

# COMPANY UPDATE JANUARY 2020



# 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 forward-looking 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 forward-looking 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 forward-looking 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.



# RECENT HIGHLIGHTS

## FINANCIAL FLEXIBILITY:

- Strong balance sheet @ 9/30/2019:
  - 19% ND/IC; liquidity of \$381 MM
  - No significant debt maturities until 2024

## BC INTERIOR TENURE ACQUISITION:

• Announced agreement to acquire tenure from Canfor (subject to BC Government approval)

## BC COAST **RECONFIGURATION**:

 Permanent closure of Hammond cedar mill and reorganization of BC Coast logging operations

# MULTI-YEAR STRATEGIC CAPITAL PLAN:

• Discretionary internal projects:

**PHASE I:** Two US South projects totaling US\$70 MM

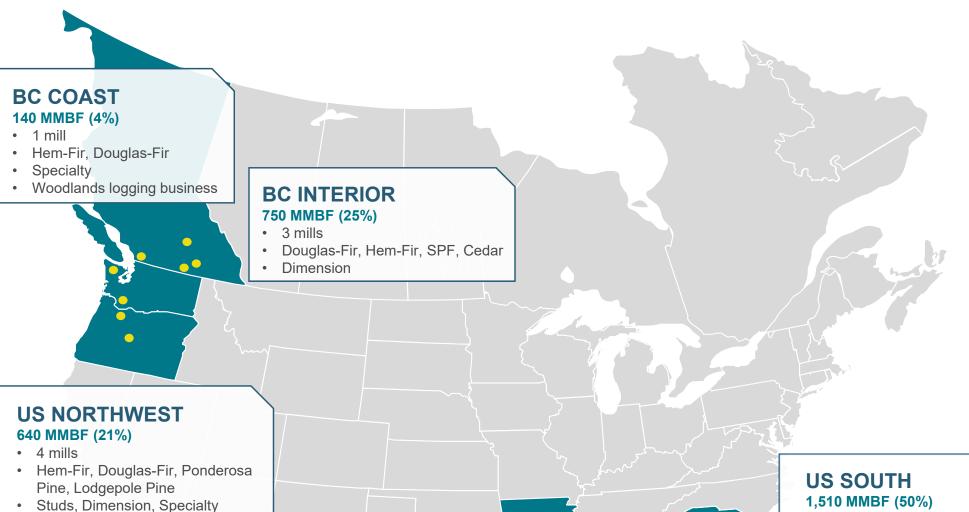
- Increase production by 150 MMbf/year
- Reduce conversion costs and increase grade outturns/product mix and lumber recovery
- Completed in 2019; ramping-up

**PHASE II:** Three US South projects totaling US\$240 MM

- Increase production by 275 MMbf/year
- Reduce conversion costs and increase grade outturns/product mix and lumber recovery
- Completion between 2020-2022

