



Interfor Corporation

Vancouver, B.C.

November 3, 2016

Interfor Reports Q3'16 Results Optimization Initiative Contributes to Record EBITDA¹ of \$58.1 million; Net Debt Reduced by \$49.0 million

INTERFOR CORPORATION ("Interfor" or the "Company") (TSX: IFP) recorded net earnings in Q3'16 of \$15.1 million, or \$0.22 per share, compared to \$23.2 million, or \$0.33 per share in Q2'16. Adjusted net earnings¹ in Q3'16 were \$22.8 million, or \$0.33 per share, compared to \$20.9 million, or \$0.30 per share, in Q2'16.

Adjusted EBITDA¹ was \$58.1 million on sales of \$457.6 million in Q3'16, versus Adjusted EBITDA of \$56.9 million on sales of \$458.8 million in Q2'16.

Highlights for the quarter include:

- Strong Free Cash Flow
 - Interfor generated \$67.7 million of cash from operations, including \$12.8 million from working capital.
 - The resulting free cash flow enabled Interfor to reduce net debt by \$49.0 million during the quarter to \$346.9 million, or 31.8% of invested capital.
- Mixed Lumber Prices/Higher Sales Realizations
 - Key benchmark lumber prices were mixed in Q3'16 compared to the preceding quarter. The Western SPF Composite was up US\$11 to US\$311 per mfbm. However, the Southern Pine Composite and KD HF Stud 2x4 9' benchmark, which represent the largest share of Interfor's production, declined US\$8 to US\$382 per mfbm and US\$19 to US\$336 per mfbm, respectively.
 - In spite of the drop in benchmark prices, Interfor's average realization increased \$16 to \$580 per mfbm in Q3'16, reflecting a positive shift in product mix and the benefits of a lower Canadian dollar.
- Business Optimization Initiative
 - The B.C. Interior and U.S. Northwest regions generated strong operating and financial results reflecting the benefits from the Company's multi-year capital investment programs. Focus continues on optimizing log supply, productivity and product mix to drive further margin improvements.
 - The U.S. South region continued to implement a series of capital and optimization initiatives focused on mill reliability, debottlenecking and product mix. A number of small capital projects were completed in the quarter, with more underway or in the planning stage. Benefits related to product mix, lumber recovery and productivity improvements were realized at a number of mills in the quarter. However, there was a short term negative impact on production volume and conversion costs in Q3'16, as a result of the projects' impact on operating hours. The initiative remains on track to meet or exceed the targeted \$35 million in annualized EBITDA gains by the end of 2017.

¹ Refer to Non-GAAP Measures section

- Tacoma Sawmill Monetization
 - The monetization process for the Tacoma sawmill property is proceeding on track, with the sale expected to close in Q4'16.

Production

Lumber production in Q3'16 was 628 million board feet versus 637 million board feet in Q2'16.

Production from Canadian operations totaled 239 million board feet in Q3'16, up 21 million board feet compared to Q2'16.

Production from the Company's nine U.S. South sawmills totaled 248 million board feet, down 22 million board feet compared to Q2'16.

Production from U.S. Northwest operations totaled 141 million board feet in Q3'16, a decrease of 8 million board feet over the preceding quarter.

Summary of Quarterly Results⁽¹⁾

	Unit	2016			2015			2014	
		Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
Financial Performance (Unaudited)									
Total sales	\$MM	457.6	458.8	433.9	411.4	430.8	429.7	415.4	389.0
Lumber	\$MM	374.8	371.1	348.9	325.0	343.3	352.2	340.7	318.6
Logs, residual products and other	\$MM	82.8	87.7	85.0	86.4	87.5	77.5	74.7	70.4
Operating earnings (loss)	\$MM	20.1	30.0	3.5	(6.3)	(11.6)	(25.8)	7.8	(1.1)
Net earnings (loss)	\$MM	15.1	23.2	0.8	(3.5)	(6.1)	(20.6)	(0.2)	(5.2)
Net earnings (loss) per share, basic and diluted	\$/share	0.22	0.33	0.01	(0.05)	(0.09)	(0.29)	(0.00)	(0.08)
Adjusted net earnings (loss) ⁽²⁾	\$MM	22.8	20.9	2.6	5.5	(15.4)	(14.7)	4.5	10.2
Adjusted net earnings (loss) per share, basic and diluted ⁽²⁾	\$/share	0.33	0.30	0.04	0.08	(0.22)	(0.21)	0.07	0.15
Adjusted EBITDA ⁽²⁾	\$MM	58.1	56.9	33.4	35.8	11.5	12.7	31.8	37.4
Shares outstanding - end of period	million	70.0	70.0	70.0	70.0	70.0	70.0	70.0	66.7
Shares outstanding - weighted average	million	70.0	70.0	70.0	70.0	70.0	70.0	67.8	66.7
Operating Performance									
Lumber production	million fbm	628	637	618	568	618	672	639	578
Total lumber sales	million fbm	647	658	637	615	686	719	632	620
Lumber sales - Interfor produced	million fbm	627	634	609	586	663	688	607	605
Lumber sales - wholesale and commission	million fbm	20	24	28	29	23	31	25	15
Lumber - average selling price ⁽³⁾	\$/thousand fbm	580	564	548	529	500	490	539	514
Average USD/CAD exchange rate ⁽⁴⁾	1 USD in CAD	1.3050	1.2886	1.3732	1.3354	1.3089	1.2297	1.2412	1.1350
Closing USD/CAD exchange rate ⁽⁴⁾	1 USD in CAD	1.3117	1.3009	1.2971	1.3840	1.3394	1.2474	1.2683	1.1601

