123 |  | 117 |  | 127 |  | 358 |  | 368 |
|  | Production volumes |  | 99 |  | 88 |  | 105 |  | 284 |  | 304 |
| $\begin{aligned} & \text { Medium Density } \\ & \text { Fiberboard } \\ & \text { (square feet } 3 / 4 " \text { ) } \end{aligned}$ | Third party net sales | \$ | 51 | \$ | 48 | \$ | 49 | \$ | 146 | \$ | 113 |
|  | Third party sales realizations | \$ | 845 | \$ | 821 | \$ | 761 | \$ | 820 | \$ | 765 |
|  | Third party sales volumes ${ }^{(2)}$ |  | 60 |  | 58 |  | 64 |  | 177 |  | 147 |
|  | Production volumes |  | 63 |  | 63 |  | 68 |  | 182 |  | 155 |

${ }^{(2)}$ Volumes include sales of internally produced products and products purchased for resale primarily through our distribution business.

Weyerhaeuser Company
Unallocated Items
Q3.2017 Analyst Package
Preliminary results (unaudited)

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 financing and the elimination of intersegment profit in inventory, equity earnings from our timberland venture, and the LIFO reserve.

## Contribution to Earnings

| in millions | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unallocated corporate function expenses | \$ | (17) | \$ | (19) | \$ | (21) | \$ | (55) | \$ | (62) |
| Unallocated share-based compensation |  | - |  | (1) |  | (4) |  | (7) |  | (5) |
| Unallocated pension service costs |  | - |  | (1) |  | (2) |  | (3) |  | (4) |
| Foreign exchange gains (losses) |  | - |  | 3 |  | (1) |  | - |  | 13 |
| Elimination of intersegment profit in inventory and LIFO |  | (3) |  | 3 |  | 2 |  | (6) |  | (6) |
| Gain on sale of non-strategic asset |  | 1 |  | 4 |  | 1 |  | 8 |  | 45 |
| Charges for integration and restructuring, closures and asset impairments: |  |  |  |  |  |  |  |  |  |  |
| Plum Creek merger- and integration-related costs |  | (2) |  | (6) |  | (14) |  | (20) |  | (132) |
| Other restructuring, closures and asset impairments |  | - |  | - |  | (1) |  | - |  | (2) |
| Other |  | (10) |  | 5 |  | (5) |  | (13) |  | (29) |
| Operating income (loss) |  | (31) |  | (12) |  | (45) |  | (96) |  | (182) |
| Equity earnings from joint venture ${ }^{(1)}$ |  | - |  | - |  | 8 |  | - |  | 20 |
| Non-operating pension and other postretirement benefit (costs) credits ${ }^{(2)}$ |  | (8) |  | (16) |  | 13 |  | (46) |  | 37 |
| Interest income and other |  | 9 |  | 11 |  | 15 |  | 29 |  | 34 |
| Net contribution to earnings | \$ | (30) | \$ | (17) | \$ | (9) | \$ | (113) | \$ | (91) |

${ }^{(1)} 2016$ results include equity earnings from our Timberland Venture, which was consolidated as a wholly-owned subsidiary effective August 31,2016 .
${ }^{(2)}$ During Q1 2017 we adopted ASU 2017-07. This ASU requires us to show components of pension and other post retirement benefit costs (interest, expected return on plan assets, amortization of actuarial gains or losses, amortization of prior service credits or costs) on the Consolidated Statement of Operations as a line item outside of "Operating income." We reclassified these components for all periods shown above.

Adjusted Earnings before Interest, Tax, Depreciation, Depletion and Amortization*

| in millions | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income (loss) | \$ | (31) | \$ | (12) | \$ | (45) | \$ | (96) | \$ | (182) |
| Depreciation, depletion and amortization |  | 2 |  | 2 |  | - |  | 5 |  | 4 |
| Unallocated pension service costs |  | - |  | 1 |  | 2 |  | 3 |  | 4 |
| Special items |  | 2 |  | 6 |  | 14 |  | 20 |  | 107 |
| Adjusted EBITDA* | \$ | (27) | \$ | (3) | \$ | (29) | \$ | (68) | \$ | (67) |

*See definition of Adjusted EBITDA (a non-GAAP measure) on page 2.
Unallocated Special Items Included in Net Contribution to Earnings (Pre-Tax)

|  | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plum Creek merger- and integration-related costs |  | (2) |  | (6) |  | (14) |  | (20) |  | (132) |
| Gain on sale of non-strategic asset |  | - |  | - |  | - |  | - |  | 36 |
| Legal expense |  | - |  | - |  | - |  | - |  | (11) |
| Total | \$ | (2) | \$ | (6) | \$ | (14) | \$ | (20) | \$ | (107) |

Unallocated Selected Items

|  | Q2.2017 |  | Q3.2017 |  | Q3.2016 |  | YTD. 2017 |  | YTD. 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash spent for capital expenditures | \$ | - | \$ | (1) | \$ | (3) | \$ | (2) | \$ | (10) |


[^0]:    ${ }^{(2)}$ The Western region includes Washington and Oregon. The Southern region includes Virginia, North Carolina, South Carolina, Florida, Georgia, Alabama,
    Mississippi, Louisiana, Arkansas, Texas and Oklahoma. The Northern region includes West Virginia, Maine, New Hampshire, Vermont, Michigan, Wisconsin and Montana. Other includes our Canadian operations and managed Twin Creeks operations.
    ${ }^{(3)}$ Western logs are primarily transacted in MBF but are converted to ton equivalents for external reporting purposes.