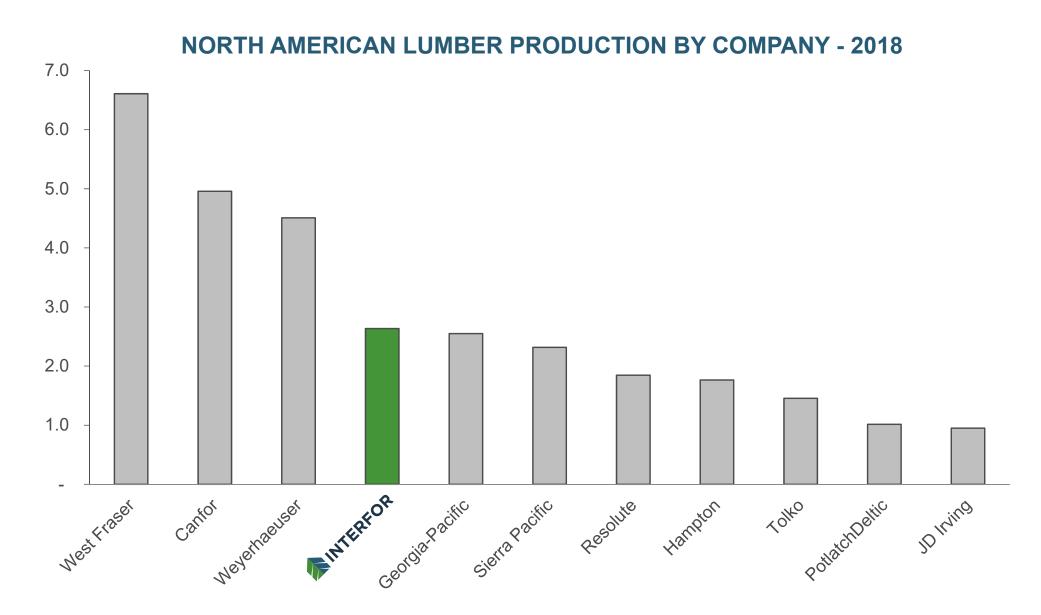


# INTERFOR'S FOUR REGIONS



- 9 mills
- Southern Yellow Pine
- Dimension

# 4<sup>TH</sup> LARGEST LUMBER PRODUCER

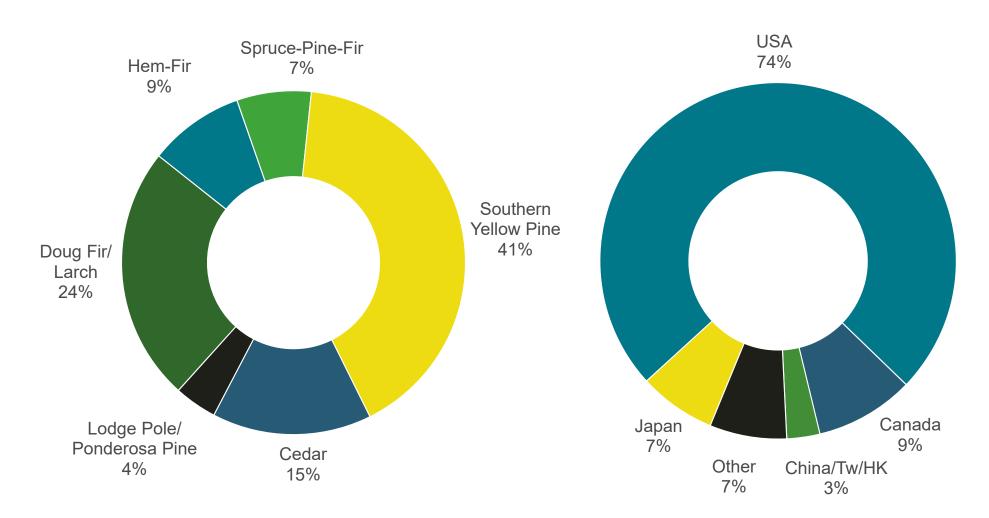




# INTERFOR'S PRODUCTS & MARKETS

## LUMBER SALES BY SPECIES (1)

### LUMBER SALES BY MARKET <sup>(1)</sup>

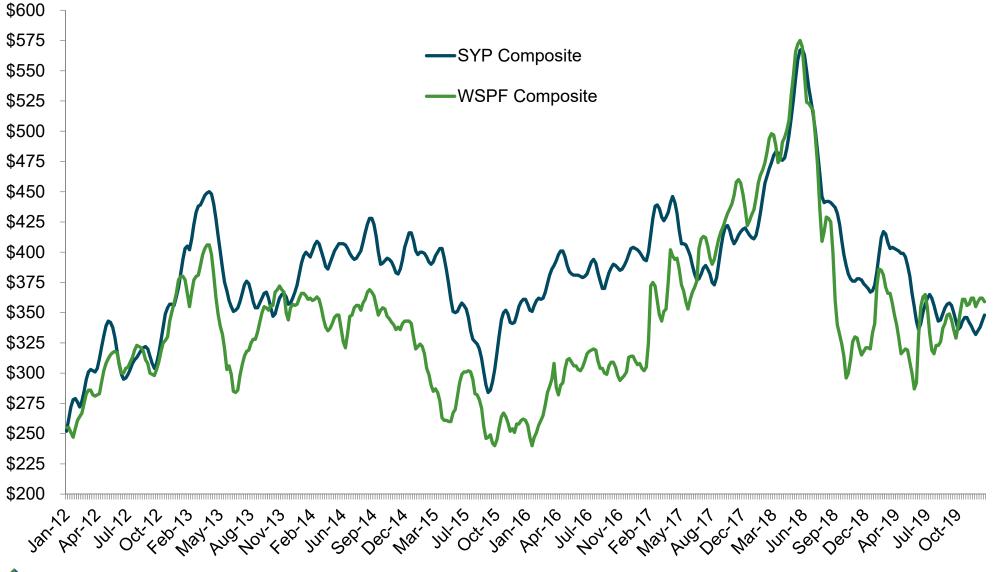




# LUMBER MARKETS

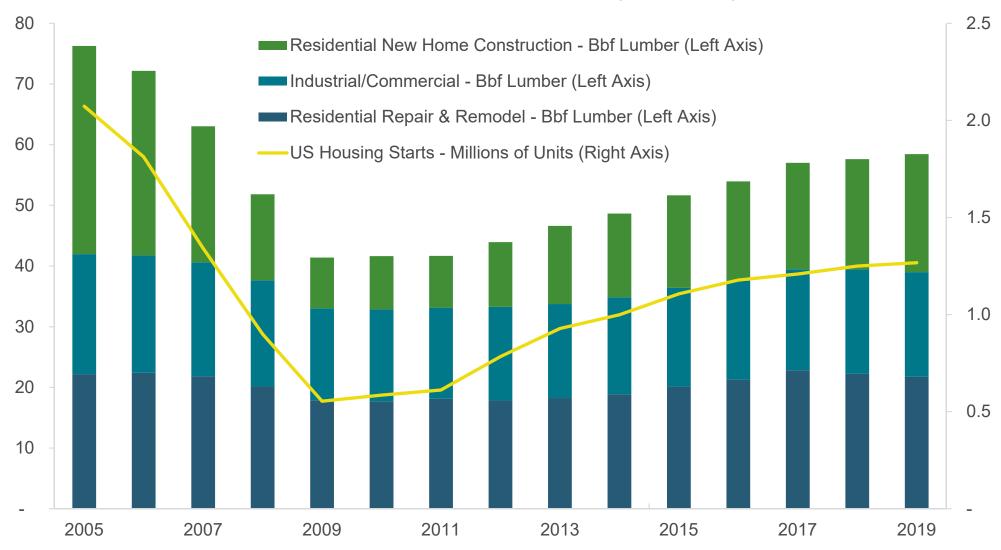
# LUMBER PRICES

## 2012-2020 NORTH AMERICAN BENCHMARK LUMBER PRICES (US\$/MBF)



# LUMBER DEMAND

## NORTH