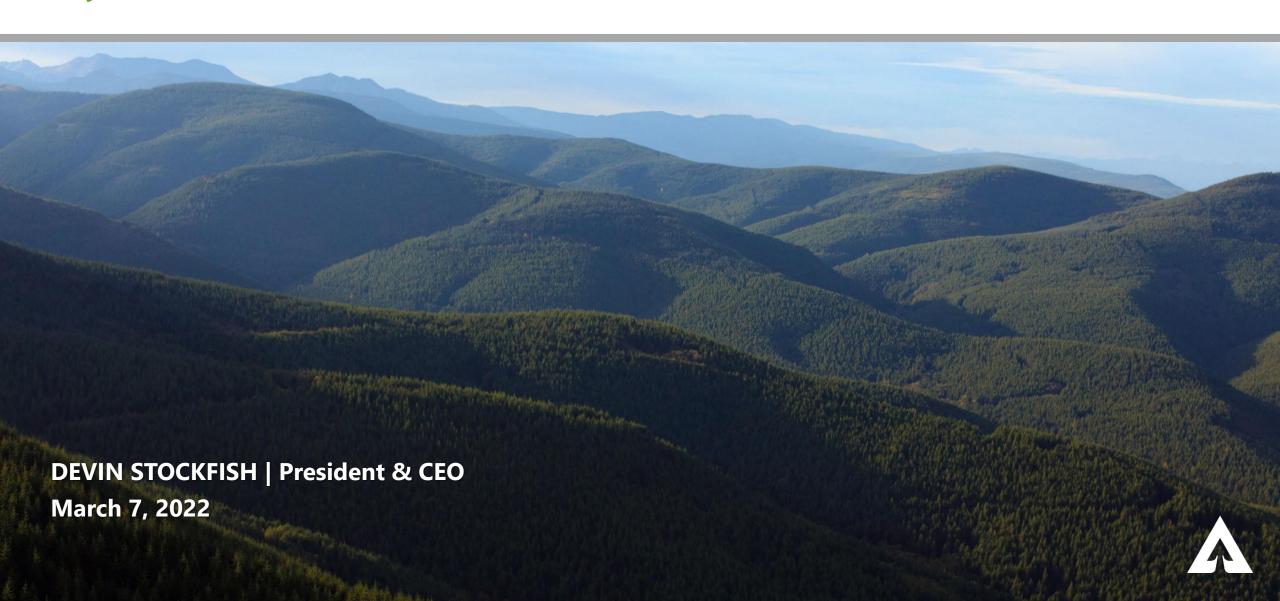
## **WEYERHAEUSER**

Raymond James 43<sup>rd</sup> Annual Institutional Investors Conference



# 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: future goals and prospects; 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 and repair and remodel activity; market dynamics; the number of HBU acres in our portfolio and our 2022 Adjusted EBITDA outlook for our Real Estate and Energy and Natural Resources business; projections relating to the future growth, value and performance of our timberlands portfolio; expectations concerning new log export markets and projected growth in existing export markets; future growth, productivity and reliability of our wood products businesses, including our ability to operate profitably through the economic cycle; our cash dividend framework, base dividend sustainability and 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, liability management, and revolving line of credit capacity; our outlook for capital expenditures across the company; plans to upgrade and maximize the value of our timberland portfolio; operational excellence targets and creation of long-term shareholder value; our sustainability practices and ambitions, including without limitation those set forth in our "3 by 30" sustainability goals and our greenhouse gas emissions reduction targets; and our new climate solutions business and related plans, including projections for adjusted EBITDA and growth in demand for climate change mitigation and carbon markets. 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 "anticipate," "believe," "committed," "continue," "continued," "continued," "could," "estimate," "expect," "forecast," "goal," "growing," "maintain," "outlook," "plan," "sustainable," "target," "will," "would" and similar words and terms and phrases using such terms and words. 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 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 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 COVID-19 and other viral or disease outbreaks, including but not limited to 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, but not limited to, the availability of acquisition opportunities and market demand for our divestiture properties, 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, including legal, governmental or market responses to any such changes or the anticipation of 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 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 2021 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. It is not possible to predict or identify all risks and uncertainties that might affect the accuracy of our forward-looking statements and, consequently, our descriptions of such risks and uncertainties should not be considered exhaustive. 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, which 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.

