# **Interfor Corporation**

Burnaby, B.C.

November 5, 2020

#### Interfor Reports Record Q3'20 Results and Announces Share Buyback Program EBITDA<sup>1</sup> of \$222 million on Sales of \$645 million Net Debt to Invested Capital<sup>1</sup> of 8%; Liquidity of \$637 million

**INTERFOR CORPORATION** ("Interfor" or the "Company") (TSX: IFP) recorded net earnings in Q3'20 of \$121.6 million, or \$1.81 per share, compared to \$3.2 million, or \$0.05 per share in Q2'20 and a net loss of \$35.6 million, or \$0.53 per share in Q3'19. Adjusted net earnings in Q3'20 were \$140.0 million compared to \$10.6 million in Q2'20 and an Adjusted net loss of \$11.8 million in Q3'19.

Adjusted EBITDA was a record \$221.7 million on sales of \$644.9 million in Q3'20 versus \$42.8 million on sales of \$396.8 million in Q2'20.

Notable items in the quarter:

- Higher Lumber Prices
  - Interfor's average lumber selling price increased \$264 per mfbm from Q2'20 to \$910 per mfbm. The key benchmark prices rose significantly quarter-over-quarter with the SYP Composite, Western SPF Composite and KD H-F Stud 2x4 9' benchmarks increasing by US\$320, US\$361 and US\$349 per mfbm to US\$748, US\$711 and US\$764 per mfbm, respectively. Interfor's average selling price lags the key benchmark price changes due to timing differences between orders and shipments.
  - While lumber prices fell sharply in the initial stages of COVID-19, industry-wide production curtailments in Q2'20 and growing demand from repair and renovation activities and U.S. housing starts contributed to the robust price environment during Q3'20.
- Strengthened Financial Position
  - Net debt ended the quarter at \$88.7 million, or 8.3% of invested capital, resulting in available liquidity of \$636.7 million.
  - Interfor generated \$214.8 million of cash flow from operations before changes in working capital, or \$3.19 per share.
  - Capital spending was \$23.4 million, including \$16.2 million on high-return discretionary projects, primarily in the U.S. South. US\$84.6 million has been spent on the Company's Phase II strategic capital plan through September 30, 2020.
  - Reflecting its strengthened financial position and available internal investment opportunities with attractive returns, Interfor has revised its planned capital expenditures for 2020 and 2021 to now total approximately \$115.0 million and \$150.0 million, respectively.
- Production Increased to Meet Demand
  - Total lumber production in Q3'20 was 642 million board feet, representing an increase of 221 million board feet quarter-over-quarter. Production in the B.C. region increased to 193 million board feet from 115 million board feet in the preceding quarter. The U.S. South and U.S. Northwest regions accounted for 331 million board feet and 118 million board feet, respectively, compared to 230 million board feet and 76 million board feet in Q2'20.

<sup>1</sup> Refer to Adjusted EBITDA and Net debt to invested capital in the Non-GAAP Measures section



- Total lumber shipments were 618 million board feet, including agency and wholesale volumes, or 120 million board feet higher than Q2'20.
- Asset Write-downs and Restructuring Costs
  - Asset write-downs and restructuring costs in Q3'20 are \$9.8 million (after-tax), or \$13.0 million on a pre-tax basis. This includes \$10.8 million of non-cash impairments for asset write-downs on buildings, equipment and parts inventory related to the sale of the sawmill in Gilchrist, Oregon. The sale was completed on October 29, 2020.
- Softwood Lumber Duties
  - Interfor expensed \$19.7 million of duties in the quarter, representing the full amount of countervailing and anti-dumping duties incurred on its Canadian shipments of softwood lumber into the U.S. at a combined rate of 20.23%. Cumulative duties of US\$121.1 million have been paid by Interfor since the inception of the current trade dispute and are held in trust by U.S. Customs and Border Protection.
  - On February 3, 2020 the U.S. Department of Commerce issued preliminary revised combined rates of 8.37% for 2017 and 8.21% for 2018. These rates remain preliminary, with final rate determinations not expected until November 2020. At such time, the final rates will be applied to new lumber shipments. No adjustments have been recorded in the financial statements as of September 30, 2020 to reflect the preliminary revised duty rates.

# Normal Course Issuer Bid ("NCIB")

The Toronto Stock Exchange ("TSX") has approved the launch by the Company of a NCIB.