AMERICAN SOFTWOOD LUMBER DEMAND BY END-USE (BBF) & TOTAL US HOUSING STARTS (MILLIONS)





# LUMBER SUPPLY

## NORTH AMERICAN LUMBER PRODUCTION BY REGION (BBF)

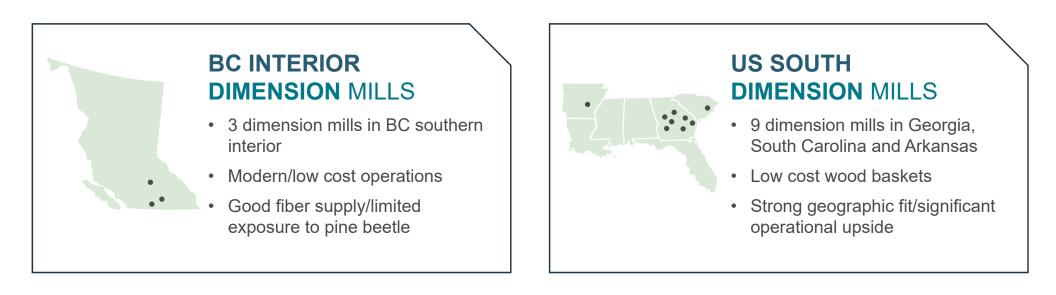
	YTD October				Y/Y Variance	
Region	<u>2017</u>	<u>2018</u>	2019	1	8 vs. '17	<u>'19 vs. '18</u>
South	15.5	16.1	16.4		4%	2%
West	11.7	12.3	12.1		5%	-1%
Other	1.4	1.4	1.4		4%	0%
USA	28.5	29.8	29.9		4%	0%
BC	10.9	10.7	8.5		-2%	(-21%)
Rest of Canada	12.9	12.6	12.3		-2%	-2%
Canada	23.9	23.3	20.8		-2%	-11%
North America	52.4	53.1	50.7		1%	-4%