### WEYERHAEUSER INVESTMENT THESIS





**Superior Shareholder Value** 

### PROVEN PERFORMANCE

Our Progress in 2021





WE OPTIMIZED OUR TIMBERLANDS HOLDINGS THROUGH STRATEGIC TRANSACTIONS IN

ALABAMA & WASHINGTON



#### WE LAUCHED A NEW

#### Natural Climate Solutions Business

Wind • Solar • Carbon Mitigation • Conservation







**WE RANKED** 

#1 or #2
FOR EBITDA MARGIN
In All Our Manufacturing
Businesses



WE CAPTURED MORE THAN

#### \$70 MILLION

Of OpX Improvements in 2021





STRONG

**ESG FOUNDATION** 



**WE SET A** 

SCIENCE-BASED GHG REDUCTION TARGET

At the Most Ambitious Level



WE PUBLISHED OUR

#### **CARBON RECORD**

Our Forests Store Billions of Tons of Carbon and We Are Significantly Carbon Negative





DISCIPLINED

CAPITAL ALLOCATION



WE REDUCED DEBT BY

#### \$375 MILLION

Resulting in Total Debt Reduction since 2020 Q3 of

\$1.2 BILLION



WE RETURNED OVER

#### \$2 BILLION OF CASH

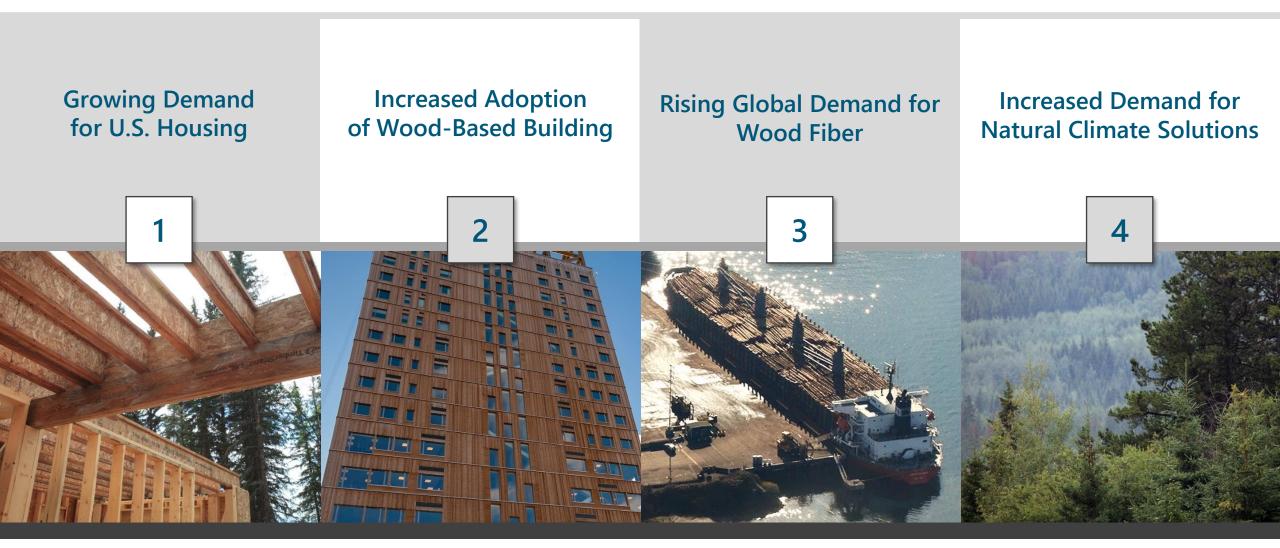
To Shareholders, Based on 2021 Results AND INCREASED OUR SHARE REPURCHASE AUTHORIZATION TO





