Preliminary results (unaudited)

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

in millions	Q2			Q	3		Year-to-date			e
	J	June 30, 2017		mber 30, 2017	Sept	ember 30, 2016	September 30, 2017		September 30 2016	
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.

Per Share Information

		Q2 June 30, 2017		Q	3		Year-to-date			
				otember 30, 2017	Sep	September 30, 2016		otember 30, 2017	Sep	tember 30, 2016
Earnings per share attributable to Weyerhaeuser common shareholders, basic:										
Continuing operations	\$	0.03	\$	0.17	\$	0.22	\$	0.41	\$	0.47
Discontinued operations		_		_		0.08		_		0.17
Net earnings per share	\$	0.03	\$	0.17	\$	0.30	\$	0.41	\$	0.64
Earnings per share attributable to Weyerhaeuser common shareholders, diluted:										
Continuing operations	\$	0.03	\$	0.17	\$	0.21	\$	0.41	\$	0.46
Discontinued operations		_		_		0.09		_		0.18
Net earnings per share	\$	0.03	\$	0.17	\$	0.30	\$	0.41	\$	0.64
Dividends paid per common share	\$	0.31	\$	0.31	\$	0.31	\$	0.93	\$	0.93
Weighted average shares outstanding (in thousands):										
Basic		752,630		753,535		749,587		752,301		708,395
Diluted		756,451		756,903		754,044		756,058		712,205
Common shares outstanding at end of period (in thousands)		752,711		753,051		747,933		753,051		747,933

⁽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.

Adjusted Earnings before Interest, Tax, Depreciation, Depletion and Amortization (Adjusted EBITDA)*

in millions		Q2		Q3		Year-te	o-date
		ne 30, 2017	September 30, 2017	0, September 30 2016		September 30, 2017	September 30, 2016
Net earnings	\$	24	\$ 130	\$ 2	27	\$ 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	1	14	297	323
Income taxes		34	(27)		22	31	64
Operating income from continuing operations		157	205	2	61	655	648
Depreciation, depletion and amortization		129	132	1	38	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	\$ 4	34	\$ 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	Q2			Q	3			Year-t	o-date	e
	,	June 30, 2017	Sept	ember 30, 2017	Sep	tember 30, 2016	September 30, 2017			ember 30, 2016
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		Q2			3			Year-t	o-date	
•		June 30, 2017	Sept	ember 30, 2017	Sep	tember 30, 2016		mber 30,		ember 30, 2016
Net earnings per diluted share attributable to Weyerhaeuser common shareholders	\$	0.03	<u> </u>	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

Consolidated Balance Sheet

in millions		June 30, 2017	September 30, 2017	December 31, 2016
<u>ASSETS</u>				
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	Ψ	252	259	233
Accrued liabilities		585	702	692
Liabilities held for sale		19	702	—
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
		9,900	9,357	9,180
Total equity Total liabilities and equity	e e			
Total liabilities and equity	\$	18,990	\$ 18,402	\$ 19,243

Consolidated Statement of Cash Flows

in millions		Q2	Q	3		Year-	to-da	te
	Jı	une 30, 2017	September 30, 2017	September 3	30,	September 30, 2017	Sep	tember 30, 2016
Cash flows from operations:								
Net earnings	\$	24	\$ 130	\$ 2	27	\$ 311	\$	476
Noncash charges (credits) to income:								
Depreciation, depletion and amortization		129	131		39	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	3	47	847		886
					_			
Cash flows from investing activities:								
Capital expenditures:								
Purchases of property and equipment		(74)	(87)		20)	(213)		(260)
Timberlands reforestation costs		(13)	(10)		(9)	(46))	(43)
Acquisition of timberlands			_		(2)	_		(10)
Proceeds from sale of assets and operations		4	411	2	96	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	2	17	192	- —	591
Cash flows from financing activities:								
Cash dividends on common shares		(233)	(233)	(2	31)	(699))	(700)
Cash dividends on preference shares		_	_	(11)	_		(22)
Proceeds from issuance of long-term debt		_	225	3	00	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		_	_	(3	74)	_		(2,003)
Other		28	14		39	87		40
Cash used in financing activities		(205)	(825)	(2	77)	(1,218)	<u>: </u>	(1,710)
Net change in cash and cash equivalents		246	(204)	2	87	(179))	(233)
Cash and cash equivalents from continuing operations at beginning of period	\$	455	\$ 701	\$ 4	85	\$ 676		1,011
Cash and cash equivalents from discontinued operations at beginning of period	φ	433	\$ 701	р Т	7	\$ 070		1,011
Cash and cash equivalents from discontinued operations at beginning of period	•	155	<u> </u>	¢ 1	_	\$ 676	- —	1,012
Cash and cash equivalents at beginning of period	\$	455	\$ 701	\$ 4	92	\$ 676	-	1,012
Cash and cash equivalents from continuing operations at end of period	\$	701	\$ 497	\$ 7	69	\$ 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	\$ 7	79	\$ 497	\$	779
Cash paid (received) during the period for:					-		-	
Interest, net of amount capitalized	\$	72	\$ 123	\$ 1	42	\$ 315	\$	367
Income taxes	\$	47	\$ 123		(1)			(26)
meonic taxes	Þ	4/	φ 43	Ф	(1)	» 129	Φ	(20)

