



### FORWARD-LOOKING INFORMATION

This presentation contains forward-looking information about the Company's business outlook, objectives, plans, strategic priorities and other information that is not historical fact. A statement contains forward-looking information when the Company uses what it knows and expects today, to make a statement about the future. Statements containing forwardlooking information may include words such as: will, could, should, believe, expect, anticipate, intend, forecast, annualized, projection, target, outlook, opportunity, risk or strategy. Readers are cautioned that actual results may vary from the forward-looking information in this presentation, and undue reliance should not be placed on such forwardlooking information. Risk factors that could cause actual results to differ materially from the forward-looking information in this presentation, are described in Interfor's annual Management's Discussion & Analysis under the heading "Risks and Uncertainties", which is available on www.interfor.com and under Interfor's profile on www.sedar.com. Material factors and assumptions used to develop the forward-looking information in this presentation, include volatility in the selling prices for lumber, logs and wood chips; the Company's ability to compete on a global basis; the availability and cost of log supply; natural or man-made disasters; currency exchange rates; changes in government regulations; the availability of the Company's allowable annual cut ("AAC"); claims by and treaty settlements with Indigenous peoples; the Company's ability to export its products; the softwood lumber dispute between Canada and the U.S.; stumpage fees payable to the Province of British Columbia ("B.C."); environmental impacts of the Company's operations; labour disruptions; and cyber-security measures. Unless otherwise indicated, the forwardlooking information in this presentation is based on the Company's expectations at the date of this presentation. Interfor undertakes no obligation to update such forward-looking information, except as required by law.



## INTERFOR'S FOUR REGIONS

### **BC Coast** 320 MMbf (10%)

- 2 mills
- Cedar, Hem-Fir, Douglas-Fir
- Specialty

### **BC Interior** 750 MMbf (24%)

- 3 mills
- Douglas-Fir, Hem-Fir, SPF, Cedar
- Dimension

#### **US Northwest** 640 MMbf (21%)

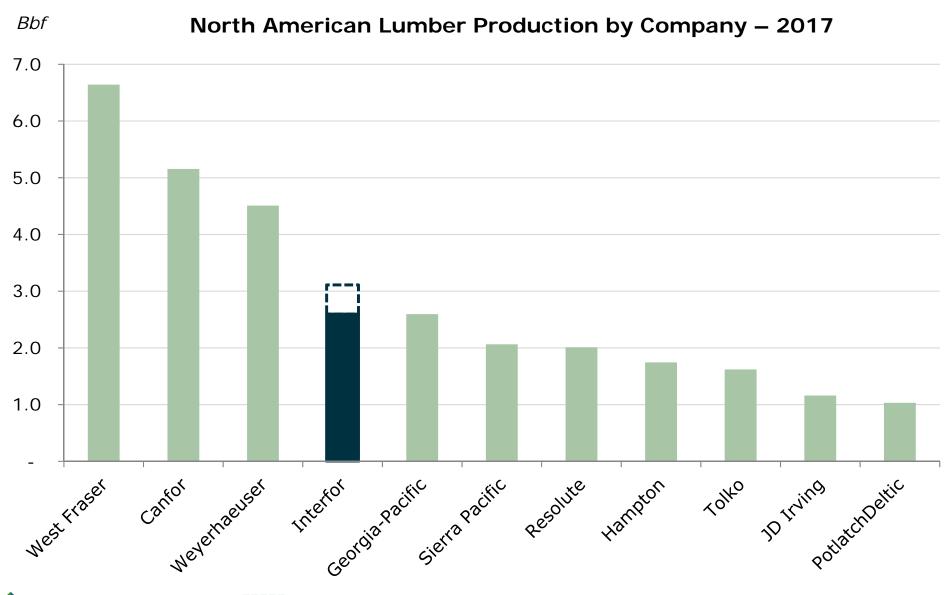
- 4 mills
- Hem-Fir, Douglas-Fir, Ponderosa Pine, Lodgepole Pine - Studs, Dimensions, Specialty

# **US South**

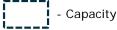
- **1,400 MMbf (45%)** 9 mills
- Southern Yellow Pine
- Dimension