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

We Are Well-Positioned to Capitalize on These Opportunities





### **UNMATCHED PORTFOLIO**

Our Quality, Diversity and Scale Cannot Be Replicated

### **WHO WE ARE**

# PORTFOLIO

### A Tax-Efficient REIT With Three Industry-Leading Businesses



#### **TIMBERLANDS**

We are the largest private timberland owner in North America



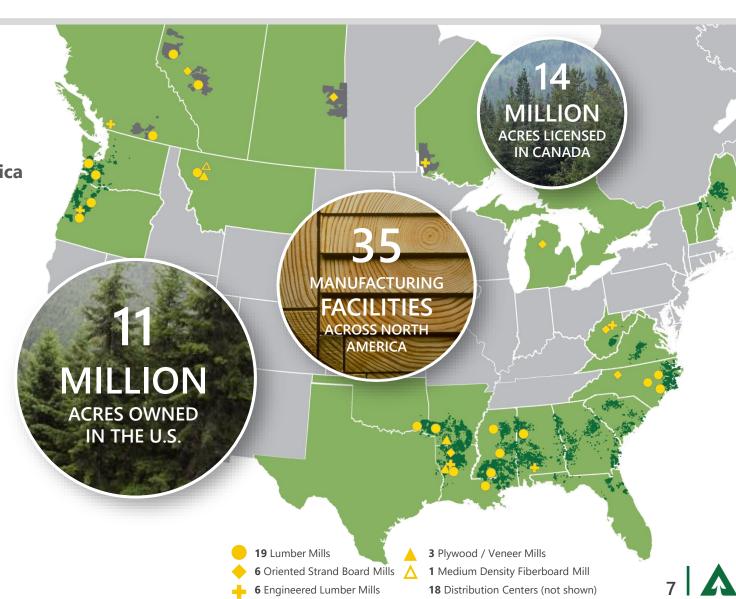
# REAL ESTATE, ENERGY & NATURAL RESOURCES

We deliver the most value from every acre



#### **WOOD PRODUCTS**

We are a scale, low-cost wood products manufacturer



### WHAT WE DO

### Create and Capture Superior Value at Every Step





















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

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

#### STRONG ESG FOUNDATION

### Long-standing Focus on Sustainability



#### **Environmental Stewardship**

**WE PLANT** 

**SEEDLINGS EACH YEAR** 

**WE HARVEST** 

**ONLY 2%** 

**OF OUR FORESTS** EACH YEAR, AND

100%

**ARE REFORESTED** 

**WE CERTIFY** 

100%

OF OUR TIMBERLANDS & WOOD PRODUCTS **FACILITIES TO** 



**STANDARDS** 

WE REMOVE THE EQUIVALENT OF

32 MILLION

**METRIC TONS of CO<sub>2</sub>** 



ANNUALLY

#### **OUR NEW GHG EMISSION** REDUCTION TARGET

HAS BEEN VERIFIED BY THE SCIENCE BASED TARGET INITIATIVE'S HIGHEST LEVEL OF AMBITION

WE MEET MORE THAN

70% OF OUR OWN

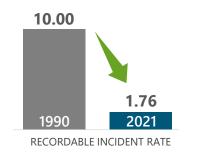
**ENERGY NEEDS USING RENEWABLE BIOMASS** 

