



Q1 2019 Earnings

April 30, 2019



Forward-Looking Statements & Non-GAAP Measures

FORWARD-LOOKING STATEMENTS

This presentation contains certain forward-looking statements within the meaning of the Private Litigation Reform Act of 1995 as amended, including without limitation, our expectations regarding the U.S. housing market; strong repair and remodel market; lumber demand and pricing; effect on annual adjusted EBITDDA of \$10 per thousand board foot change in price; Q2 2019 lumber shipments; Northern and Southern log and pulpwood sales and pricing; Q2 2019 timber harvest; real estate sales and cost basis; the direction of our business markets; business conditions; the reduction of interest expense as a result of Farm Credit patronage; 2019 capital expenditures; Q2 2019 interest expense; Q2 2019 corporate expense; Q2 2019 income tax; dividend payout ratio and similar matters. You should carefully read forward-looking statements, including statements that contain these words, because they discuss the future expectations or state other "forward-looking" information about PotlatchDeltic. A number of important factors could cause actual results or events to differ materially from those indicated by such forward-looking statements, many of which are beyond PotlatchDeltic's control, including the U.S. housing market; changes in timberland values; changes in timber harvest levels on the company's lands; changes in timber prices; changes in policy regarding governmental timber sales; availability of logging contractors and shipping capacity; changes in the United States and international economies; changes in interest rates; changes in the level of construction activity; changes in Asia demand; changes in tariffs, quotas and trade agreements involving wood products; currency fluctuation; changes in demand for our products; changes in production and production capacity in the forest products industry; competitive pricing pressures for our products; unanticipated manufacturing disruptions; changes in general and industry-specific environmental laws and regulations; unforeseen environmental liabilities or expenditures; weather conditions; restrictions on harvesting due to fire danger; changes in raw material, fuel and other costs; share price; the successful execution of the company's strategic plans; the company's ability to meet expectations; and the other factors described in PotlatchDeltic's Annual Report on Form 10-K and in the company's other filings with the SEC. PotlatchDeltic assumes no obligation to update the information in this presentation, except as otherwise required by law. Readers are cautioned not to place undue reliance on these forward-looking statements, all of which speak only as of the date hereof.

NON-GAAP MEASURES

This presentation includes non-GAAP financial information. A reconciliation of those numbers to U.S. GAAP is included in this presentation, which is available on the company's website at www.potlatchdeltic.com.

Key Highlights – Q1 2019

Performance

- ▲ **Total Adjusted EBITDDA:**⁽¹⁾
 - \$28.3 million
 - Total Adjusted EBITDDA margin of 16%
- ▲ **Segment Adjusted EBITDDA**
 - Resource - \$26.9 million
 - 1.3 million tons harvest volume
 - Wood Products - \$7.2 million
 - 238 MMBF lumber shipments
 - \$380/MBF average lumber price
 - Real Estate - \$2.7 million
- ▲ **Cash Available for Distribution (CAD):**
 - \$109.4 million⁽²⁾

Strategy

- ▲ **Strong lumber fundamentals**
 - Housing demand supported by demographics
 - Restricted Canadian supply
 - High capacity utilization
- ▲ **Integrated model is a benefit**
 - Net log buyer in South
 - Low southern sawlog prices = high lumber margins
- ▲ **Northern Resource** contribution benefits from indexing Idaho sawlogs to lumber prices and from cedar sawlogs
- ▲ **Real Estate:**
 - Rural - maximize land value through land stratification
 - Development – high end master planned community in Little Rock, AR

Capital Allocation

- ▲ **Share Repurchases:**
 - 278,947 shares at \$36.39/share
 - \$10.2 million
- ▲ **Dividend:**
 - \$1.60/share, 4.2% yield⁽³⁾
- ▲ **MDF sale:**
 - Closed February 12, 2019
 - Buyer assumed \$29 million revenue bonds
 - Net cash proceeds of \$43 million after taxes
- ▲ **Debt:**
 - Refinanced \$150 million of Senior Notes; lowered interest rate ~3%
 - Undrawn \$380 million revolver
 - Investment grade rated

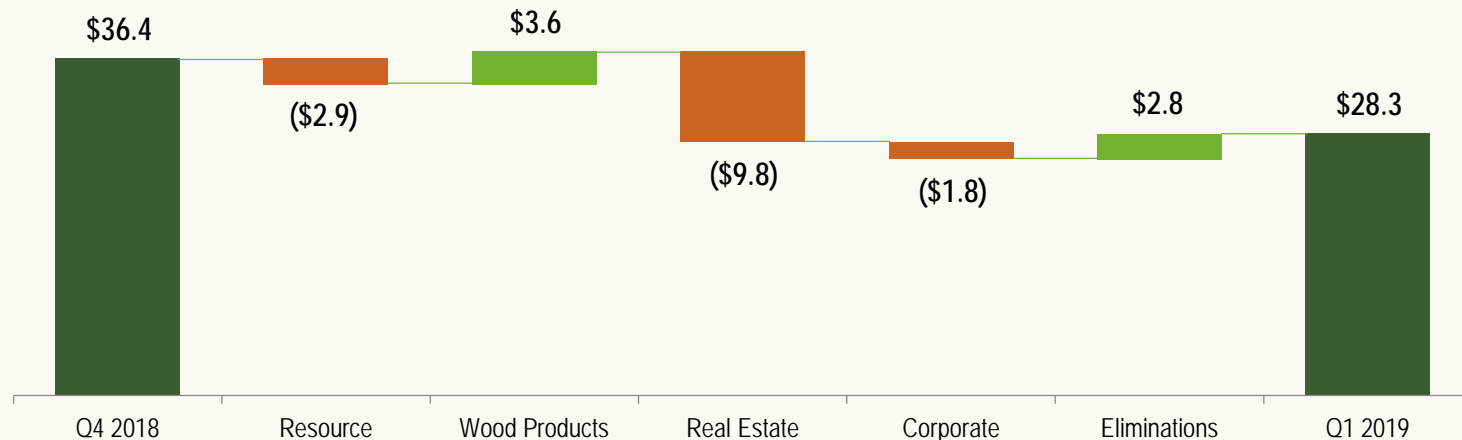
(1) Total Adjusted EBITDDA is a non-GAAP measure. See appendix for definition and reconciliation. Total Adjusted EBITDDA margin is Total Adjusted EBITDDA divided by revenues.