Weyerhaeuser Company Q3.2017 Analyst Package

Preliminary results (unaudited)

Selected Total Company Items

in millions		Q2	Q	3		Year-to-date			
	June 30, 2017		nber 30, 017		ember 30, 2016	September 3 2017			nber 30, 016
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)	\$ (2:	59)	\$	(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	Y	TD.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 Seg	gment Items					
	_Q2.	.2017	Q3.2017	Q3.2016	YTD.2017	YTD.2016
Total decrease (increase) in working capital (1)	\$	(5)	\$ (3)	\$ (15)	\$ (45)	\$ (40)

	<u></u>				201-01-0				
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)

		(22.2017	Q	3.2017	Q3.	.2016	YTD.2017	Y	ГД.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
Delivered Logs	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 (tons, thousands)	North		253		428		503	1,135		1,005
(tons, mousands)	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

⁽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.

Weyerhaeuser Company Q3.2017 Analyst Package

Preliminary results (unaudited)

Segment Statement of Operations

in millions	Q2.2017	Q2.2017		Q3.2016		YTD.2017	YTD.2016
Sales to unaffiliated customers	\$ 4	46	\$ 82	\$ 4	8	\$ 181	\$ 125
Intersegment sales	-	_	_	-	_	_	_
Total net sales		46	82	4	8	181	125
Cost of products sold	1	16	31	2	6	67	65
Gross margin	- 3	30	51	2	2	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	1	4	95	41
Equity earnings (loss) from joint ventures ⁽¹⁾	-	_	1		1	1	1
Net contribution to earnings	\$ 2	23	\$ 47	\$ 1	5	\$ 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.201	
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	\$ 1	54	\$	99

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

Selected Segment Items

	Q2.20	.2017 Q3.2017		Q3.2016		YTD.2017	YTD.2016	
Cash spent for capital expenditures	\$	(1)	\$ (1)	\$		\$ (2)	\$	(1)

Segment Statistics

		Q2.2017		Q3.2017		Q	Q3.2016		YTD.2017		ГД.2016
	Real Estate	\$	27	\$	64	\$	31	\$	128	\$	87
Net Sales (millions)	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 Or	perations
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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*

		YTD.2016
170	\$ 389	\$ 413
33	108	96
_	262	_
203	\$ 759	\$ 509
	33	33 108 — 262

^{*}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)	<u>\$</u>	\$ (262)	<u>\$</u>

Selected Segment Items

	Q2.2017		Q2.2017 Q3.		Q3.2017		Q3.2017 Q3.2		Q3.2016 YTD.2017		7 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 sales real	zations	Q2	2.2017	Q	3.2017	Q	3.2016	ΥT	D.2017	YT	D.2016
	Third party net sales	\$	538	\$	525	\$	495	\$	1,541	\$	1,412
Structural Lumber	Third party sales realizations	\$	441	\$	448	\$	401	\$	434	\$	389
(board feet)	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
	Third party net sales	\$	130	\$	131	\$	119	\$	378	\$	343
Engineered Solid Section	Third party sales realizations	\$	1,979	\$	2,047	\$	1,916	\$	1,970	\$	1,935
(cubic feet)	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
	Third party net sales	\$	85	\$	93	\$	79	\$	251	\$	218
Engineered	Third party sales realizations	\$	1,522	\$	1,529	\$	1,475	\$	1,512	\$	1,483
I-joists (lineal feet)	Third party sales volumes (2)		57		60		53		166		147
· · · · · · · · · · · · · · · · · · ·	Production volumes		53		58		49		161		141
	Third party net sales	\$	225	\$	243	\$	199	\$	671	\$	544
Oriented Strand Board	Third party sales realizations	\$	295	\$	328	\$	256	\$	295	\$	237
(square feet 3/8")	Third party sales volumes (2)		764		741		776		2,274		2,296
,	Production volumes		754		744		777		2,256		2,259
	Third party net sales	\$	47	\$	45	\$	48	\$	136	\$	133
Softwood Plywood	Third party sales realizations	\$	380	\$	386	\$	378	\$	381	\$	369
(square feet 3/8")	Third party sales volumes (2)		123		117		127		358		368
	Production volumes		99		88		105		284		304
	Third party net sales	\$	51	\$	48	\$	49	\$	146	\$	113
Medium Density	Third party sales realizations	\$	845	\$	821	\$	761	\$	820	\$	765
Fiberboard (square feet 3/4")	Third party sales volumes (2)		60		58		64		177		147
(1)	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 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.

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)
*Co. J. f. ition of Adinated EDITDA (come CAAD managed) and 2								

^{*}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)
-	\$ (2)	\$ (6)	\$ (14)	\$ (20)	

Unallocated Selected Items

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

⁽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.