# 4th LARGEST LUMBER PRODUCER

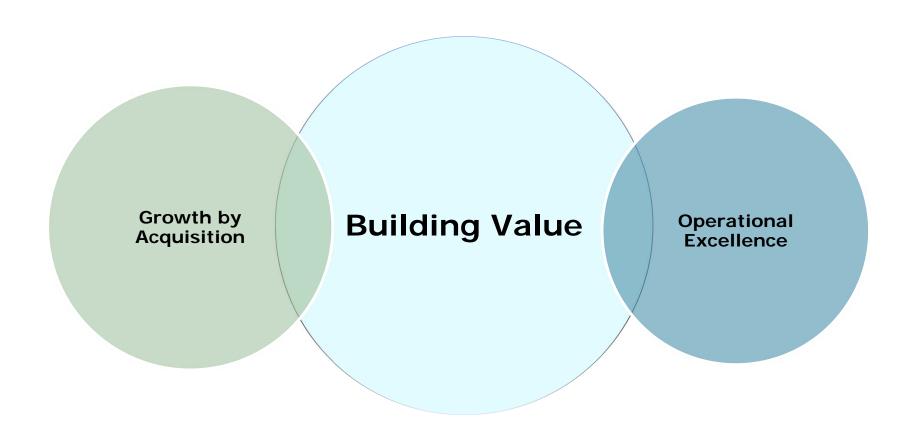






Source: Wood Markets Monthly March 2018

# INTERFOR STRATEGIC PLAN





### **SUMMARY**

- Solid Q1-2018 results:
  - Strong production, including a record quarter for the US South
  - Shipments negatively impacted by industry-wide logistics issues
  - EBITDA of \$81 million (\$309 million LTM)
  - Leverage reduced to 12% ND/IC
- Multi-year strategic capital plan underway:
  - +/- \$150 mm/year capex
    - Phase I: Two US South projects totaling US\$65 million
      - Increase production by 150 million board feet per year
      - Completion in Q1-2019
    - Phase II: Advancing several large scale US South capital projects
      - Completion between 2019-2021
  - External opportunities under consideration