(2) Cash Available for Distribution (CAD) is for the trailing twelve months ended March 31, 2019. CAD is a non-GAAP measure; see appendix for definition and reconciliation.

(3) Based on closing stock price of \$37.79 on March 29, 2019.

Q1 2019 Consolidated Results

Total Adjusted EBITDDA – Q4 2018 to Q1 2019 Variance
(\$ in millions)



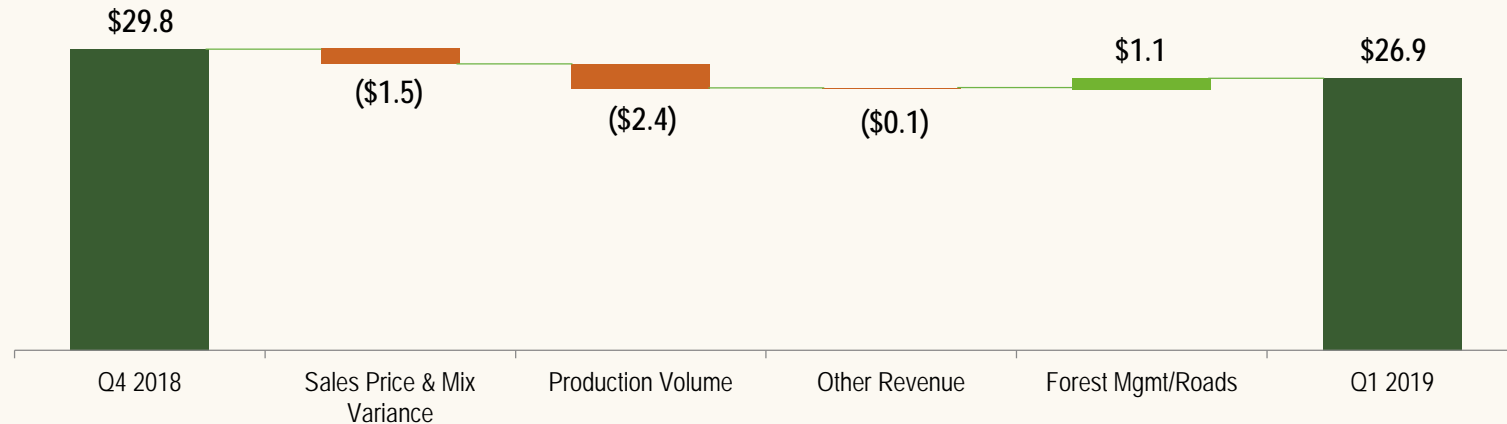
Key Consolidated Highlights:

- ▲ Total Adjusted EBITDDA decreased \$8.1 million from Q4 2018 levels
- ▲ Slightly lower indexed sawlog prices in the North, combined with seasonally lower harvest volumes in the North and South, resulted in declines in Resource Adjusted EBITDDA
- ▲ Wood Products Adjusted EBITDDA benefited from an increase in lumber prices
- ▲ Real Estate sold fewer residential lots and no commercial acres in Q1 2019
- ▲ Excluding MDF, Total Adjusted EBITDDA was \$30.1 million Q1 2019 and \$34.5 million Q4 2018

Note: Total Adjusted EBITDDA is a non-GAAP measure. See appendix for definition and reconciliation.

Q1 2019 Resource Results

Resource Adjusted EBITDDA – Q4 2018 to Q1 2019 Variance
(\$ in millions)



Key Resource Highlights:

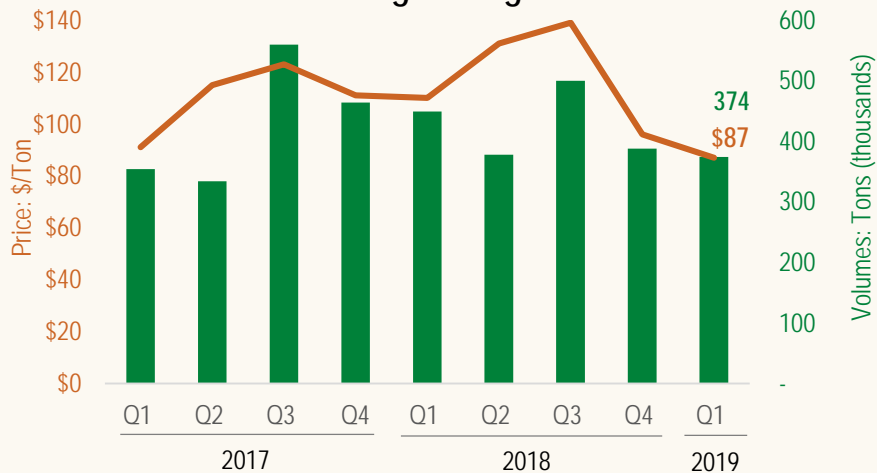
- 🌲 Resource Adjusted EBITDDA decreased \$2.9 million from Q4 2018 levels
- 🌲 Northern sawlog prices decreased 9% due to lower lumber index pricing and seasonally heavier logs
- 🌲 Northern sawlog volumes decreased seasonally
- 🌲 Southern sawlog and pulpwood prices increased due to constrained log supply as a result of wet weather
- 🌲 Forest management costs decreased primarily due to seasonally lower activity in the North