The NCIB will allow for the purchase during the twelve-month period commencing on November 11, 2020 and ending on November 10, 2021 of up to 5,981,751 common shares, which represents 10% of the Company's public float as at November 5, 2020. The Company purchased no common shares under the prior NCIB that expired on March 6, 2020. The Company was authorized to purchase up to 6,652,006 common shares under the prior NCIB.

Under TSX rules, Interfor will be allowed to purchase daily a maximum of 88,590 common shares, representing 25% of the average daily trading volume of 354,363 common shares over the six-month period ending October 31, 2020, subject to certain exemptions for block purchases. As of November 5, 2020, the Company has 67,274,878 common shares issued and outstanding. All purchases will be made through open market transactions through the facilities of the TSX or other Canadian alternative trading systems and will conform to their rules and regulations. The price to be paid by Interfor for any common shares will be the market price at the time of acquisition. All common shares purchased pursuant to the NCIB will be cancelled.

Interfor has also entered into an automatic securities purchase plan agreement with a securities broker under which the broker will act as the Company's agent to acquire Interfor common shares under the NCIB during the Company's scheduled blackout periods in the course of the NCIB. Purchases by the broker under the NCIB during these periods will be made at the broker's discretion, subject to certain parameters established by Interfor prior to each period with respect to price and number of common shares.

The Company believes that, from time to time, the market price of its common shares may be attractive and their purchase would represent a prudent allocation of capital.

## <u>Outlook</u>

Near term lumber demand is expected to be impacted by uncertainties related to COVID-19 within the North American economy as well as a traditional fall/winter seasonal slowdown that can be weather dependent.

Interfor expects lumber demand to continue to grow over the mid-term, as repair and renovation activities and U.S. housing starts benefit from favourable underlying economic fundamentals and trends.

Interfor's strategy of maintaining a diversified portfolio of operations allows the Company to both reduce risk and maximize returns on invested capital over the business cycle.

While uncertainty remains as to the duration and extent of the economic impact from the COVID-19 pandemic, Interfor is well positioned with its strong balance sheet and significant available liquidity.

# Financial and Operating Highlights<sup>1</sup>

			For the 3 mo	nths ended	For the 9 months ended	
	_	Sept. 30	Sept. 30	Jun. 30	Sept. 30	Sept. 30
	Unit	2020	2019	2020	2020	2019
Financial Highlights <sup>2</sup>						
Total sales	\$MM	644.9	486.5	396.8	1,521.3	1,419.0
Lumber	\$MM	562.4	403.5	322.1	1,263.8	1,190.9
Logs, residual products and other	\$MM	82.5	83.0	74.7	257.5	228.1
Operating earnings (loss)	\$MM	171.4	(44.8)	13.3	199.3	(79.8)
Net earnings (loss)	\$MM	121.6	(35.6)	3.2	131.1	(62.1)
Net earnings (loss) per share, basic	\$/share	1.81	(0.53)	0.05	1.95	(0.92)
Adjusted net earnings (loss) <sup>3</sup>	\$MM	140.0	(11.8)	10.6	151.4	(40.7)
Adjusted net earnings (loss) per share, basic <sup>3</sup>	\$/share	2.08	(0.17)	0.16	2.25	(0.60)
Operating cash flow per share (before working capital changes) <sup>3</sup>	\$/share	3.19	0.03	0.56	4.32	0.43
Adjusted EBITDA <sup>3</sup>	\$MM	221.7	16.8	42.8	301.1	45.8
Adjusted EBITDA margin <sup>3</sup>	%	34.4%	3.5%	10.8%	19.8%	3.2%
Total assets	\$MM	1,731.9	1,421.0	1,538.8	1,731.9	1,421.0
Total debt	\$MM	400.2	264.9	408.8	400.2	264.9
Net debt <sup>3</sup>	\$MM	88.7	212.7	239.1	88.7	212.7
Net debt to invested capital <sup>3</sup>	%	8.3%	19.4%	21.6%	8.3%	19.4%
Annualized return on invested capital <sup>3</sup>	%	81.3%	6.1%	14.8%	37.7%	5.7%
Operating Highlights						
Lumber production	million fbm	642	685	421	1,690	1,978
Total lumber sales	million fbm	618	692	499	1,758	1,987
Lumber sales - Interfor produced	million fbm	609	681	488	1,729	1,955
Lumber sales - wholesale and commission	million fbm	9	11	11	29	32
Lumber - average selling price <sup>4</sup>	\$/thousand fbm	910	583	646	719	599
Average USD/CAD exchange rate <sup>5</sup>	1 USD in CAD	1.3321	1.3204	1.3862	1.3541	1.3292
Closing USD/CAD exchange rate <sup>5</sup>	1 USD in CAD	1.3339	1.3243	1.3628	1.3339	1.3243

Notes:

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

Financial information presented for interim periods in this release is prepared in accordance with IFRS and is unaudited.
Refer to the Non-GAAP Measures section of this release for definitions and reconciliations of these measures to figures reported in the Company's unaudited condensed consolidated interim financial statements.

