

# 2011 Annual General Meeting

May 17, 2011

#### 2010 in Review

- Business conditions better than 2009
- North American lumber consumption up 6%; Chinese market continues to grow
- Lumber prices up 28% year-over-year
- Production up 70% to 1.1 billion board feet
- Net loss \$3.1 million or \$0.07 per share; EBITDA \$48.0 million
- Cash flow \$32.0 million (before changes in working capital);
  \$21.0 million after working capital changes considered
- Net debt \$146.7 million (30%)

#### 2010 in Review

- Significant progress on "strategic initiatives" in 2010
  - Strong results at Adams Lake
  - Castlegar sawmill re-commissioned
  - Sales to China almost quadrupled
  - Weyerhaeuser timber purchase completed
  - Credit agreements extended
- Achievements position Interfor for long-term success

#### **Identities Today**













#### Q1 2011 in Review

- Market conditions have been affected by weather, ongoing issues in U.S. housing and logistics issues
- High log costs in PNW, weak markets for Cedar and rising C\$ add to challenges
- Interfor lost \$1.7 million or \$0.04 per share; EBITDA was \$12.7 million
- Net debt was flat at \$147 million

#### **Outlook**

- Lumber prices have fallen US\$65 \$70 since March peak
- Logistics issues continue to limit offshore shipments
- North American market is oversupplied
- C\$ remains strong
- Matching production to demand is key
- Interfor will maintain strict controls on inventory and focus on strategic opportunities

### **Equity Issue**

- Agreed to "bought deal" equity issue on March 17<sup>th</sup>
- Issued 8.2 million shares at \$7 for gross proceeds of \$57.6 million
- Reduces net debt to invested capital to <20%</p>
- Provides flexibility to proceed with high return capital and other strategic opportunities

## Closing

# Thank you for your support