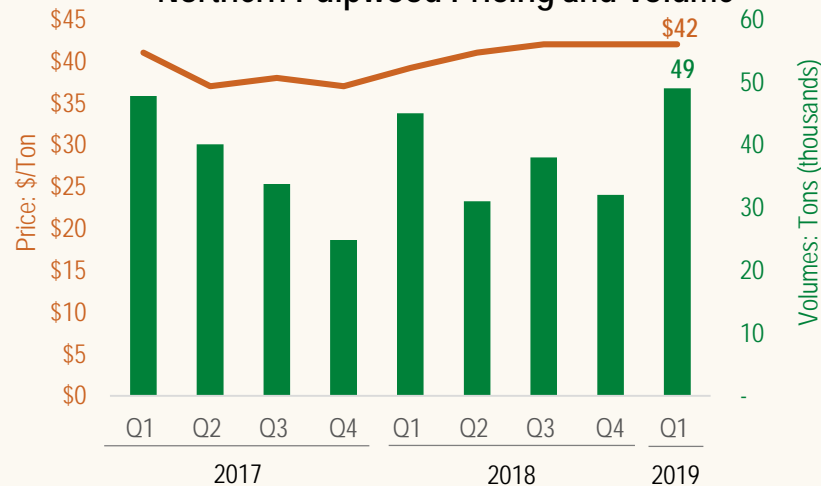
Q1 2019 Resource Results

Northern Region

Northern Sawlog Pricing and Volume

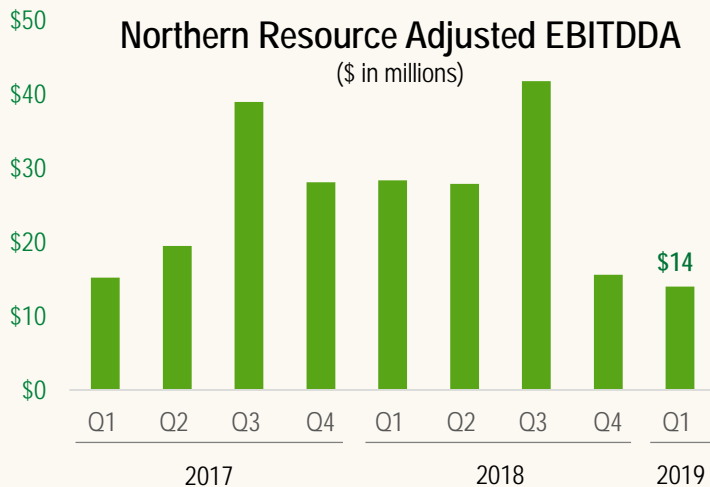


Northern Pulpwood Pricing and Volume



Northern Resource Adjusted EBITDDA

(\$ in millions)



Q4 2018 vs Q1 2019

Northern Resource - Key Results

(\$ in millions - Unaudited)

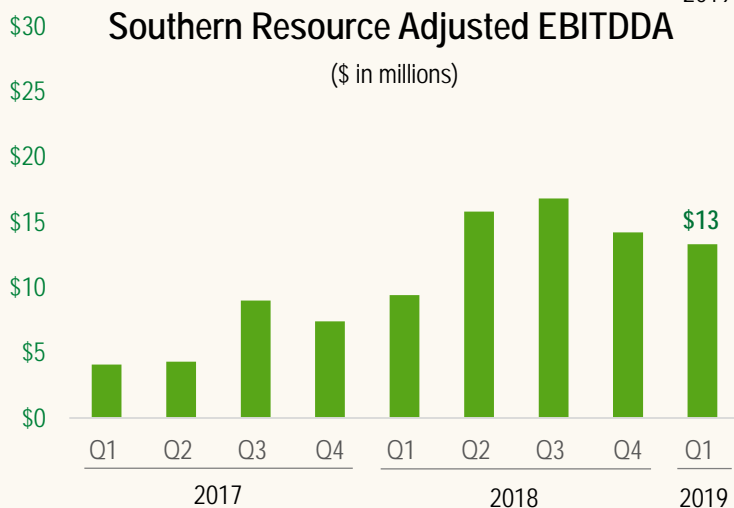
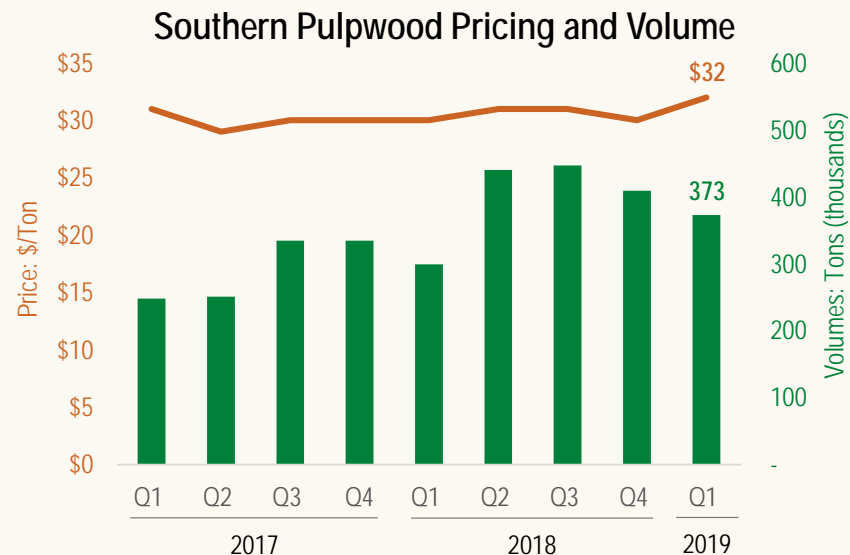
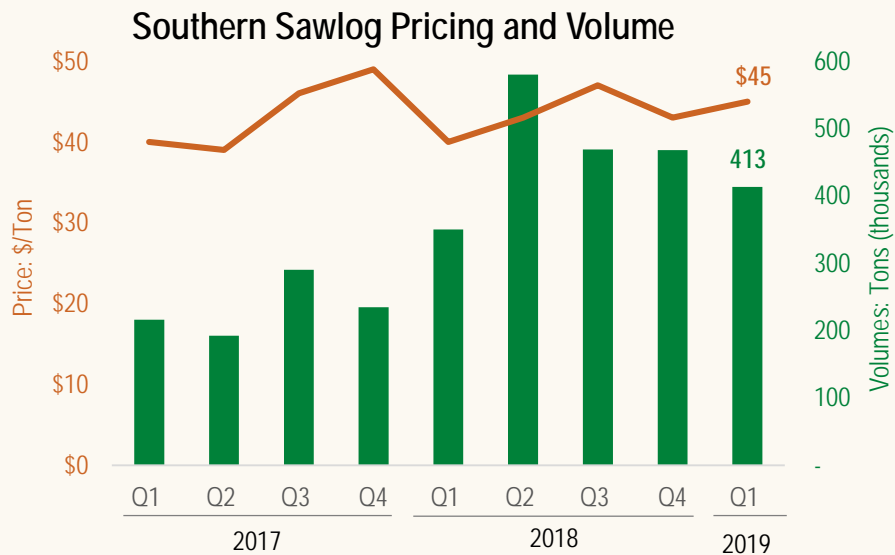
	Q4 2018	Q1 2019	Change
Northern Revenues	\$ 39.0	\$ 34.9	\$ (4.1)
Northern Resource Adjusted EBITDDA	\$ 15.6	\$ 13.7	\$ (1.9)
Margin (%)	40.0%	39.3%	(0.7) pts
Northern sawlog harvest volume ('000 tons)	388	374	(14)
Northern sawlog price (\$ / ton)	\$ 96	\$ 87	\$ (9)
Northern pulpwood harvest volume ('000 tons)	32	49	17
Northern pulpwood price (\$ / ton)	\$ 42	\$ 42	\$ —