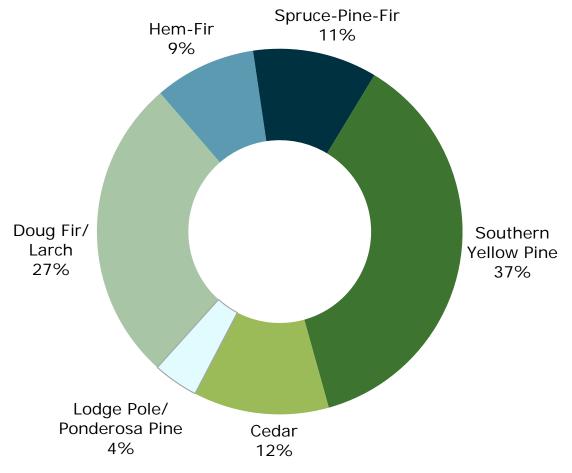






# INTERFOR'S DIVERSE LUMBER MIX

### Lumber Sales By Species <sup>1</sup>









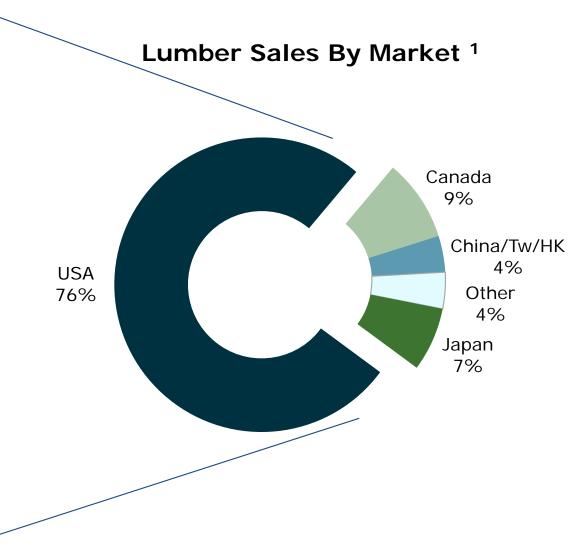


(1) By value for Q1-2018

# NORTH AMERICAN DRIVEN BUSINESS

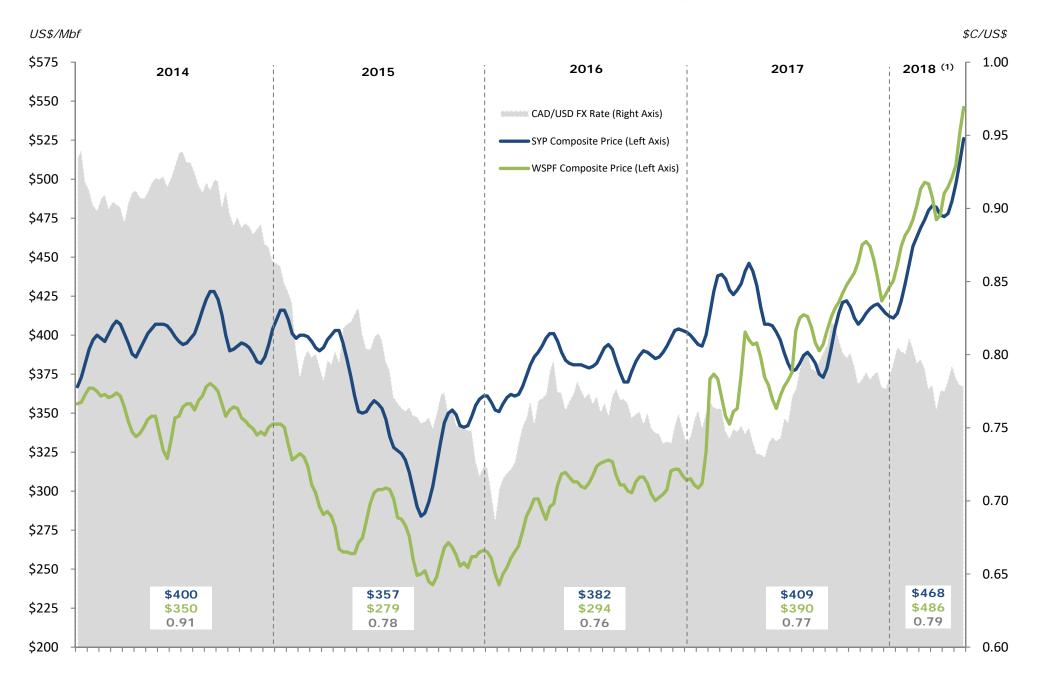








# BENCHMARK LUMBER PRICE & FX TRENDS



Source: Random Lengths & Bank of Canada (1) Prices and FX up to May 11, 2018

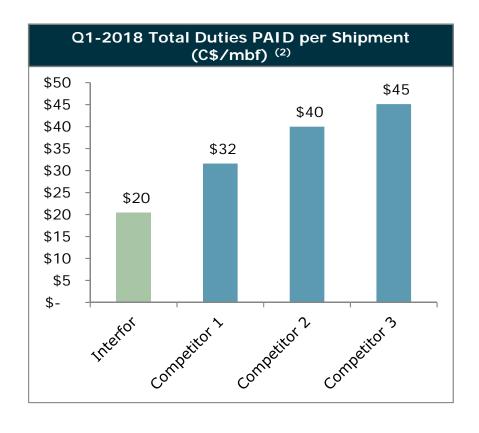
# KEY MARKET DRIVERS

	2016 <sup>(1)</sup>	2017 <sup>(1)</sup>	2018E <sup>(1)</sup>	2019E <sup>(1)</sup>
US Housing Starts - Total (mm)  Change	1.18	1.21 +3%	1.33 +10%	1.41 +6%
US Housing Starts - Single Family (mm)  Change	0.78	0.85 +9%	0.93 +9%	1.01 +9%
NA Lumber Consumption (Bft)  Change	55.1	58.2 +6%	60.5 +4%	63.0 +4%
NA Offshore Exports (Bft)  Change	6.3	6.3 -1%	6.1 -2%	6.2 +1%
NA Offshore Imports (Bft)  Change	1.0	1.4 +44%	1.5 +10%	1.7 +10%

### US/CANADA SOFTWOOD LUMBER DISPUTE

- Interfor's Canadian operations' shipments to the U.S. represented 15% of company-wide lumber shipments in Q1-2018.
- 67% of Interfor's Q1-2018 lumber production was US-based.
- Significant differences in accounting treatment for duties between publicly traded companies – limits EBITDA comparability.