4 Gross sales before duties.

5 Based on Bank of Canada foreign exchange rates.

# <u>Liquidity</u>

#### Balance Sheet

Interfor's net debt at September 30, 2020 was \$88.7 million, or 8.3% of invested capital, representing a decrease of \$136.2 million since December 31, 2019.

As at September 30, 2020 the Company had net working capital of \$452.8 million and available liquidity of \$636.7 million, based on the full borrowing capacity under its \$350 million Revolving Term Line.

The Revolving Term Line and Senior Secured Notes are subject to financial covenants, including net debt to total capitalization ratios, and an EBITDA interest coverage ratio.

Management believes, based on circumstances known today, that Interfor has sufficient working capital and liquidity to fund operating and capital requirements for the foreseeable future.

	For the 3 months ended Sept. 30,		For the 9 months ended Sept. 30,	
Thousands of Dollars	2020	2019	2020	2019
Net debt				
Net debt, period opening	\$239,114	\$198,209	\$224,860	\$63,825
Issuance of Senior Secure Notes	-	-	140,770	-
Term Line net drawings (repayments)	(23)	-	(82)	755
Impact on U.S. Dollar denominated debt from (strengthening) weakening CAD	(8,647)	3,120	(278)	(8,735)
Decrease (increase) in cash and cash equivalents	(144,849)	11,747	(285,473)	110,665
Decrease in marketable securities Impact on U.S. Dollar denominated cash and cash equivalents and marketable	-	-	-	41,766
securities from strengthening (weakening) CAD	3,110	(402)	8,908	4,398
Net debt, period ending	\$88,705	\$212,674	\$88,705	\$212,674

On March 26, 2020, the Company issued US\$50,000,000 of Series F Senior Secured Notes, bearing interest at 3.34%, and US\$50,000,000 of Series G Senior Secured Notes, bearing interest at 3.25%. Each series of these Senior Secured Notes have equal payments of US\$16,667,000 due on each of March 26, 2028, 2029 and on maturity in 2030.

# Capital Resources

The following table summarizes Interfor's credit facilities and availability as of September 30, 2020:

	Revolving Term	Senior Secured	Total	
Thousands of Canadian Dollars	Line	Notes		
Available line of credit and maximum borrowing available	\$350,000	\$400,170	\$750,170	
Less:				
Drawings	-	400,170	400,170	
Outstanding letters of credit included in line utilization	24,773	-	24,773	
Unused portion of facility	\$325,227	\$ -	325,227	

Cash and cash equivalents	311,465
Available liquidity at September 30, 2020	\$636,692

Interfor's Revolving Term Line matures in March 2024 and its Senior Secured Notes have maturities principally in the years 2024-2030.

As of September 30, 2020, the Company had commitments for capital expenditures totaling \$37.8 million for both maintenance and discretionary capital projects.

### Non-GAAP Measures

This MD&A makes reference to the following non-GAAP measures: Adjusted net earnings (loss), Adjusted net earnings (loss) per share, EBITDA, Adjusted EBITDA, Adjusted EBITDA margin, Net debt to invested capital, Operating cash flow per share (before working capital changes), and Return on 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 condensed consolidated interim financial statements prepared in accordance with IFRS:

		For the 3 months ended			For the 9 months ended		
	Sept. 30	Sept. 30	Jun. 30	Sept. 30	Sept. 30		
Thousands of Canadian Dollars except number of shares and per share amounts	2020	2019	2020	2020	2019		
Adjusted Net Earnings (Loss)							
Net earnings (loss)	\$121,604	\$(35,648)	\$3,235	\$131,148	\$(62,109)		
Add: Asset write-downs and restructuring costs	12,985	31,814	115	13,471	33,566		
Other foreign exchange loss (gain)	2,907	(216)	4,963	8,719	(235)		
Long term incentive compensation expense	5,576	1,049	5,629	2,259	2,181		
Other (income) expense	43	100	(586)	(428)	(6,223)		
Post closure wind-down costs	3,085	-	(566)	3,085	(0/220)		
Income tax effect of above adjustments	(6,206)	(8,867)	(2,712)	(6,875)	(7,876)		
Adjusted net earnings (loss)	\$139,994	\$(11,768)	\$10,644	\$151,379	\$(40,696)		
Weighted average number of shares - basic ('000)	67,270	67,253	67,260	67,263	67,284		
Adjusted net earnings (loss) per share	\$2.08	\$(0.17)	\$0.16	\$2.25	\$(0.60)		
Adjusted EBITDA Net earnings (loss)	\$121,604	\$(35,648)	\$3,235	\$131,148	\$(62,109)		
Add:	\$121,004	\$(JJ,0+0)	\$5,255	\$151,140	\$(02,10 <i>5</i> )		
Depreciation of plant and equipment	20,850	20,595	15,601	56,512	59,727		
Depletion and amortization of timber, roads and other	7,922	8,142	8,108	26,560	30,080		
Asset write-downs and restructuring costs	12,985	31,814	115	13,471	33,566		
Finance costs	4,907	3,784	5,185	14,188	11,284		
Other foreign exchange loss (gain)	2,907	(216)	4,963	8,719	(235)		
Income tax expense (recovery)	41,916	(12,804)	563	45,684	(22,508)		
EBITDA	213,091	15,667	37,770	296,282	49,805		
Add:							
Long term incentive compensation expense	5,576	1,049	5,629	2,259	2,181		
Other (income) expense Post closure wind-down costs	43 2,967	100	(586)	(428)	(6,223)		
Adjusted EBITDA	\$221,677	\$16,816	\$42,813	2,967 \$301,080	\$45,763		
Sales	\$644,884	\$486,494	\$396,778	\$1,521,308	\$1,419,002		
Adjusted EBITDA margin	34.4%	3.5%	10.8%	19.8%	3.2%		
Net debt to invested capital							
Net debt	±400 170	+2C4 9C9	± 400 040	±400 170	+2C4 0C0		
Total debt	\$400,170	\$264,860	\$408,840	\$400,170	\$264,860		
Cash and cash equivalents Total net debt	(311,465)	(52,186) \$212,674	(169,726) \$239,114	(311,465)	(52,186)		
Invested capital	\$88,705	\$212,674	\$239,114	\$88,705	\$212,674		
Net debt	\$88,705	\$212,674	\$239,114	\$88,705	\$212,674		
Shareholders' equity	983,225	880,854	869,443	983,225	880,854		
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Total invested capital	\$1,071,930	\$1,093,528	\$1,108,557	\$1,071,930	\$1,093,528		
Net debt to invested capital <sup>1</sup>	8.3%	19.4%	21.6%	8.3%	19.4%		
Operating cash flow per share (before working capital changes)							
Cash provided by operating activities	\$175,492	\$29,658	\$103,003	\$296,837	\$3,610		
Cash used in (generated from) operating working capital	39,346	(27,336)	(65,439)	(6,013)	25,656		
Operating cash flow (before working capital changes)	\$214,838	\$2,322	\$37,564	\$290,824	\$29,266		
Weighted average number of shares - basic ('000)	67,270	67,253	67,260	67,263	67,284		
Operating cash flow per share (before working capital changes)	\$3.19	\$0.03	\$0.56	\$4.32	\$0.43		
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Annualized return on invested capital	#221 C77	#1C 01C	#42 012	4201 000			
Adjusted EBITDA	\$221,677	\$16,816	\$42,813	\$301,080	\$45,763		
Invested capital, beginning of period	\$1,108,557	\$1,109,618	\$1,204,953	\$1,055,842	\$1,032,591		
Invested capital, end of period	1,071,930	1,093,528	1,108,557	1,071,930	1,093,528		
Average invested capital	\$1,090,244	\$1,101,573	\$1,156,755	\$1,063,886	\$1,063,060		
Adjusted EBITDA divided by average invested capital	20.3%	1.5%	3.7%	28.3%	4.3%		
Annualization factor	4.0	4.0	4.0	1.3	<u> </u>		
Annualized return on invested capital	81.3%	6.1%	14.8%	37.7%	5.7%		

Note: 1 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, 2020 and 2019 (unaudited)