Volumes include tonnage harvested from company-owned fee land, while pricing data includes revenue generated from both company-owned fee land and non-fee stumpage purchased from third parties.



Q1 2019 Resource Results

Southern Region



Q4 2018 vs Q1 2019

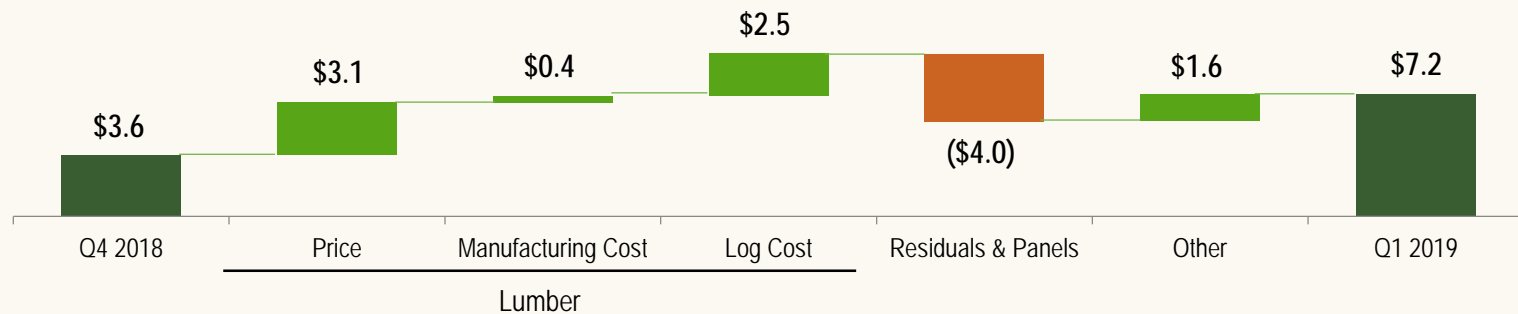
Southern Resource - Key Results			
(\$ in millions - Unaudited)			
	Q4 2018	Q1 2019	Change
Southern Revenues	\$ 35.5	\$ 33.2	\$ (2.3)
Southern Resource Adjusted EBITDDA	\$ 14.2	\$ 13.2	\$ (1.0)
Margin (%)	40.0%	39.8%	(0.2) pts
Southern sawlog harvest volume ('000 tons)	468	413	(55)
Southern sawlog price (\$ / ton)	\$ 43	\$ 45	\$ 2
Southern pulpwood harvest volume ('000 tons)	409	373	(36)
Southern pulpwood price (\$ / ton)	\$ 30	\$ 32	\$ 2

Volumes include tonnage harvested from company-owned fee land, while pricing data includes revenue generated from both company-owned fee land and non-fee stumpage purchased from third parties.



Q1 2019 Wood Products Results

Wood Products Adjusted EBITDDA – Q4 2018 to Q1 2019 Variance
(\$ in millions)

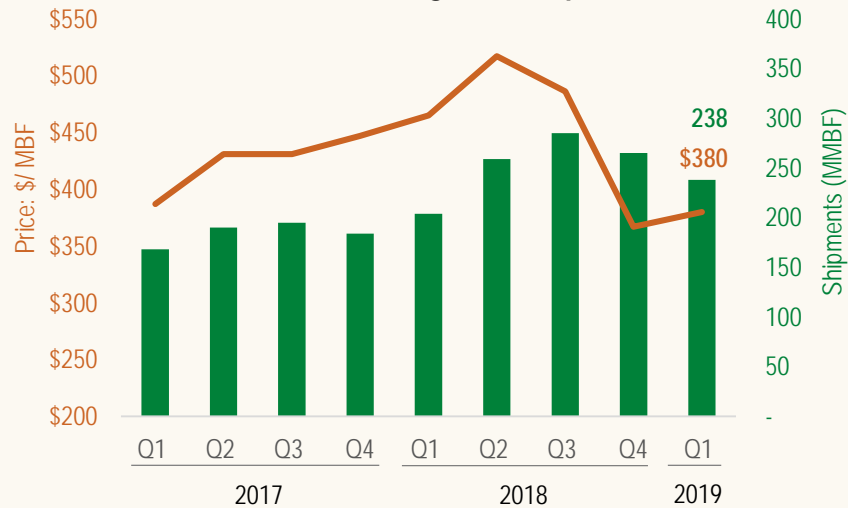


Key Wood Products Highlights:

- 🌲 Wood Products Adjusted EBITDDA increased \$3.6 million from Q4 2018 levels
- 🌲 Average lumber prices increased approximately 4% to \$380 per MBF in Q1
- 🌲 Lumber shipments declined 10% in the quarter due to operational and transportation challenges
- 🌲 Excluding MDF, Wood Products Adjusted EBITDDA was \$9.0 million Q1 2019 and \$1.7 million Q4 2018

Q1 2019 Wood Products Results

Lumber Pricing and Shipments



Wood Products Adjusted EBITDDA



Q4 2018 vs Q1 2019

Wood Products - Key Results

(\$ in millions - Unaudited)