Notes:

(1) Figures in this table may not equal or sum to figures presented elsewhere due to rounding.

(2) Refer to the Non-GAAP Measures section of this press release for definitions.

(3) Gross sales before export taxes.

(4) Based on Bank of Canada foreign exchange rates.

Liquidity

Balance Sheet

Net debt at September 30, 2016 was \$346.9 million, or 31.8% of invested capital, representing a decrease of \$114.5 million from September 30, 2015 and a decrease of \$105.4 million from December 31, 2015. A 5.2% strengthening of the Canadian Dollar against the U.S. Dollar contributed \$25.7 million to the net debt reduction in YTD'16 as the majority of debt is denominated in U.S. Dollars.

Thousands of dollars	For the 3 months ended			For the 9 months ended	
	September 30, 2016	September 30, 2015	June 30, 2016	September 30, 2016	September 30, 2015
Net debt					
Net debt, period opening, CAD	\$ 395,959	\$ 430,870	\$ 428,062	\$ 452,303	\$ 202,553
Net drawing (repayment) on credit facilities, CAD	(44,138)	(3,656)	(33,619)	(77,704)	202,156
Impact on U.S. Dollar denominated debt from (strengthening) weakening CAD	2,441	32,079	1,320	(25,734)	50,799
Decrease (increase) in cash and equivalents, CAD	(7,333)	2,181	196	(1,936)	5,966
Net debt, period ending, CAD	\$ 346,929	\$ 461,474	\$ 395,959	\$ 346,929	\$ 461,474
Net debt components by currency					
U.S. Dollar debt, period opening, USD	\$ 297,500	\$ 355,123	\$ 338,692	\$ 338,699	\$ 190,000
Net drawing (repayment) on credit facilities, USD	(22,791)	(9,166)	(41,192)	(63,990)	155,957
U.S. Dollar debt, period ending, USD	274,709	345,957	297,500	274,709	345,957
Spot rate, period end				1.3117	1.3394
U.S. Dollar debt expressed in CAD				360,336	463,374
Canadian Dollar debt, including bank indebtedness, CAD				4,985	10,000
Total debt, CAD				365,321	473,374
Cash and cash equivalents, CAD				(18,392)	(11,900)
Net debt, period ending, CAD				\$ 346,929	\$ 461,474

Capital Resources

The following table summarizes Interfor's credit facilities and availability as of September 30, 2016:

Thousands of Canadian dollars	Operating Line	Revolving Term Line	Senior Secured Notes	U.S. Operating Line	Total
Available line of credit	\$ 65,000	\$ 200,000	\$ 262,340	\$ 65,585	\$ 592,925
Maximum borrowing available	\$ 65,000	\$ 200,000	\$ 262,340	\$ 65,585	\$ 592,925
Less:					
Drawings	10,493	90,246	262,340	2,242	365,321
Outstanding letters of credit included in line utilization	9,826	-	-	3,220	13,046
Unused portion of facility	\$ 44,681	\$ 109,754	\$ -	\$ 60,123	\$ 214,558
Add cash and cash equivalents					18,392
Available liquidity at September 30, 2016					\$ 232,950

As of September 30, 2016, the Company had commitments for capital expenditures totaling \$10.5 million, related to both maintenance and discretionary capital projects.

Interfor continues to maintain its disciplined focus on monitoring discretionary capital expenditures, optimizing inventory levels and matching production with offshore and domestic demand.

As at September 30, 2016, the Company had net working capital of \$154.6 million and available capacity on operating and term facilities of \$214.6 million. These resources, in addition to cash generated from operations, will be used to support ongoing working capital requirements, debt servicing commitments and capital expenditures. We believe that Interfor will have sufficient liquidity to fund operating and capital requirements for the foreseeable future.