ON AVERAGE WE USE 95% OF EVERY LOG

#### **Social Responsibility**

**WE ARE AN INDUSTRY** LEADER IN **SAFETY** 





89%

**OF SALARIED EMPLOYEES SAY** "On my team, the work environment is inclusive"

**WE PROVIDE** 9.000 +**FAMILY WAGE JOBS** IN MOSTLY RURAL

**COMMUNITIES** 

#### **WE GAVE**

IN CHARITABLE GRANTS. SPONSORSHIPS, IN-KIND DONATIONS, EMPLOYEE TIME, AND RESEARCH SUPPORT IN 2021



**OF ALL SALARIED EMPLOYEES HAVE AN INDIVIDUAL DEVELOPMENT PLAN** 

#### **Corporate Governance**

**BOARD DIVERSITY** 



**WE'VE APPOINTED** 7 NEW

DIRECTORS TO OUR BOARD

**SINCE 2015** 



**OUR RIGOROUS, PRE-SET GOALS FOR THE ANNUAL INCENTIVE PLAN** 

**INCLUDE ESG-RELATED METRICS** 



**WE RECEIVED OVER** 

94% **SAY ON PAY SUPPORT** 

IN 2021

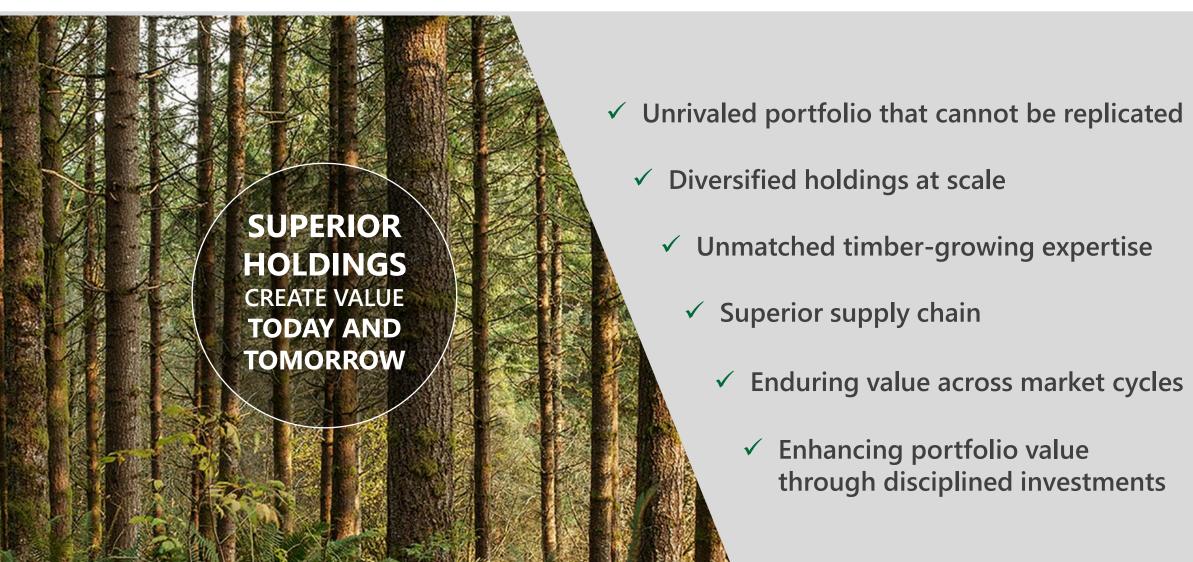






### **TIMBERLANDS**





### **OUR TIMBERLANDS PORTFOLIO**

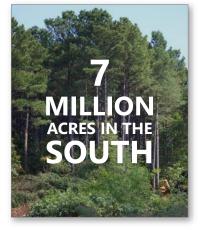
### Unmatched Quality, Scale and Diversification





#### **High value Douglas fir**

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



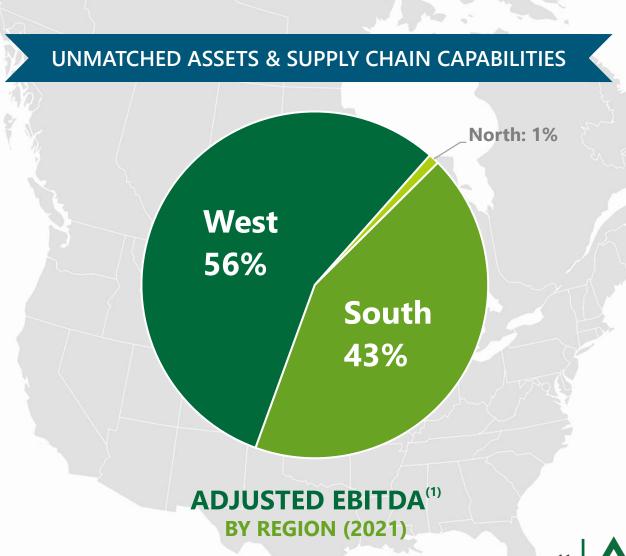
#### **Premium Southern yellow pine**

- Superior quality pine planted forests
- Balanced mix of grade and fiber logs
- Scale operations in every major region



#### **Diverse hardwoods and softwoods**

- Premium hardwood sawlogs
- Maximizing value with over 300 product grades



### TIMBERLANDS EXPORT MARKETS



### Unrivaled Market Position and Supply Chain Expertise



#### **UNIQUE JAPAN BUSINESS**

- ✓ Multi-decade relationships supplying steady 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 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