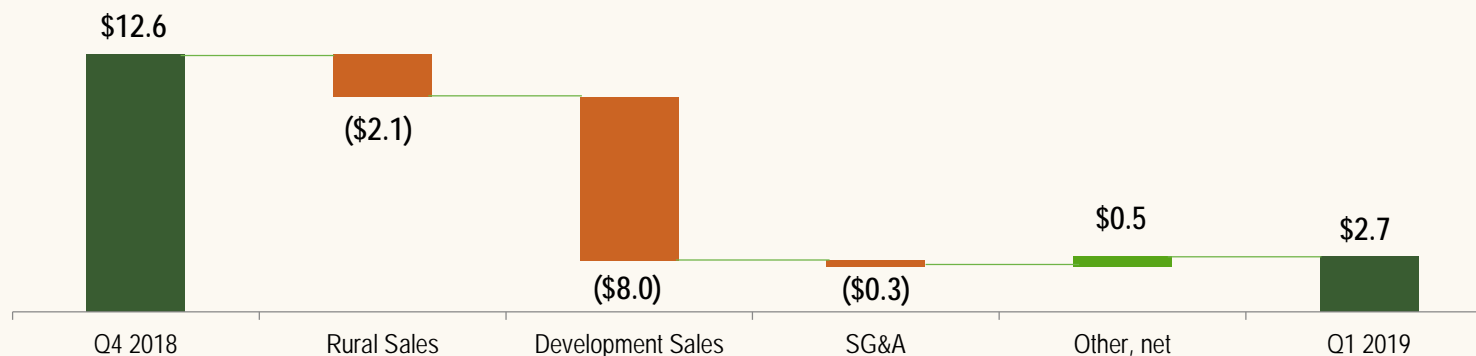
	Q4 2018	Q1 2019	Change
Wood Products Revenues	\$ 148.5	\$ 132.3	\$ (16.2)
Wood Products Adjusted EBITDDA	\$ 3.6	\$ 7.2	\$ 3.6
Margin (%)	2.4%	5.4%	3.0 pts
Lumber shipment volume (MMBF)	265	238	(27)
Lumber price (\$ / MBF)	\$ 367	\$ 380	\$ 13



Q1 2019 Real Estate Results

Real Estate Adjusted EBITDDA – Q4 2018 to Q1 2019 Variance

(\$ in millions)



Key Real Estate Highlights:

- ▲ Real Estate Adjusted EBITDDA decreased \$9.9 million from Q4 2018 levels

Real Estate - Rural:

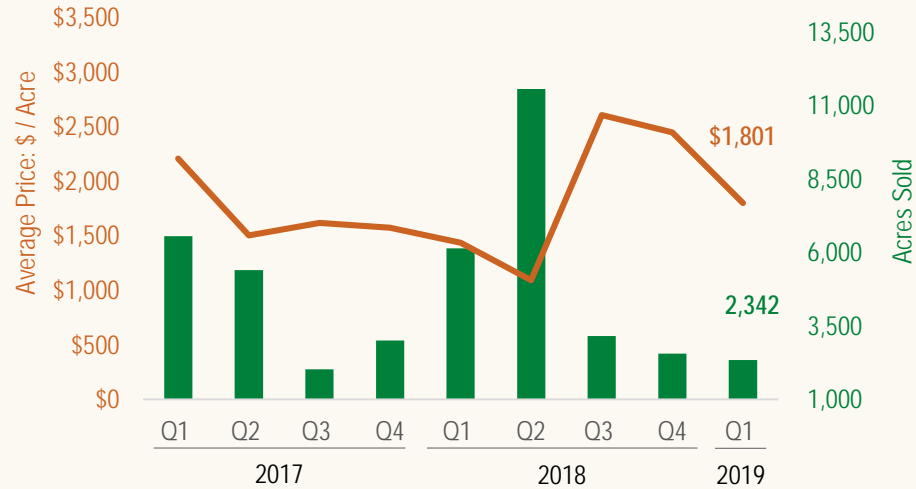
- ▲ Sold 2,342 acres – 29 transactions
- ▲ Average rural price \$1,801/acre
- ▲ 28% HBU / 59% Recreation / 13% Non-Strategic

Real Estate - Development:

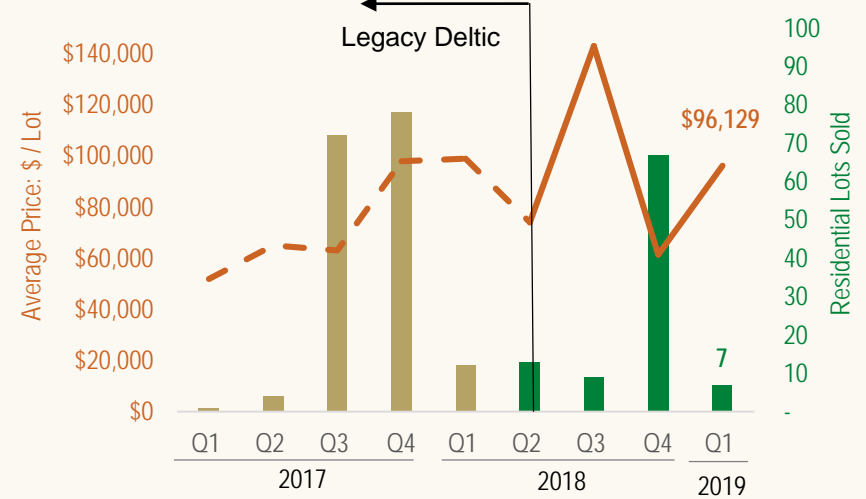
- ▲ Sold 7 residential lots at an average \$96,000/lot in Q1 2019
- ▲ Sold 67 residential lots and had a \$4.5 million commercial land sale in Q4 2018

Q1 2019 Real Estate Results

Rural - Acres Sold and Avg. Price

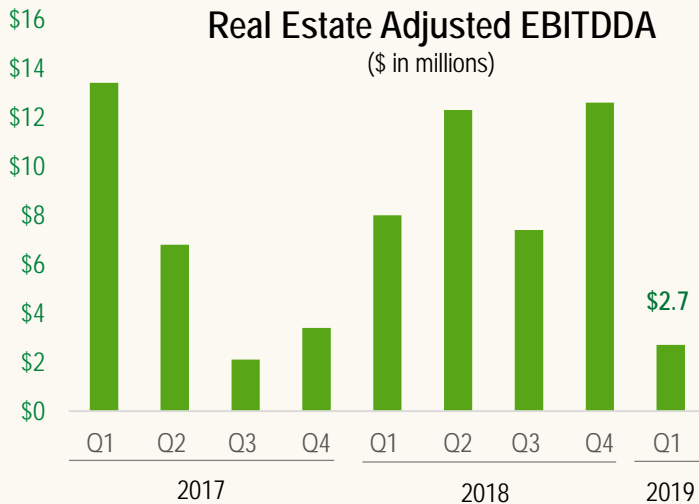


Development - Residential Lots Sold and Avg. Price



Real Estate Adjusted EBITDDA

(\$ in millions)