# **OPERATIONS OVERVIEW**

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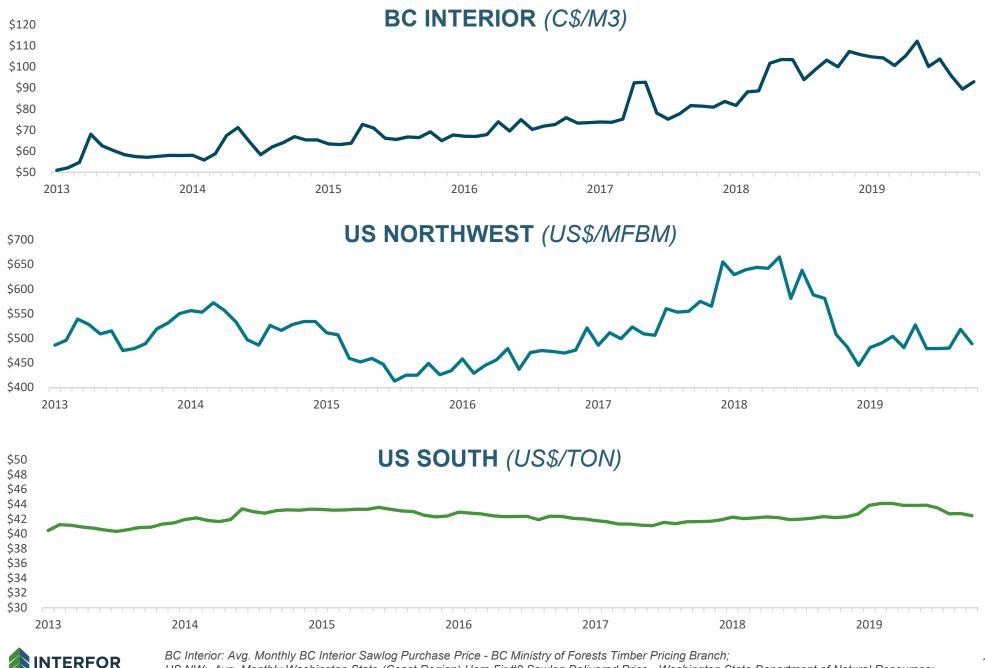
# BUSINESS COMPARISONS







# REGIONAL LOG COST TRENDS



BC Interior: Avg. Monthly BC Interior Sawlog Purchase Price - BC Ministry of Forests Timber Pricing Branch; US NW: Avg. Monthly Washington State (Coast Region) Hem-Fir #2 Sawlog Delivered Price - Washington State Department of Natural Resources; US South: Avg. Monthly US South Pine Sawtimber Delivered Price - Forest2Market