U.S. Countervailing (CV) & Anti-Dumping (AD) Softwood Lumber Duties <sup>(1)</sup>					
Company	CV	AD	<u>Total</u>		
West Fraser	17.99%	5.57%	23.56%		
Canfor	13.24%	7.28%	20.52%		
Tolko	14.85%	7.22%	22.07%		
Resolute	14.70%	3.20%	17.90%		
JD Irving	3.34%	6.04%	9.38%		
All Others (Applicable to Interfor)	14.19%	6.04%	20.23%		





<sup>(1)</sup> Reflects final duty rates announced by the US Department of Commerce on December 28, 2017.

Reflects total cash deposits PAID per shipment. Competitors include publicly traded western Canadian lumber companies.





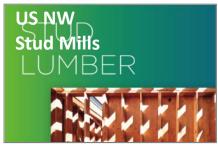
## **BUSINESS COMPARISONS**



- 3 dimension mills in BC southern interior
- Modern/low cost operations
- Good fiber supply/limited exposure to pine beetle



- 9 dimension mills in Georgia, S. Carolina and Arkansas
- Low cost wood baskets
- Strong geographic fit/significant operational upside



- 3 stud mills in Washington State and Oregon
- · Efficient/modern operations

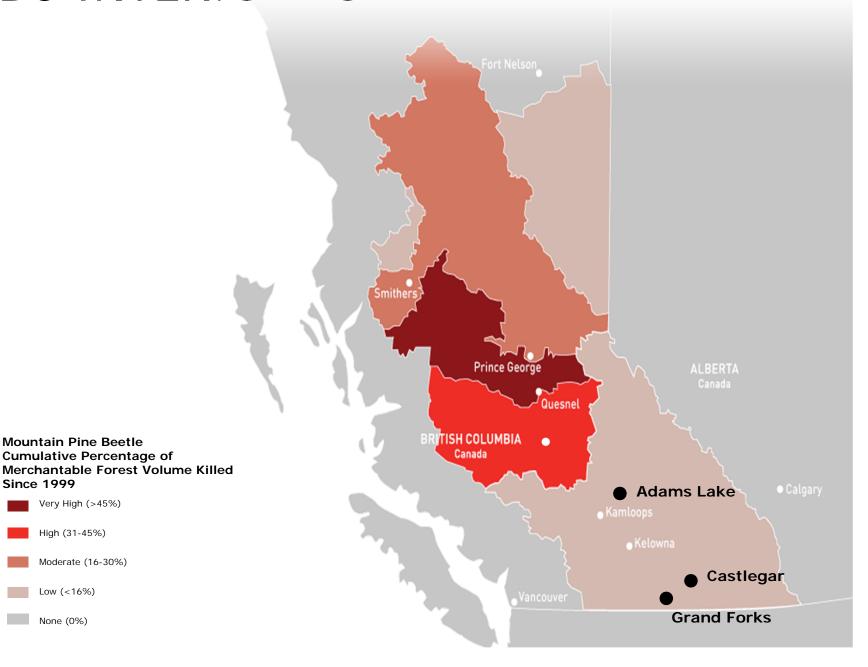


- · 3 specialty mills in BC Coast and Oregon
- High value products (eg. cedar, Japanese squares and pine boards)