Q4 2018 vs Q1 2019

Real Estate - Key Results

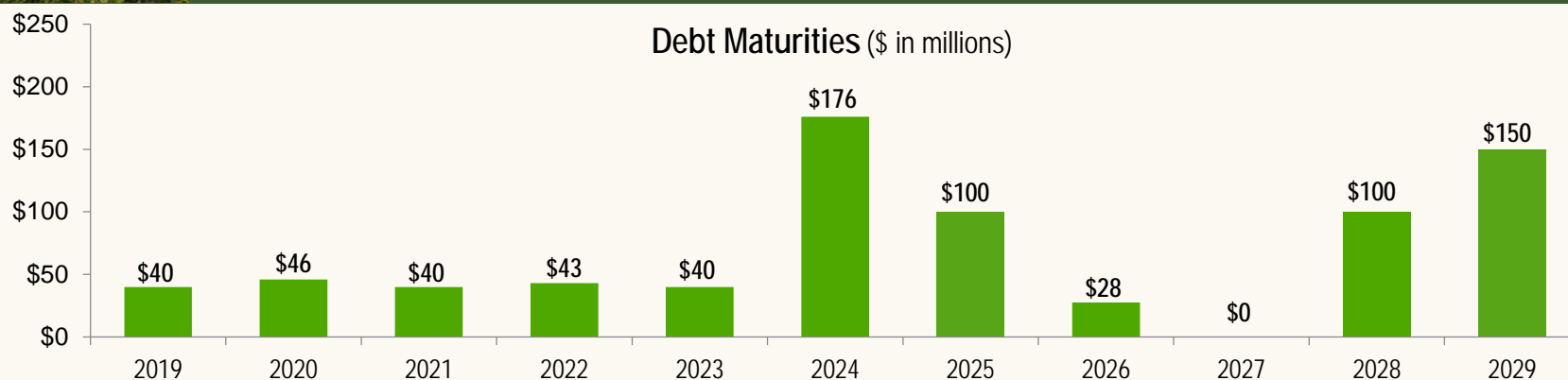
(\$ in millions - Unaudited)

	Q4 2018	Q1 2019	Change
Real Estate Revenues	\$ 16.4	\$ 6.2	\$ (10.2)
Real Estate Adjusted EBITDDA	\$ 12.6	\$ 2.7	\$ (9.9)
Margin (%)	76.8%	43.5%	(33.3) pts
Rural acres sold	2,566	2,342	(224)
Price (\$ / acre)	\$ 2,449	\$ 1,801	\$ (648)
Residential lots sold	67	7	(60)
Price (\$ / lot)	\$ 61,384	\$ 96,129	\$ 34,745

Residential Lots Sold by Price Ranges

	Up to \$80K	\$80k to \$100k	\$100k to \$150K	\$150k +
Q4 2018	65	-	2	-
Q1 2019	4	-	3	-

Favorable Capital Structure



Unaudited, \$ in millions

March 31, 2019

Market capitalization ⁽¹⁾	\$	2,554
Net debt		651
Enterprise value	\$	<u>3,205</u>
Cash and cash equivalents	\$	105
Net debt to enterprise value ⁽²⁾		20.3%
EBITDDA leverage ⁽³⁾		2.50
Weighted average cost of debt ⁽⁴⁾		3.4%
Dividend yield ⁽¹⁾		4.2%

Key Highlights:

- ▲ Refinanced \$150 million January 2019, lowering interest rate ~3%; matures Jan. 2029
- ▲ Investment grade rated by Moody's and S&P
- ▲ Undrawn \$380 million revolver
 - Maturity: April 2023
 - Accordion: \$420 million

(1) Based on closing stock price of \$37.79 on March 29, 2019.

(2) Net debt to enterprise value is a non-GAAP measure. See appendix for definition.

(3) EBITDDA leverage is a non-GAAP measure for the trailing twelve months ended March 31, 2019. See appendix for definition.

(4) Weighted average cost of debt excludes amortization of deferred issuance costs and credit facility fees, and includes annual estimated patronage credit on term loan debt.



Q2 2019 Outlook

RESOURCE

Harvest volume	1.2 – 1.3 million tons
Geographic harvest	~ 70% of volume in South
Sawlog mix	North: ~ 90% sawlogs South: just over 50% sawlogs
Sawlog pricing	North: lumber indexed South: flat

WOOD PRODUCTS

Lumber shipments	280 - 295 MMBF
Lumber prices	

REAL ESTATE

	Rural	Development
Land sales	~ 10,000 acres	~ 35 lots
Average price	\$1,000/acre	\$90,000/lot
Land basis	~ 20%	~ 95%

OTHER

Corporate	~ \$10 million
Interest expense	~ \$8 million
Income taxes	~ 15%



Appendix

Total Company Summary

(Dollars in millions except per-share amounts - unaudited)