# BC INTERIOR DIMENSION MILLS

## BC INTERIOR: REGIONAL FIBRE OUTLOOK

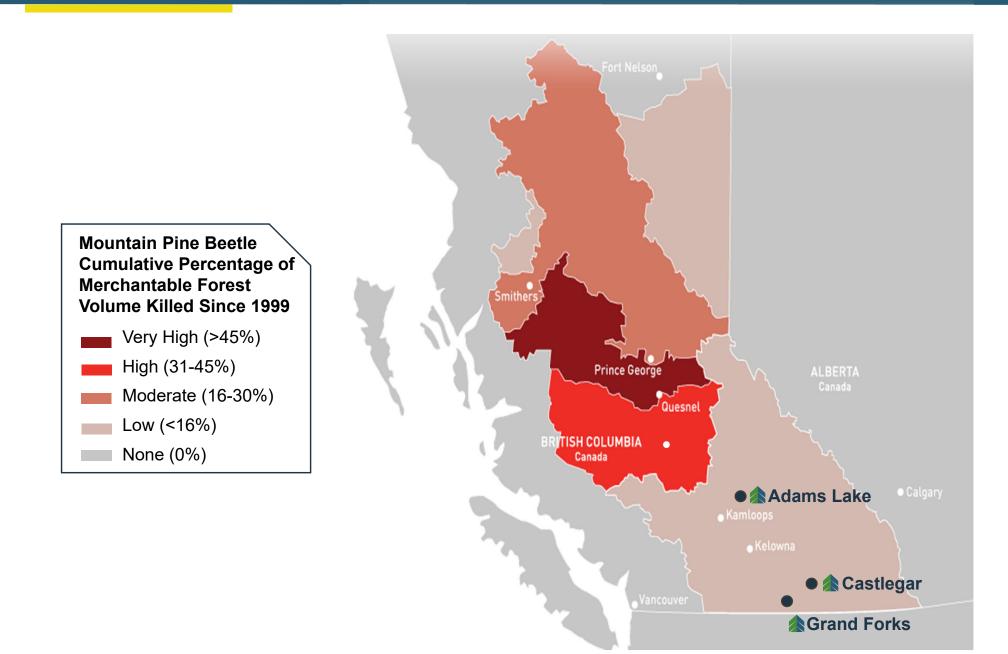
• Allowable Annual Cut (AAC) reductions of approximately 25% between 2019 and 2025



BC INTERIOR ALLOWABLE ANNUAL CUT (AAC) (MM3)