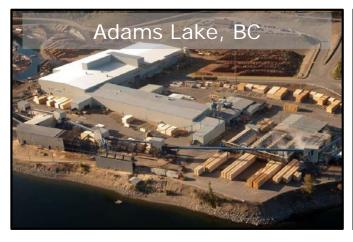
# BC INTERIOR: OVERVIEW



Source: BC Ministry of Forests

### BC INTERIOR: CASE STUDY

2008-09 2012 2015

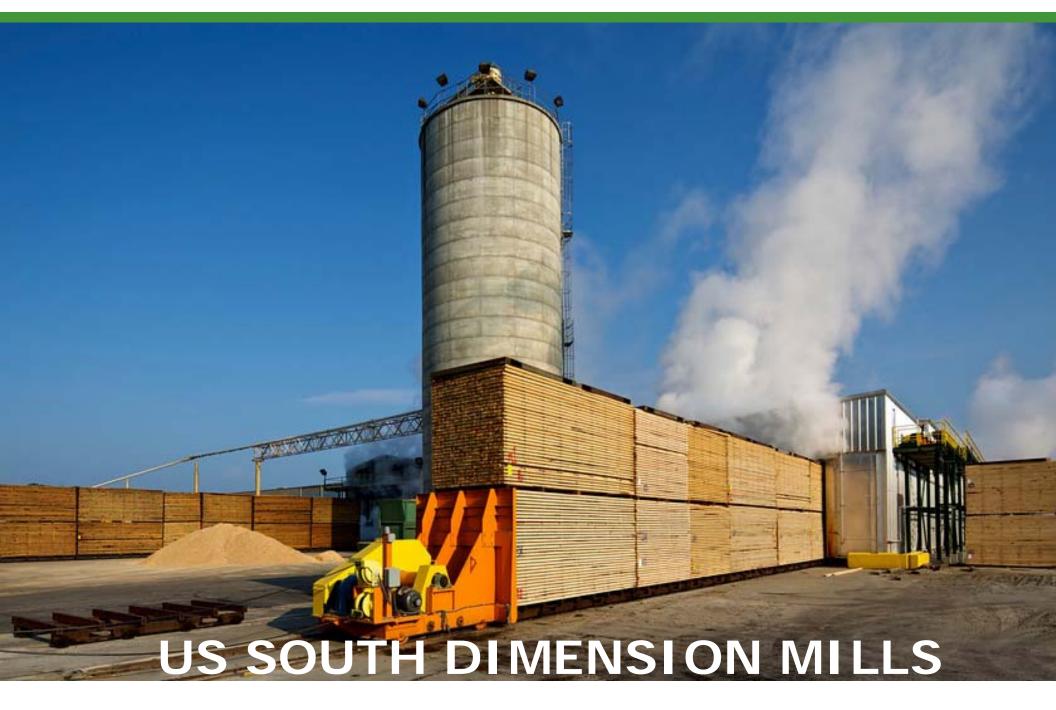






- 3 MILLS IN GOOD FIBER BASKETS
- SIGNIFICANTLY REPOSITIONED THE ASSETS
  - RE-INVESTMENTS ARE COMPLETE
    - STRONG CASH FLOW AND ROI
- TOP DECILE/QUARTILE EBITDA MARGINS FOR THE BC INTERIOR