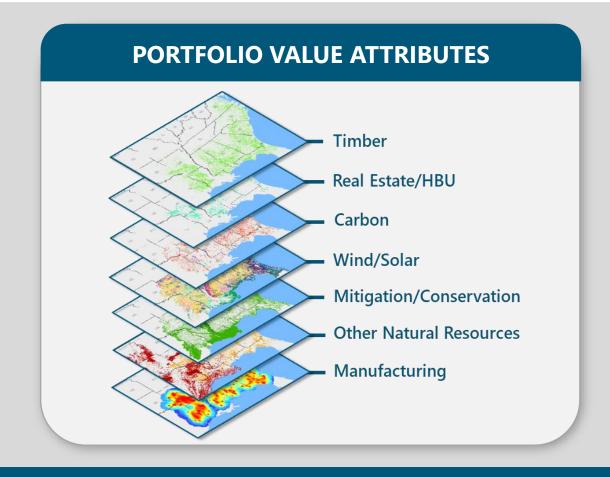
### **GOALS TO DRIVE GROWTH**



### Enhancing Timberlands Portfolio Value by 2025

# \$1 BILLION TO GROW OUR TIMBER PORTFOLIO

- ✓ Target investment zones in U.S. West and U.S. South
- ✓ Generate near-term cash yields comparable to 2020-21 transactions leveraging WY scale and expertise
- ✓ Positioning portfolio through AVO 2.0 to deliver excess returns above transaction values



Leveraging Industry-Leading Analytics and Expertise Optimizing Portfolio to Improve Value and Performance