# BC INTERIOR: INTERFOR OVERVIEW





# BC INTERIOR: INTERFOR CASE STUDY

ADAMS LAKE	GRAND FORKS	CASTLEGAR
2008-09	2012	2015

Significantly repositioned the assets

## **STRONG RETURN ON INVESTMENT**

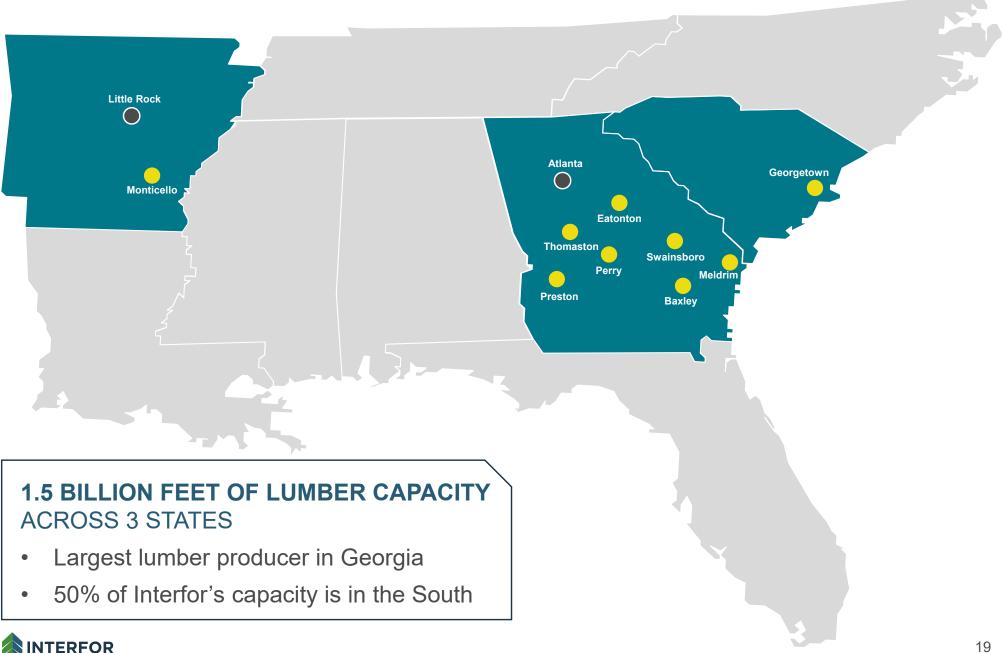
TOP DECILE/QUARTILE EBITDA MARGINS FOR THE BC INTERIOR





# US SOUTH DIMENSION MILLS

# US SOUTH: OVERVIEW



# US SOUTH: INVESTMENT PROGRAM

## MULTI-YEAR DISCRETIONARY CAPEX INVESTMENT PROGRAM:

 Mill rebuilds, machine center upgrades, debottlenecking and optimization projects for existing assets

**PHASE I:** Two projects totaling US\$70 MM (Meldrim, GA and Monticello, AR); completed in 2019; currently ramping-up

**PHASE II:** Three projects totaling US\$240 MM (Thomaston, GA; Eatonton, GA and Georgetown, SC); completion between 2020 and 2022

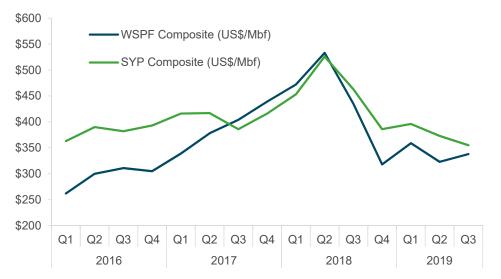




FINANCIAL REVIEW

# HISTORICAL RESULTS SNAPSHOT

## **BENCHMARK LUMBER PRICES** (\$/MBF)



ADJUSTED EBITDA (C\$MM)