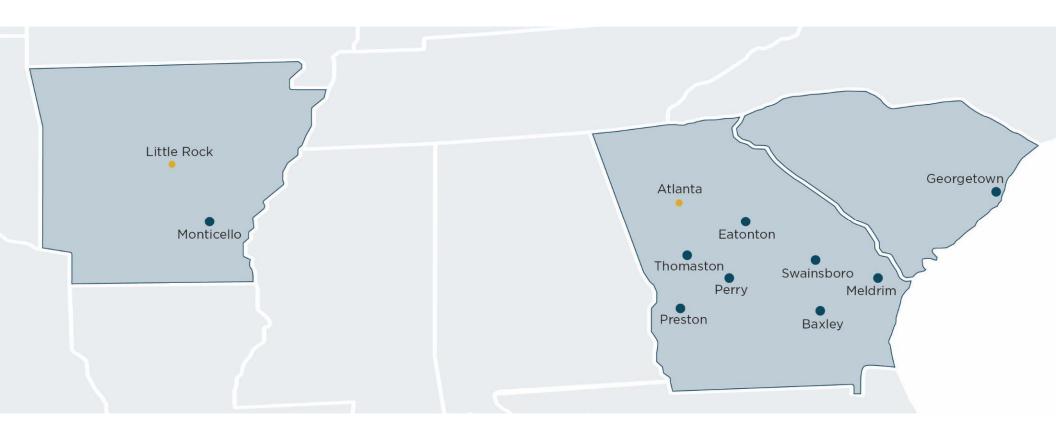






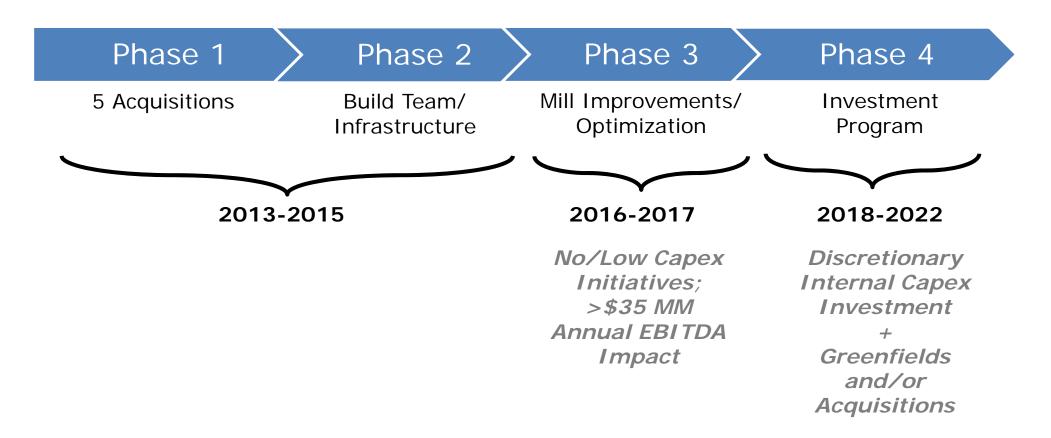
# US SOUTH: OVERVIEW

- 1.4 Billion feet of lumber capacity across 3 States
- Largest lumber producer in Georgia
- 45% of Interfor's capacity is in the South





## US SOUTH: MULTIPLE PHASES

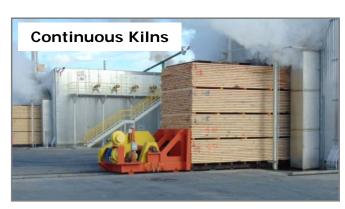




### US SOUTH: INVESTMENT PROGRAM

- ~\$500 MM discretionary capex investment program over 5 years:
  - Mill rebuilds, machine center upgrades, debottlenecking and optimization projects for existing assets
  - Phase I: Two projects formally announced totaling US\$65 MM (Meldrim, GA and Monticello, AR); completion in Q1-2019
  - Phase II: Several additional mill projects being refined; completion between 2019-2021
- Additional investment opportunities in greenfields and/or acquisitions