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





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

Unlock Higher and Better Use (HBU) Value



#### **REAL ESTATE**

#### **CONTINUALLY EVALUATE EVERY ACRE**

**1.2 MILLION ACRES** 

With HBU Attributes

55-100+% PREMIUM

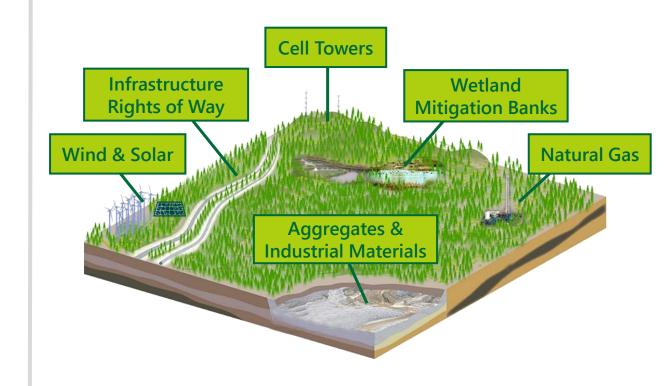
To Timber Value<sup>(1)</sup>

**≤1% OF TIMBERLAND ACRES** 

**Sold Annually** 

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

#### **ENERGY & NATURAL RESOURCES**



#### PREMIUM LAND SALES

Maximizing Value from Each Acre Via HBU Parcels

#### STEADY ROYALTY & LEASE INCOME

Maximizing Value from Surface & Subsurface Assets



### **NATURAL CLIMATE SOLUTIONS**

### Leveraging Our Unmatched Scale



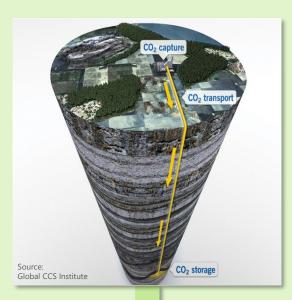
#### **Growing Our Current Business**





#### **Extending Our Business Model**





# MITIGATION & CONSERVATION

Preserving Valuable Ecosystems

# RENEWABLE ENERGY

Leasing Land for Wind and Solar Production

# FOREST CARBON

Participating in the Emerging Offsets Market

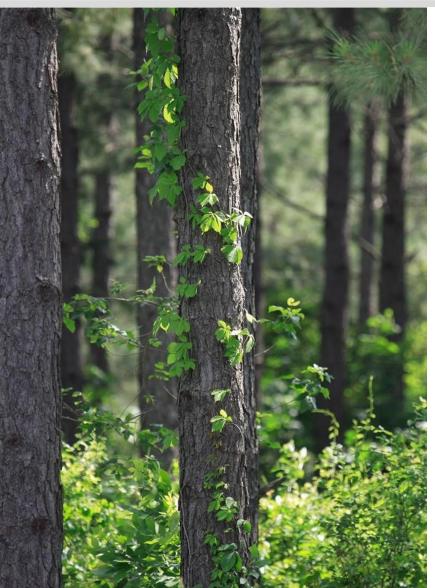
# **CARBON CAPTURE**& STORAGE

Subsurface Leasing for Carbon Sequestration

### **NATURAL CLIMATE SOLUTIONS**

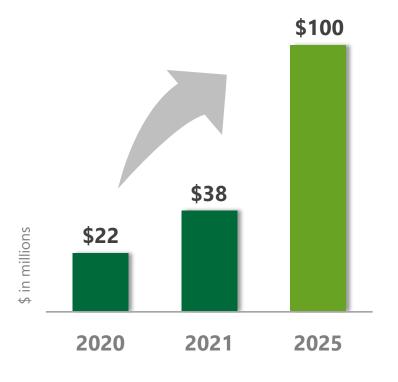
### Growing EBITDA as Carbon Markets Develop





### BUILDING A \$100 MILLION BUSINESS

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



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

#### **KEY UPDATES**

- ✓ 2021 growth primarily from current Mitigation, Conservation and Renewable Energy businesses
- ✓ Announced first forest carbon pilot project in Maine
- ✓ Signed agreement for potential development of 1 GW of solar projects in Southeastern U.S.
- ✓ Future upside beyond 2025 as markets continue to develop



### **WOOD PRODUCTS**

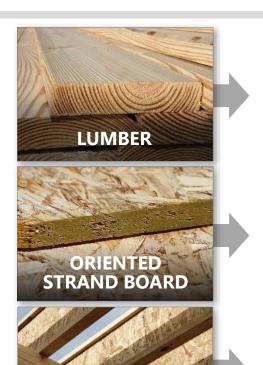




### **WOOD PRODUCTS PORTFOLIO**

### Industry-Leading Scale, Diversification and Quality





**ENGINEERED WOOD PRODUCTS** 



- 19 lumber mills
- 5.4 BBF capacity

#### 4<sup>th</sup> largest producer in North America

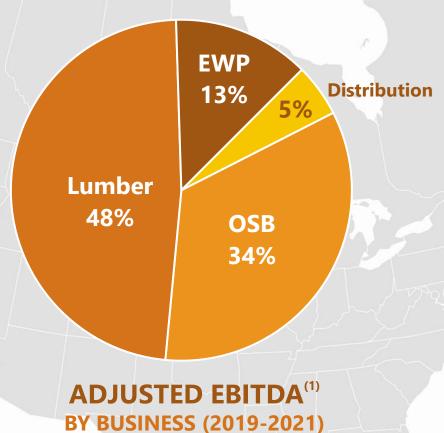
- 6 oriented strand board mills
- 3.1 BSF capacity

#### #1 engineered wood capacity in North America

- 6 engineered wood mills (42 MMCF capacity)
- 3 veneer/plywood mills (610 MMSF capacity)
- 1 medium density fiber mill (265 MMSF capacity)

# **Located in the largest**

# **UNMATCHED ASSETS & SUPPLY CHAIN CAPABILITIES**





• 18 distribution centers



### **WOOD PRODUCTS**



### Prudent Investments to Serve Growing Demand for Wood-Based Building











#### **LUMBER**

Growing production by 5% annually through 2025<sup>(1)</sup>



# ORIENTED STRAND BOARD

Improving productivity and reliability of existing mills



# ENGINEERED WOOD PRODUCTS

Optimizing production levels and mix as market demand expands



#### **DISTRIBUTION**

Optimizing alignment with strategic markets

**Expect Growth Will Be Driven Primarily by Lumber and Engineered Wood** 



### **INDUSTRY-LEADING PERFORMANCE**

Significant, Sustainable Margin Improvement Through the Cycle

### **DELIVERING SUPERIOR RELATIVE PERFORMANCE**

Industry-Leading Position



WE CAPTURED **MORE THAN** \$70 MILLION IN OPX **IMPROVEMENTS** IN 2021



**Record Adjusted EBITDA** in 2021



#1 or #2 in All Manufacturing **Businesses in 2021** 

### **TARGETING** \$175-250 MILLION OF ADDITIONAL OPX MARGIN IMPROVEMENTS FROM 2022-2025

## **WE ACHIEVED** Black at the Bottom **PERFORMANCE**

IN MANUFACTURING

# **Lumber and Oriented Strand Board**

HIGHEST **MARGIN** 

2021

#### **Engineered Wood Products**

**OUR PERFORMANCE VS. PEERS** 

**SUSTAINED MARGIN IMPROVEMENT** 

2014-2021

#### **Distribution**

**LARGEST MARGIN IMPROVEMENT** 

2014-2021

Western **Timberlands** 

**BEST EBITDA PER ACRE** 

2021



### **DISCIPLINED CAPITAL ALLOCATION**

Long-Term Commitment to Balancing Three Key Priorities

### **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 Adj. FAD to Shareholders



#### SUSTAINABLE BASE DIVIDEND

supported by Timberlands and Real Estate & ENR cash flow, even at 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 Adj. 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