#### 750 700 650 600 550 500 450 400 350 300 Q3 Q4 Q1 Q2 Q3 Q1 Q2 Q3 Q4 Q1 Q2 Q1 Q2 Q4 Q3

## **PRODUCTION VOLUMES** (MMBF)

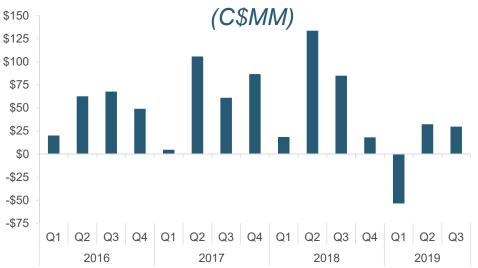


2018

2019

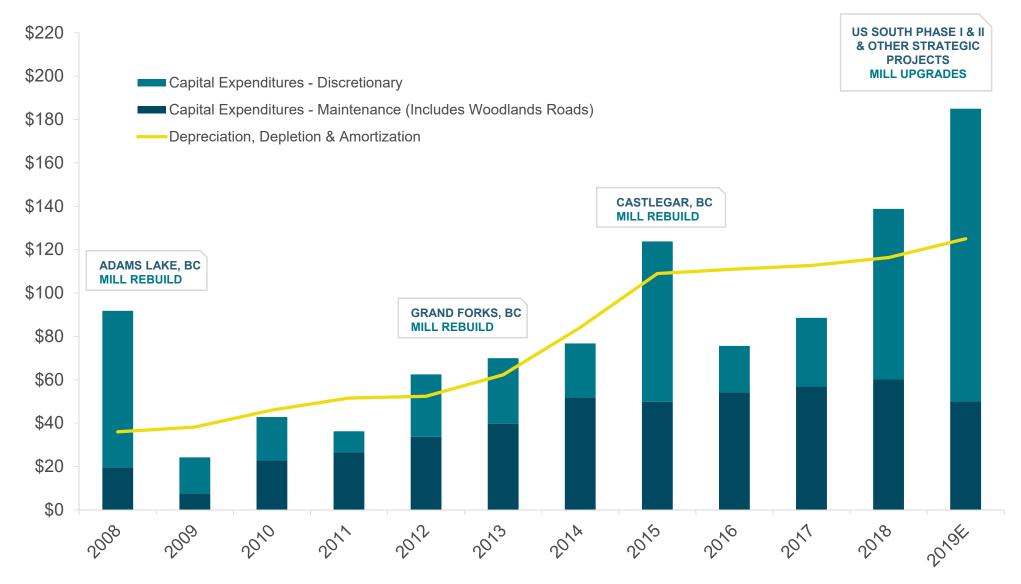
2017

2016



# CAPITAL SPENDING PROFILE

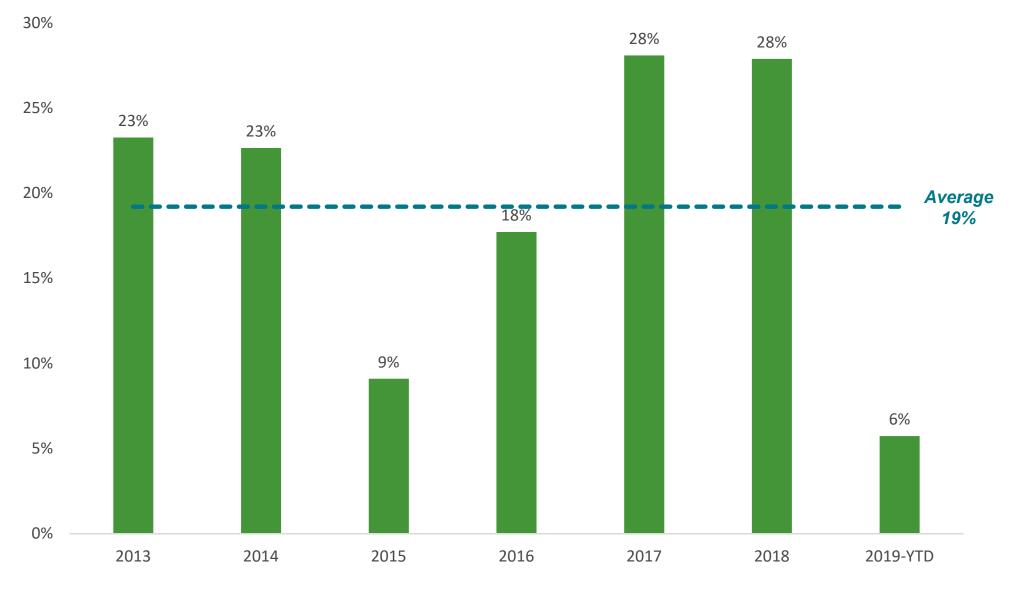
## ANNUAL CAPITAL EXPENDITURES (C\$MM)





# RETURN ON INVESTED CAPITAL

ADJ. EBITDA RETURN ON INVESTED CAPITAL (%/YEAR)