Non-GAAP Measures

This release makes reference to the following non-GAAP measures: Adjusted net earnings (loss), Adjusted net earnings (loss) per share, EBITDA, Adjusted EBITDA, Pre-tax return on total assets and Net debt to invested capital, which are used by the Company and certain investors to evaluate operating performance and financial position. These non-GAAP measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other issuers.

The following table provides a reconciliation of these non-GAAP measures to figures as reported in the Company's unaudited interim consolidated financial statements prepared in accordance with IFRS:

Thousands of Canadian dollars	For the 3 months ended		For the 9 months ended		
	September 30,	June 30,	September 30,		
	2016	2015	2016	2016	2015
Adjusted Net Earnings (Loss)					
Net earnings (loss)	15,093	(6,133)	23,205	39,093	(26,879)
Add:					
Restructuring costs and capital asset write-downs	1,492	10,097	2,304	4,999	9,963
Other foreign exchange loss (gain)	(792)	(986)	(503)	(396)	2,124
Long term incentive compensation expense (recovery)	8,321	(16,965)	(4,147)	4,352	(14,766)
Other (income) expense	(7)	77	458	358	106
Beaver sawmill post-closure wind-down costs	6	7	3	17	359
Tacoma sawmill post-acquisition losses and closure costs	94	1,652	311	777	10,311
Income tax effect of above adjustments	(1,408)	(3,100)	(725)	(2,887)	(6,747)
Adjusted net earnings (loss)	22,799	(15,351)	20,906	46,313	(25,529)
Weighted average number of shares - basic and diluted ('000)	70,030	70,030	70,030	70,030	69,305
Adjusted net earnings (loss) per share ⁽¹⁾	0.33	(0.22)	0.30	0.66	(0.37)
Adjusted EBITDA					
Net earnings (loss)	15,093	(6,133)	23,205	39,093	(26,879)
Add:					
Depreciation of plant and equipment	18,624	18,365	18,765	57,558	53,010
Depletion and amortization of timber, roads and other	9,441	9,891	9,652	27,062	26,744
Restructuring costs and capital asset write-downs	1,492	10,097	2,304	4,999	9,963
Finance costs	4,379	4,948	4,965	14,528	12,110
Other foreign exchange loss (gain)	(792)	(986)	(503)	(396)	2,124
Income tax expense (recovery)	1,445	(9,492)	1,852	(29)	(17,074)
EBITDA	49,682	26,690	60,240	142,815	59,998
Add:					
Long term incentive compensation expense (recovery)	8,321	(16,965)	(4,147)	4,352	(14,766)
Other (income) expense	(7)	77	458	358	106
Beaver sawmill post-closure wind-down costs	6	7	3	17	357
Tacoma sawmill post-acquisition losses and closure costs	94	1,645	311	777	10,230
Adjusted EBITDA	58,096	11,454	56,865	148,319	55,925
Pre-tax return on total assets					
Operating earnings (loss) before restructuring costs	21,610	(1,489)	32,281	58,553	(19,650)
Total assets ⁽¹⁾	1,337,569	1,364,560	1,323,788	1,358,294	1,226,137
Pre-tax return on total assets ⁽²⁾	6.5%	(0.4%)	9.8%	5.7%	(2.1%)
Net debt to invested capital					
Net debt					
Total debt	365,321	473,374	407,018	365,321	473,374
Cash and cash equivalents	(18,392)	(11,900)	(11,059)	(18,392)	(11,900)
Total net debt	346,929	461,474	395,959	346,929	461,474
Invested capital					
Net debt	346,929	461,474	395,959	346,929	461,474
Shareholders' equity	745,333	718,540	727,470	745,333	718,540
Total invested capital	1,092,262	1,180,014	1,123,429	1,092,262	1,180,014
Net debt to invested capital ⁽³⁾	31.8%	39.1%	35.2%	31.8%	39.1%

Notes:

(1) Total assets at period beginning for three month periods; average of opening and closing total assets for nine month periods.

(2) Annualized rate.

(3) Net debt to invested capital as of the period end.



CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS (LOSS)
For the three and nine months ended September 30, 2016 and 2015 (unaudited)

(thousands of Canadian dollars except earnings per share)

	3 Months Sept. 30, 2016	3 Months Sept. 30, 2015	9 Months Sept. 30, 2016	9 Months Sept. 30, 2015
Sales	\$ 457,647	\$ 430,835	\$ 1,350,404	\$ 1,275,964
Costs and expenses:				
Production	388,733	405,847	1,169,356	1,188,892
Selling and administration	10,918	12,451	33,523	36,520
Long term incentive compensation expense (recovery)	8,321	(16,965)	4,352	(14,766)
Export taxes	-	2,735	-	5,214
Depreciation of plant and equipment	18,624	18,365	57,558	53,010
Depletion and amortization of timber, roads and other	9,441	9,891	27,062	26,744
	436,037	432,324	1,291,851	1,295,614
Operating earnings (loss) before restructuring costs	21,610	(1,489)	58,553	(19,650)
Restructuring costs	1,492	10,097	4,999	9,963
Operating earnings (loss)	20,118	(11,586)	53,554	(29,613)
Finance costs	(4,379)	(4,948)	(14,528)	(12,110)
Other foreign exchange gain (loss)	792	986	396	(2,124)
Other income (expense)	7	(77)	(358)	(106)
	(3,580)	(4,039)	(14,490)	(14,340)
Earnings (loss) before income taxes	16,538	(15,625)	39,064	(43,953)
Income tax expense (recovery)				
Current	288	(162)	749	310
Deferred	1,157	(9,330)	(778)	(17,384)
	1,445	(9,492)	(29)	(17,074)
Net earnings (loss)	\$ 15,093	\$ (6,133)	\$ 39,093	\$ (26,879)
Net earnings (loss) per share, basic and diluted	\$ 0.22	\$ (0.09)	\$ 0.56	\$ (0.39)

CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
For the three and nine months ended September 30, 2016 and 2015 (unaudited)

	3 Months Sept. 30, 2016	3 Months Sept. 30, 2015	9 Months Sept. 30, 2016	9 Months Sept. 30, 2015
Net earnings (loss)	\$ 15,093	\$ (6,133)	\$ 39,093	\$ (26,879)
Other comprehensive income (loss):				
Items that will not be recycled to Net earnings (loss):				
Defined benefit plan actuarial loss	(42)	(1,834)	(2,988)	(394)
Income tax recovery	-	-	-	376
Total items that will not be recycled to Net earnings (loss)	(42)	(1,834)	(2,988)	(18)
Items that are or may be recycled to Net earnings (loss):				
Foreign currency translation differences for foreign operations, net of tax	2,622	22,886	(16,210)	46,024
Gain (loss) in fair value of interest rate swaps	93	(130)	(46)	(418)
Total items that are or may be recycled to Net earnings (loss)	2,715	22,756	(16,256)	45,606
Total other comprehensive income (loss), net of tax	2,673	20,922	(19,244)	45,588
Comprehensive income	\$ 17,766	\$ 14,789	\$ 19,849	\$ 18,709



CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
For the three and nine months ended September 30, 2016 and 2015 (unaudited)

(thousands of Canadian dollars)

	3 Months Sept. 30, 2016	3 Months Sept. 30, 2015	9 Months Sept. 30, 2016	9 Months Sept. 30, 2015
Cash provided by (used in):				
Operating activities:				
Net earnings (loss)	\$ 15,093	\$ (6,133)	\$ 39,093	\$ (26,879)
Items not involving cash:				
Depreciation of plant and equipment	18,624	18,365	57,558	53,010
Depletion and amortization of timber, roads and other	9,441	9,891	27,062	26,744
Income tax expense (recovery)	1,445	(9,492)	(29)	(17,074)
Finance costs	4,379	4,948	14,528	12,110
Other assets	(22)	155	(306)	527
Reforestation liability	2,235	832	1,692	140
Other liabilities and provisions	4,288	(9,170)	993	(12,640)
Stock options	97	56	230	155
Reversal of write-down of plant and equipment	-	-	-	(1,195)
Write-down of plant and equipment	-	140	1,018	140
Unrealized foreign exchange gain	(698)	(13)	-	(341)
Other	(7)	76	358	105
	54,875	9,655	142,197	34,802
Cash generated from (used in) operating working capital:				
Trade accounts receivable and other	2,195	14,595	(9,858)	5,174
Inventories	5,507	35,176	(261)	44,748
Prepayments	254	4,838	517	1,990
Trade accounts payable and provisions	5,123	(28,368)	18,427	(30,851)
Income taxes paid	(265)	(180)	(731)	(635)
	67,689	35,716	150,291	55,228
Investing activities:				
Additions to property, plant and equipment	(15,223)	(21,600)	(37,220)	(73,718)
Additions to logging roads	(7,484)	(8,015)	(18,721)	(20,918)
Additions to timber and other intangible assets	(633)	(240)	(988)	(1,377)
Proceeds on disposal of property, plant and equipment	2	852	316	4,642
Proceeds on disposal of investments	10,342	-	10,342	-
Acquisitions	-	98	-	(223,263)
Investments and other assets	(1,347)	132	(10,900)	312
	(14,343)	(28,773)	(57,171)	(314,322)
Financing activities:				
Issuance of capital stock, net of share issue expenses	-	-	-	63,196
Interest payments	(2,268)	(4,685)	(13,433)	(11,315)
Debt refinancing costs	(167)	(24)	(1,009)	(278)
Change in operating line components of long-term debt	2,937	(3,656)	(8,796)	29,265
Additions to long term debt	-	-	28,000	362,582
Repayments of long term debt	(47,074)	-	(96,908)	(189,691)
	(46,572)	(8,365)	(92,146)	253,759
Foreign exchange gain (loss) on cash and cash equivalents held in a foreign currency	559	(759)	962	(631)
Increase (decrease) in cash	7,333	(2,181)	1,936	(5,966)
Cash and cash equivalents, beginning of period	11,059	14,081	16,456	17,866
Cash and cash equivalents, end of period	\$ 18,392	\$ 11,900	\$ 18,392	\$ 11,900



CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
September 30, 2016 and December 31, 2015 (unaudited)

(thousands of Canadian dollars)

	Sept. 30, 2016	Dec. 31, 2015
Assets		
Current assets:		
Cash and cash equivalents	\$ 18,392	\$ 16,456
Trade accounts receivable and other	101,975	95,218
Income taxes receivable	387	459
Inventories	151,951	155,740
Prepayments and other	14,168	15,512
Assets held for sale	25,224	27,836
	312,097	311,221
Employee future benefits	257	1,570
Other investments and assets	5,203	3,191
Property, plant and equipment	729,041	777,590
Logging roads and bridges	20,009	20,611
Timber licences	70,040	72,429
Other intangible assets	18,592	23,601
Goodwill	153,191	160,914
Deferred income taxes	18,362	18,669
	\$ 1,326,792	\$ 1,389,796
Liabilities and Shareholders' Equity		
Current liabilities:		
Trade accounts payable and provisions	\$ 145,073	\$ 130,840
Reforestation liability	12,064	11,052
Income taxes payable	392	398
	157,529	142,290
Reforestation liability	26,999	25,074
Long term debt	365,321	468,759
Employee future benefits	10,587	8,391
Provisions and other liabilities	21,023	20,028
Equity:		
Share capital	553,559	553,559
Contributed surplus	7,895	7,665
Translation reserve	61,215	77,425
Hedge reserve	16	62
Retained earnings	122,648	86,543
	745,333	725,254
	\$ 1,326,792	\$ 1,389,796

Approved on behalf of the Board of Directors:

"L. Sauder"
 Director

"D.W.G. Whitehead"
 Director

FORWARD-LOOKING STATEMENTS

This release contains information and statements that are forward-looking in nature, including, but not limited to, statements containing the words “will”, “should”, “expects”, “annualized” and similar expressions. Such statements involve known and unknown risks and uncertainties that may cause Interfor’s actual results to be materially different from those expressed or implied by those forward-looking statements. Such risks and uncertainties include, among other things: price volatility, competition, availability and cost of log supply, natural or man-made disasters, currency exchange sensitivity, regulatory changes, allowable annual cut reductions, Aboriginal title and rights claims, potential countervailing and anti-dumping duties, stumpage fee variables and changes, environmental impact and performance, labour disruptions, and other factors referenced herein and in Interfor’s Annual Report available on www.sedar.com and www.interfor.com. The forward-looking information and statements contained in this release are based on Interfor’s current expectations and beliefs. Readers are cautioned not to place undue reliance on forward-looking information or statements. Interfor undertakes no obligation to update such forward-looking information or statements, except where required by law.

ABOUT INTERFOR

Interfor is a growth-oriented lumber company with operations in Canada and the United States. The Company has annual production capacity of approximately 3 billion board feet and offers one of the most diverse lines of lumber products to customers around the world. For more information about Interfor, visit our website at www.interfor.com.

The Company’s unaudited interim condensed consolidated financial statements and Management’s Discussion and Analysis for the three and nine months ended September 30, 2016 are available at www.sedar.com and www.interfor.com.

There will be a conference call on Friday, November 4, 2016 at 8:00 a.m. (Pacific Time) hosted by **INTERFOR CORPORATION** for the purpose of reviewing the Company’s release of its third quarter 2016 financial results.

The dial-in number is **1-866-233-4795**. The conference call will also be recorded for those unable to join in for the live discussion, and will be available until December 4, 2016. The number to call is **1-888-203-1112, Passcode 3632006**.

For further information:

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