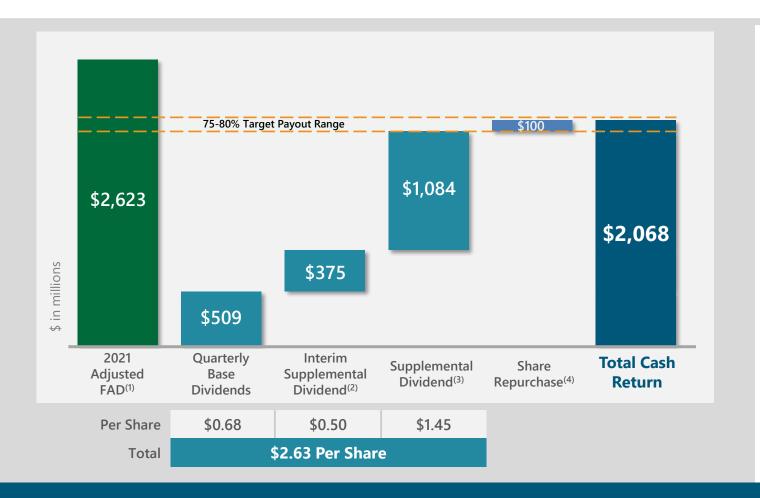
To Achieve 75-80% Payout



#### CASH RETURN FRAMEWORK IN ACTION



#### Returned Over \$2 Billion of Cash To Shareholders Based on 2021 Results



- ✓ Returned \$2.63 per share of dividends based on 2021 results
- ✓ Returned \$100 million through opportunistic share repurchase
- ✓ Highest full year operating cash flow on record
- ✓ Record Wood Products results

79% of Adjusted FAD Returned to Shareholders Based on 2021 Results

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

<sup>(2)</sup> On September 22, 2021, our board of directors declared a one-time interim supplemental dividend of \$0.50 per share that was paid on October 19, 2021.

<sup>(3)</sup> On January 28, 2022, our board of directors declared a supplemental dividend of \$1.45 per share that was paid on February 28, 2022.

### INCREASED SHARE REPURCHASE AUTHORIZATION



Well-Positioned for Strategic and Opportunistic Deployment

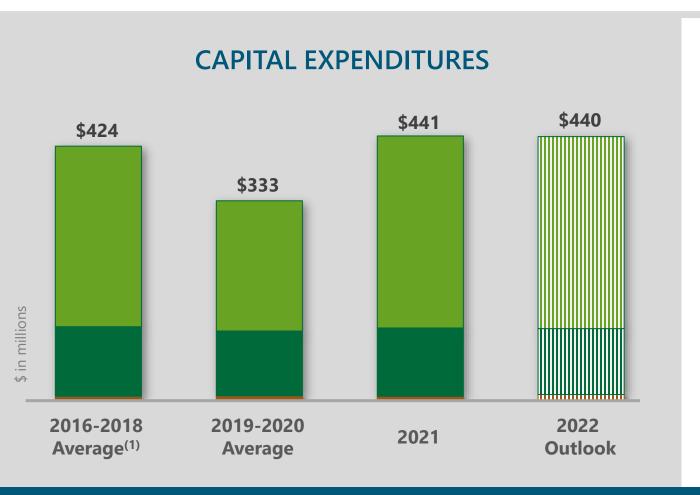


- ✓ Increased share repurchase authorization to \$1 billion in 2021 Q3
- ✓ Repurchased \$100 million in 2021 at average price of \$36.52
- ✓ Approximately \$927 million of remaining capacity under current authorization<sup>(1)</sup>
- ✓ Will continue to deploy opportunistically as part of commitment to returning capital to shareholders