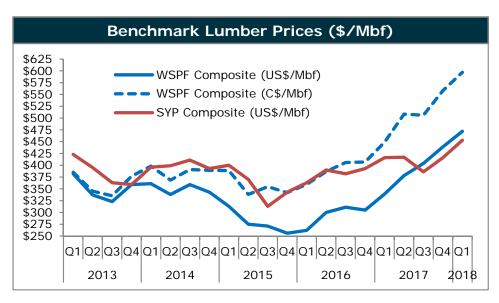


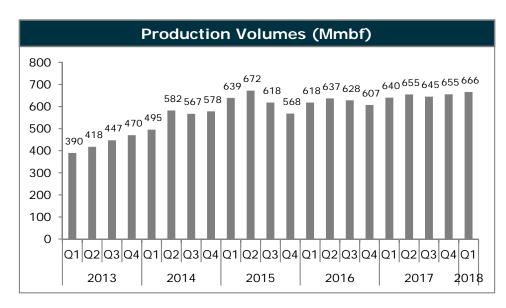


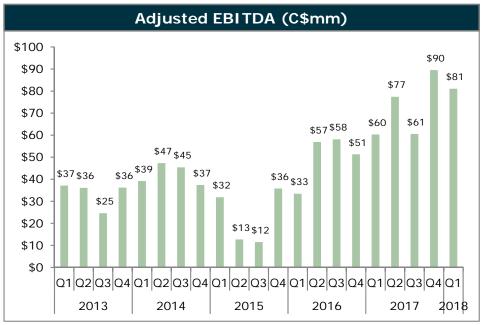


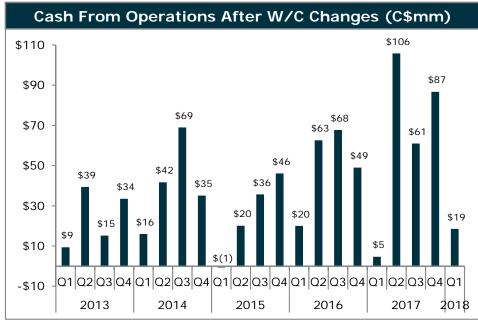


## HISTORICAL FINANCIAL RESULTS



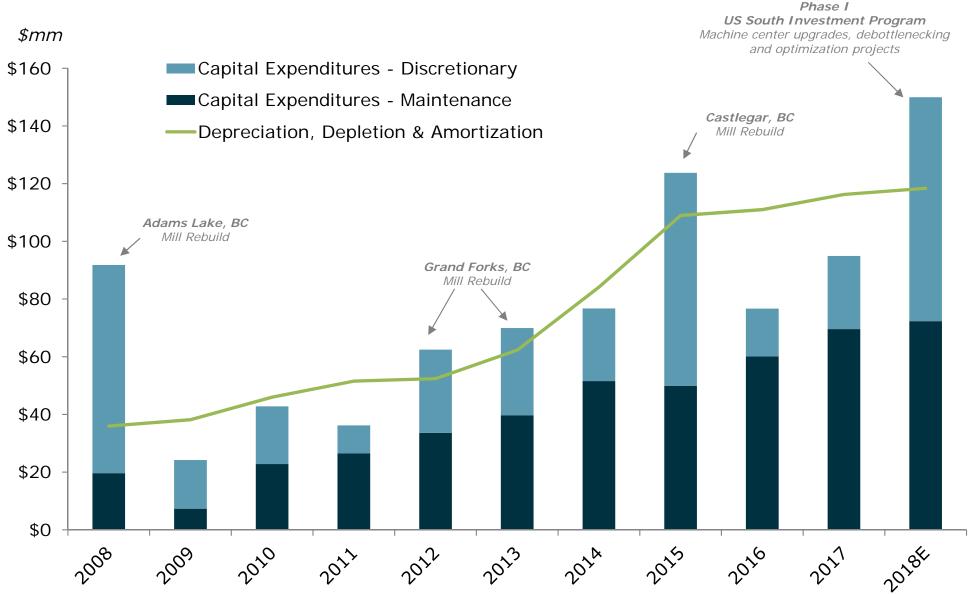








## CAPITAL SPENDING PROFILE





# FREE CASH FLOW CONSIDERATIONS

	<u>C\$mm</u>	
LTM Adjusted EBITDA (as of 3/31/18)	\$309	<ul> <li>Significant additional margin uplift opportunities in the US South.</li> </ul>
Less:		
Annualized Cash Interest Expense	\$(12)	• Average interest rate ~ 4%.
2018E Maintenance Capex (Maint. \$70m; Disc. \$80 mm)	\$(70)	<ul> <li>2018E total capex outlook of C\$150mm; maintenance capex includes logging roads.</li> </ul>
Cash Taxes	\$(4)	• Substantial tax loss carry-forwards. \$58 mm in Canada and US\$107 mm in the US.
Other	\$TBD	<ul> <li>No significant employee future benefit obligations.</li> <li>Incentive payouts dependent on stock price.</li> </ul>
Free Cash Flow	\$223	
Free Cash Flow/Share	\$3.18	



### CAPITAL STRUCTURE

Capital Structure As of March 31, 2018				
Cash (C\$mm)	\$(131)			
Debt (C\$mm)	\$258			
Net Debt (C\$mm)	\$127			
Book Equity (C\$mm)	\$901			
Invested Capital (C\$mm)	\$1,028			
Net Debt / Invested Capital	12%			
Net Debt/LTM EBITDA	0.4x			
EBITDA/Interest Expense (LTM)	24.0x			