	2018				Total	2019
	Q1	Q2	Q3	Q4		Q1
<u>Operating income:</u>						
Resource	\$ 29.0	\$ 29.1	\$ 46.0	\$ 17.5	\$ 121.6	\$ 16.6
Wood Products	25.6	45.5	40.6	(3.3)	108.4	2.2
Real Estate	4.3	9.3	3.1	6.2	22.9	0.9
Corporate(1)	(30.0)	(12.5)	(10.1)	(9.9)	(62.5)	(11.0)
Gain on sale of facility	—	—	—	—	—	9.2
Eliminations	(1.1)	(2.0)	(1.8)	(0.6)	(5.5)	2.2
Total operating income	27.8	69.4	77.8	9.9	184.9	20.1
Interest expense, net	(5.7)	(9.3)	(10.1)	(10.1)	(35.2)	(5.4)
Loss on extinguishment of debt	—	—	—	—	—	(5.5)
Non-operating pension and OPEB costs	(1.8)	(2.0)	(1.9)	(1.9)	(7.6)	(1.0)
Income (loss) before taxes	20.3	58.1	65.8	(2.1)	142.1	8.2
Income taxes ⁽²⁾	(5.7)	(12.0)	(5.4)	3.9	(19.2)	(1.6)
Net income (GAAP)	\$ 14.6	\$ 46.1	\$ 60.4	\$ 1.8	\$ 122.9	\$ 6.6
Diluted EPS (GAAP)	\$ 0.29	\$ 0.73	\$ 0.93	\$ 0.03	\$ 1.99	\$ 0.10
Distributions per share⁽³⁾	\$ 0.40	\$ 0.40	\$ 0.40	\$ 3.94	\$ 5.14	\$ 0.40

(1) Includes Deltic merger related costs of \$19.4 million Q1 2018, \$1.0 million Q2 2018, \$0.9 million Q3 2018 and \$0.9 million Q4 2018.

(2) Includes tax benefit of \$5.0 million in Q3 2018 related to contributions to qualified pension plans.

(3) Distributions per share in Q4 2018 include the Deltic earnings and profit special distribution of \$222 million, or approximately \$3.54 per share.

Non-GAAP Reconciliation: Operating Segment Adjusted EBITDDA (in millions – unaudited)

	2018		2018		Total	2019 Q1
	Q1	Q2	Q3	Q4		
Resource						
Northern Resource Operating Income	\$ 26.2	\$ 26.0	\$ 39.6	\$ 13.6	\$ 105.4	\$ 11.7
Depreciation, depletion and amortization	2.1	1.9	2.3	2.0	8.3	2.0
Northern Resource Adjusted EBITDDA	28.3	27.9	41.9	15.6	113.7	13.7
Southern Resource Operating Income	2.8	3.1	6.4	3.9	16.2	4.9
Depreciation, depletion and amortization	6.6	12.7	10.4	10.3	40.0	8.3
Southern Resource Adjusted EBITDDA	9.4	15.8	16.8	14.2	56.2	13.2
Resource Adjusted EBITDDA	\$ 37.7	\$ 43.7	\$ 58.7	\$ 29.8	\$ 169.9	\$ 26.9
Wood Products						
Operating income (loss)	\$ 25.6	\$ 45.5	\$ 40.6	\$ (3.3)	\$ 108.4	\$ 2.2
Depreciation, amortization, & eliminations	3.4	6.0	5.9	6.2	21.5	5.0
Loss on fixed assets	—	—	—	0.7	0.7	—
Wood Products Adjusted EBITDDA	\$ 29.0	\$ 51.5	\$ 46.5	\$ 3.6	\$ 130.6	\$ 7.2
Real Estate						
Operating Income	\$ 4.3	\$ 9.3	\$ 3.1	\$ 6.2	\$ 22.9	\$ 0.9
Basis of land and depreciation	3.7	3.0	4.3	6.4	17.4	1.8
Real Estate Adjusted EBITDDA	\$ 8.0	\$ 12.3	\$ 7.4	\$ 12.6	\$ 40.3	\$ 2.7
Eliminations	\$ (1.3)	\$ (2.0)	\$ (1.8)	\$ (0.7)	\$ (5.8)	\$ 2.2
Corporate						
Corporate expense	\$ (30.0)	\$ (12.5)	\$ (10.1)	\$ (9.9)	\$ (62.5)	\$ (11.0)
Depreciation and eliminations	0.2	0.2	0.2	0.2	0.8	0.3
Deltic merger-related costs	19.3	1.0	0.9	0.9	22.1	—
Inventory purchase price adjustments	1.8	—	—	—	1.8	—
Corporate Adjusted EBITDDA	\$ (8.7)	\$ (11.3)	\$ (9.0)	\$ (8.8)	\$ (37.8)	\$ (10.7)
Total Adjusted EBITDDA	\$ 64.7	\$ 94.2	\$ 101.8	\$ 36.5	\$ 297.2	\$ 28.3

Non-GAAP Reconciliation:

Total Adjusted EBITDDA and Cash Available for Distribution (in millions – unaudited)

	2018				Total	2019
	Q1	Q2	Q3	Q4		Q1
Total Adjusted EBITDDA						
Net Income (GAAP)	\$ 14.6	\$ 46.1	\$ 60.4	\$ 1.8	\$ 122.9	\$ 6.6
Interest expense, net	5.6	9.4	10.1	10.1	35.2	5.4
Income taxes	5.7	12.0	5.4	(3.9)	19.2	1.6
Depreciation, depletion and amortization	12.2	21.0	18.8	18.9	70.9	15.8
Basis of real estate sold	3.6	2.8	4.3	6.0	16.7	1.6
Loss on extinguishment of debt	—	—	—	—	—	5.5
Non-operating pension and OPEB costs	1.9	1.9	1.9	2.0	7.7	1.0
Deltic merger-related costs	19.3	1.0	0.9	0.9	22.1	—
Gain on sale of facility	—	—	—	—	—	(9.2)
Inventory purchase price adjustment	1.8	—	—	—	1.8	—
Loss on fixed assets	—	—	—	0.7	0.7	—
Total Adjusted EBITDDA	\$ 64.7	\$ 94.2	\$ 101.8	\$ 36.5	\$ 297.2	\$ 28.3
Cash Available for Distribution						
Cash from operating activities	\$ 34.9	\$ 60.4	\$ 53.0	\$ 30.5	\$ 178.8	\$ 19.1
Capital expenditures and timberland acquisitions	(6.5)	(12.1)	(12.5)	(21.0)	(52.1)	(8.0)
Cash Available for Distribution	\$ 28.4	\$ 48.3	\$ 40.5	\$ 9.5	\$ 126.7	\$ 11.1
Net cash (used in) provided by investing activities	\$ (2.8)	\$ (11.9)	\$ (12.3)	\$ (20.9)	\$ (47.9)	\$ 52.2
Net cash used in financing activities	\$ (50.2)	\$ (25.2)	\$ (25.1)	\$ (71.5)	\$ (172.0)	\$ (42.3)