### **CAPITAL EXPENDITURES**



### Organic Investments to Sustain and Enhance Our Operations



#### Wood Products: \$320 million in 2022

- Maintenance capex is \$150-200 million
- Projects to improve costs and reliability
- Strategic lumber mill modernization

#### Timberlands: \$110 million in 2022

- Reforestation and silviculture
- Roads and infrastructure

#### Real Estate & ENR: Minimal

 Limited spending for entitlement activities and Natural Climate Solutions

#### Corporate: \$10 million in 2022

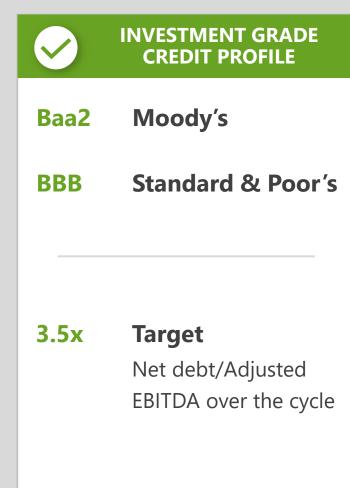
Primarily IT systems

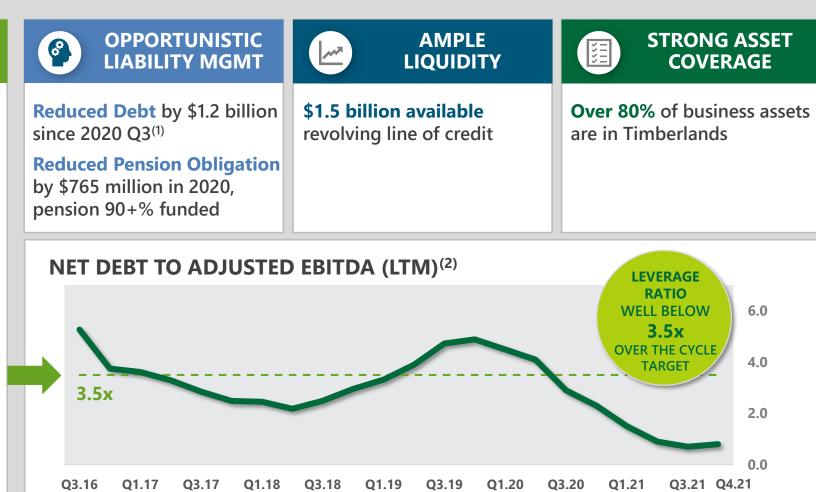
**Expect Annual Capital Expenditures of \$420-440 Million in 2023-2025** 

#### MAINTAIN AN APPROPRIATE CAPITAL STRUCTURE



### Operating from Strong Financial Position with Significant Flexibility





### **MARKET DYNAMICS FOR OUR PRODUCTS**



- Sustained, high level of demand from residential construction activity
- Favorable industry operating rates
- B.C. mill closures will be replaced by U.S. South capacity additions
- Current pricing well above historic levels
- Weather and labor related transportation challenges



- Sustained, high level of demand from residential construction activity
- **f** Favorable operating rates
- Current pricing well above historic levels
- Weather and labor related transportation challenges



- Strong domestic wood products production
- **†** Favorable Japanese demand
- Solid Chinese log demand, but facing supplier constraints from Australia, Europe and Russia



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



### **2025 YEAR-END TARGETS**

### Driving Growth and Shareholder Value



- GROW OUR TIMBER
  PORTFOLIO with
  \$1 BILLION of disciplined
  investments through 2025
- GROW EBITDA FROM NATURAL CLIMATE SOLUTIONS to \$100 MILLION by 2025

- \$175-250 MILLION across businesses from 2022-2025
- GROW LUMBER
  PRODUCTION by 5%
  annually through organic
  growth through 2025
- PROGRESS AGAINST OUR
  SCIENCE-BASED GHG
  REDUCTION TARGET
  at the most ambitious level
- EXTERNAL RECOGNITIONS for our ESG commitment and performance
- COMMITTED TO GROW
  BASE DIVIDEND
  by 5% annually
  from 2022-2025
- ANNUALLY RETURN 75-80% OF ADJUSTED FAD TO SHAREHOLDERS through base dividend and combination of variable supplemental dividend and share repurchase

81 4

### WEYERHAEUSER INVESTMENT THESIS





**Superior Shareholder Value**