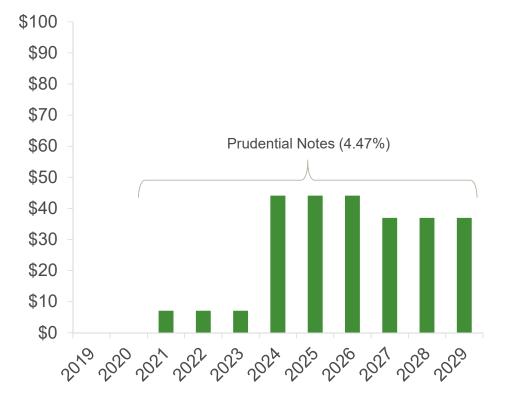


# CAPITAL STRUCTURE

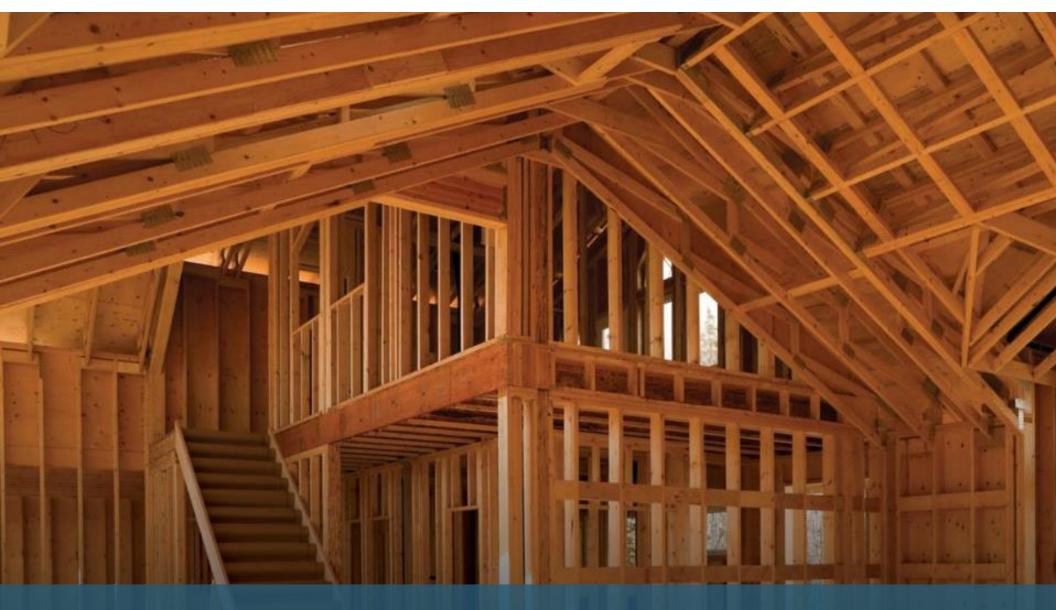
## CAPITAL STRUCTURE AS OF SEP 30'19

#### Cash & Marketable Securities (\$MM) \$(52) Debt (\$MM) \$265 Net Debt (\$MM) \$213 Book Equity (\$MM) \$881 Invested Capital (\$MM) \$1,094 19% **NET DEBT/INVESTED CAPITAL (\$MM)** Net Debt/LTM EBITDA 4.1x EBITDA/Interest Expense (LTM) 4.9x

## DEBT MATURITY SCHEDULE AS OF SEP 30'19 (C\$MM)







## SUPPLEMENTARY INFORMATION

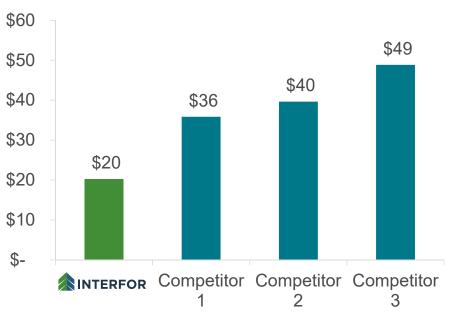
# SOFTWOOD LUMBER DISPUTE

- Interfor's Canadian operations' shipments to the U.S. represent approx. 15% of companywide lumber shipments.
- Approx. 70% of Interfor's lumber production is US-based.
- Significant differences in accounting treatment for duties between publicly traded companies; limits reported EBITDA comparability.
- As of September 30, 2019 Interfor had US\$86 MM of duties on deposit, virtually all of which are off-balance sheet

## U.S. COUNTERVAILING (CV) & ANTI-DUMPING (AD) DUTIES <sup>(1)</sup>

<b>COMPANY</b>	<u>CV</u>	<u>AD</u>	<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 (Includes Interfor)	14.19%	6.04%	20.23%







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

(2) Reflects total cash deposits PAID per shipment. Competitors include publicly traded western Canadian lumber companies. 27

# ANALYST COVERAGE

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