(thousands of Canadian Dollars except earnings per share)	Three Months	Three Months	Nine Months	Nine Months
	Sept. 30, 2020	Sept. 30, 2019	Sept. 30, 2020	Sept. 30, 2019
Sales	\$644,884	\$486,494	\$1,521,308	\$1,419,002
Costs and expenses:				.,,,
Production	394,463	448,214	1,154,825	1,309,440
Selling and administration	11,992	9,383	30,664	29,756
Long term incentive compensation expense	5,576	1,049	2,259	2,181
U.S. countervailing and anti-dumping duty deposits	19,719	12,081	37,706	34,043
Depreciation of plant and equipment	20,850	20,595	56,512	59,727
Depletion and amortization of timber, roads and other	7,922	8,142	26,560	30,080
	460,522	499,464	1,308,526	1,465,227
Operating earnings (loss) before write-downs and				
restructuring cost	184,362	(12,970)	212,782	(46,225)
Asset write-downs and restructuring costs	12,985	31,814	13,471	33,566
Operating earnings (loss)	171,377	(44,784)	199,311	(79,791)
Finance costs	(4,907)	(3,784)	(14,188)	(11,284)
Other foreign exchange gain (loss)	(2,907)	216	(8,719)	235
Other income (expense)	(43)	(100)	428	6,223
	(7,857)	(3,668)	(22,479)	(4,826)
Earnings (loss) before income taxes	163,520	(48,452)	176,832	(84,617)
Income tax expense (recovery):				
Current	1,515	416	1,651	809
Deferred	40,401	(13,220)	44,033	(23,317)
	41,916	(12,804)	45,684	(22,508)
Net earnings (loss)	\$121,604	\$(35,648)	\$131,148	\$(62,109)
Net earnings (loss) per share, basic and diluted	\$1.81	\$(0.53)	\$1.95	\$(0.92)

#### CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)

For the three and nine months ended September 30, 2020 and 2019 (unaudited) (thousands of Canadian Dollars) **Three Months** Three Months **Nine Months** Nine Months Sept. 30, 2019 Sept. 30, 2020 Sept. 30, 2020 Sept. 30, 2019 Net earnings (loss) \$121,604 \$(35,648) \$131,148 \$(62,109) Other comprehensive income (loss): Items that will not be recycled to Net earnings (loss): Defined benefit plan actuarial loss, net of tax (109) (1,151) (1,365) (1,018) Items that are or may be recycled to Net earnings (loss): Foreign currency translation differences for foreign operations, net of tax (8,027) 6,020 21,656 (17,581) Total other comprehensive income (loss), net of tax (8,136) 4,869 20,291 (18,599) Comprehensive income (loss) \$113,468 \$(30,779) \$151,439 \$(80,708)



# CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(thousands of Canadian Dollars)	Three Months	Three Months	Nine Months	Nine Months
(,	Sept. 30, 2020	Sept. 30, 2019	Sept. 30, 2020	Sept. 30, 2019
Cash provided by (used in):				
Operating activities:				
Net earnings (loss)	\$121,604	\$(35,648)	\$131,148	\$(62,109)
Items not involving cash:				
Depreciation of plant and equipment	20,850	20,595	56,512	59,727
Depletion and amortization of timber, roads and other	7,922	8,142	26,560	30,080
Deferred income tax expense (recovery)	40,401	(13,220)	44,033	(23,317)
Current income tax expense	1,515	416	1,651	809
Finance costs	4,907	3,784	14,188	11,284
Other assets	355	202	841	523
Reforestation liability	(139)	(1,834)	(1,989)	(2,577)
Provisions and other liabilities	4,638	6,210	(662)	5,206
Stock options	123	224	613	541
Write-down of plant, equipment and other	9,807	14,583	9,754	16,394
Unrealized foreign exchange loss (gain)	2,812	(150)	8,603	10
Other expense (income)	43	(982)	(428)	(7,305)
	214,838	2,322	290,824	29,266
Cash generated from (used in) operating working capital: Trade accounts receivable and other	(60.004)	(4 7 44)	(100 540)	(25.400)
	(69,994)	(4,741)	(100,548)	(25,189)
Inventories	(9,919)	37,647	57,404	28,082
Prepayments Trade accounts payable and provisions	(209)	(1,340)	1,698	(7,082)
	40,035	(3,933)	46,706	(20,595)
Income tax refund (payment)		<u>(297)</u> 29,658	753 296,837	<u>(872</u> ) 3,610
Investing activities: Additions to property, plant and equipment Additions to roads and bridges Additions to intangible assets	(19,736) (3,686) -	(31,951) (3,767) (5)	(65,724) (8,829) -	(126,781 (17,272 (77)
Acquisition of timber license, roads and other assets net of assumed liabilities		_	(56,606)	
Proceeds on disposal of property, plant and equipment and other Net proceeds from marketable securities,	229	309	1,096	8,449
deposits and other assets	25	370	123	47,130
	(23,168)	(35,044)	(129,940)	(88,551)
Financing activities:				
Issuance of share capital, net of expenses	191	-	191	8
Share repurchases	-	-	-	(7,825)
Interest payments	(4,583)	(3,431)	(13,092)	(8,848
Lease liability payments	(3,052)	(2,927)	(9,060)	(8,692
Debt refinancing costs	(8)	(3)	(151)	(1,194
Operating line net drawings (repayments)	(23)	-	(82)	
Additions to long term debt	-	-	140,770	197,92
Repayments of long term debt	-	-	-	(197,175)
	(7,475)	(6,361)	118,576	(25,724
Foreign exchange gain (loss) on cash and				
cash equivalents held in a foreign currency	(3,110)	402	(8,908)	(3,301)
Increase (decrease) in cash	141,739	(11,345)	276,565	(113,966)
Cash and cash equivalents, beginning of period	169,726	63,531	34,900	166,152



#### CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

September 30, 2020 and December 31, 2019 (unaudited)

(thousands of	Canadian	Dollars)
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(thousands of Canadian Dollars)	Sept. 30, 2020	Dec. 31, 2019
Assets		
Current assets:		
Cash and cash equivalents	\$311,465	\$34,90
Trade accounts receivable and other	189,357	86,60
Income taxes receivable Inventories	76	1,99
Prepayments	128,987 19,421	181,57 20,449
	649,306	325,529
Employee future benefits	110	673
Deposits and other assets	8,632	9,296
Right of use assets	38,788	32,780
Property, plant and equipment	752,173	739,515
Roads and bridges	20,615	24,353
Timber licences	115,888	60,596
Goodwill and other intangible assets	145,238	142,214
Deferred income taxes	1,131	6,961
	\$1,731,881	\$1,341,917
Liabilities and Shareholders' Equity		
Current liabilities:		
Trade accounts payable and provisions Current portion of long term debt	\$159,370	\$114,358
Reforestation liability	7,225 16,673	13,021
Lease liabilities	12,579	10,105
Income taxes payable	626	163
	196,473	137,647
Reforestation liability	29,753	27,401
Lease liabilities	31,251	27,718
Long term debt	392,945	259,760
Employee future benefits	12,842	11,843
Provisions and other liabilities	19,390	18,957
Deferred income taxes	66,002	27,609
Equity:		
Share capital	533,958	533,68
Contributed surplus	5,002	4,471
Translation reserve _Retained earnings	78,415 365,850	56,759 236,062
	983,225	830,98
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Approved on behalf of the Board:

"*L. Sauder"* Director *"Thomas V. Milroy"* Director

### FORWARD-LOOKING STATEMENTS

This release 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, projection, target, outlook, opportunity, risk or strategy. Readers are cautioned that actual results may vary from the forwardlooking information in this release, 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 release are described in Interfor's third guarter and 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 release 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 trade dispute between Canada and the U.S.; stumpage fees payable to the Province of British Columbia; environmental impacts of the Company's operations; labour disruptions; information systems security; and the existence of a public health crisis (such as the current COVID-19 pandemic). Unless otherwise indicated, the forward-looking information in this release is based on the Company's expectations at the date of this release. Interfor undertakes no obligation to update such forwardlooking information, except as 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 3.0 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 <u>www.interfor.com</u>.

The Company's unaudited condensed consolidated interim financial statements and Management's Discussion and Analysis for Q3'20 are available at <u>www.sedar.com</u> and <u>www.interfor.com</u>.

There will be a conference call on Friday, November 6, 2020 at 8:00 a.m. (Pacific Time) hosted by **INTERFOR CORPORATION** for the purpose of reviewing the Company's release of its third quarter 2020 financial results.

The dial-in number is **1-833-297-9919**. The conference call will also be recorded for those unable to join in for the live discussion and will be available until December 6, 2020. The number to call is **1-855-859-2056**, **Passcode 8550308**.

For further information: Richard Pozzebon, Senior Vice President and Chief Financial Officer (604) 689-6800