Statistics: Resource and Wood Products

(unaudited)

	2018				Total	2019
	Q1	Q2	Q3	Q4		Q1
Resource						
Fee Volumes (tons)						
Northern Region						
Sawlog	448,782	377,636	500,138	387,598	1,714,154	373,865
Pulpwood	45,428	31,389	37,953	31,978	146,749	48,643
Stumpage	5,836	4,222	3,210	135	13,403	7,376
Total	500,046	413,247	541,302	419,711	1,874,306	429,884
Southern Region						
Sawlog	335,088	580,296	469,336	468,317	1,853,037	412,834
Pulpwood	298,553	439,551	446,914	408,886	1,593,904	373,264
Stumpage	32,332	92,988	61,690	34,536	221,546	42,349
Total	665,973	1,112,835	977,940	911,739	3,668,487	828,447
Total Fee Volume	1,166,019	1,526,082	1,519,242	1,331,450	5,542,793	1,258,331
Sales Price/Unit (\$ per ton)						
Northern Region						
Sawlog	\$ 110	\$ 131	\$ 139	\$ 96	\$ 119	\$ 87
Pulpwood	\$ 39	\$ 41	\$ 42	\$ 42	\$ 41	\$ 42
Stumpage	\$ 14	\$ 14	\$ 12	\$ 8	\$ 12	\$ 14
Southern Region						
Sawlog	\$ 42	\$ 43	\$ 47	\$ 43	\$ 44	\$ 45
Pulpwood	\$ 30	\$ 31	\$ 31	\$ 30	\$ 31	\$ 32
Stumpage	\$ 12	\$ 11	\$ 11	\$ 9	\$ 11	\$ 8
Wood Products						
Lumber shipments (MBF)	204,145	259,249	284,566	264,925	1,015,385	238,403
Lumber sales prices (\$ per MBF)	\$ 465	\$ 517	\$ 486	\$ 367	\$ 457	\$ 380

Statistics: Real Estate

(unaudited)

	2018				Total	2019 Q1
	Q1	Q2	Q3	Q4		
Real Estate						
Rural						
Acres Sold						
HBU Development	1,796	1,133	1,136	1,326	5,391	759
Rural Real Estate	3,461	2,280	2,024	1,160	8,925	1,143
Non-Strategic Timberlands	887	8,158	—	80	9,125	440
	6,144	11,571	3,160	2,566	23,441	2,342
Revenues by Product Type (millions)						
HBU Development	\$ 4.3	\$ 2.4	\$ 5.2	\$ 4.6	\$ 16.5	\$ 2.4
Rural Real Estate	3.7	3.0	3.0	1.6	11.3	1.4
Non-Strategic Timberlands	0.8	7.3	—	0.1	8.2	0.4
	\$ 8.8	\$ 12.7	\$ 8.2	\$ 6.3	\$ 36.0	\$ 4.2
Sales Price per Acre						
HBU Development	\$ 2,395	\$ 2,113	\$ 4,615	\$ 3,458	\$ 3,065	\$ 3,195
Rural Real Estate	\$ 1,075	\$ 1,290	\$ 1,480	\$ 1,395	\$ 1,264	\$ 1,221
Non-Strategic Timberlands	\$ 913	\$ 899	\$ —	\$ 988	\$ 903	\$ 903
Transactions by Product Type						
HBU Development	23	11	9	19	62	8
Rural Real Estate	24	26	29	20	99	17
Non-Strategic Timberlands	5	4	—	3	12	4
	52	41	38	42	173	29
Development						
Residential lots						
Lots sold	12	13	9	67	101	7
Average price per lot	\$ 98,975	\$ 74,054	\$ 143,000	\$ 61,384	\$ 74,753	\$ 96,129
Commercial Acres						
Acres sold	—	—	—	13	13	—
Average price per acre	\$ —	\$ —	\$ —	\$ 347,581	\$ 347,581	\$ —

2018 Share Count Changes

(unaudited)

- ▲ In Q1 2018, 22 million shares were issued to complete Deltic Timber merger
- ▲ In November of 2018, 4.8 million shares were issued as part of the \$222 million special distribution

Thousands	2018				Total
	Q1	Q2	Q3	Q4	
Common shares outstanding	Q1	Q2	Q3	Q4	2018
Beginning of the period	40,612	62,755	62,755	62,755	40,612
Shares issued to complete the Deltic Timber merger	21,981	–	–	–	21,981
Shares issued in special distribution	–	–	–	4,815	4,815
Share-based equity compensation	162	–	–	–	162
End of the period	62,755	62,755	62,755	67,570	67,570
Weighted average shares outstanding	Q1	Q2	Q3	Q4	2018
Basic	50,425	62,980	62,986	65,486	60,534
Diluted	50,786	63,316	64,722	68,110	61,814



Definitions

Total Adjusted EBITDDA is a non-GAAP measure and is calculated as net income (loss) adjusted for interest expense, provision (benefit) for income taxes, depletion, depreciation and amortization, basis of real estate sold, non-operating pension and other post-retirement benefit costs, gains and losses on disposition of fixed assets, acquisition costs included in cost of goods sold, environmental charges, Deltic merger-related costs, gain on sale of facility, loss on debt extinguishment, non-cash impairments and other special items.

Adjusted Net Income is a non-GAAP measure and is net income (loss) adjusted for acquisition costs included in cost of goods sold, environmental charges, Deltic merger-related costs, gain on sale of facility, loss on debt extinguishment, non-cash impairments and other special items.

EBITDDA Leverage is a non-GAAP measure and is calculated as net debt divided by Total Adjusted EBITDDA.

Segment Adjusted EBITDDA is calculated as segment operating income (loss) adjusted for depletion, depreciation and amortization, basis of real estate sold, gains and losses on disposition of fixed assets, non-cash impairments and other special items.

Cash Available for Distribution (CAD) is a non-GAAP measure and is calculated as cash from operations minus capital expenditures and timberland acquisitions.

Net debt to enterprise value is a non-GAAP measure and is calculated as net debt divided by enterprise value. Net Debt is a non-GAAP measure and, is calculated as long-term debt (plus long-term debt due within a year), less cash and cash equivalents.



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