# INVESTOR PRESENTATION





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### **Forward-Looking Information:**

This presentation contains forward-looking information about Interfor Corporation (the "Company"), including its 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 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" and in Interfor's quarterly Management's Discussion & Analysis which are 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 trade 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; information systems security; and the existence of a public health crisis. 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.

### **Non-GAAP Measures:**

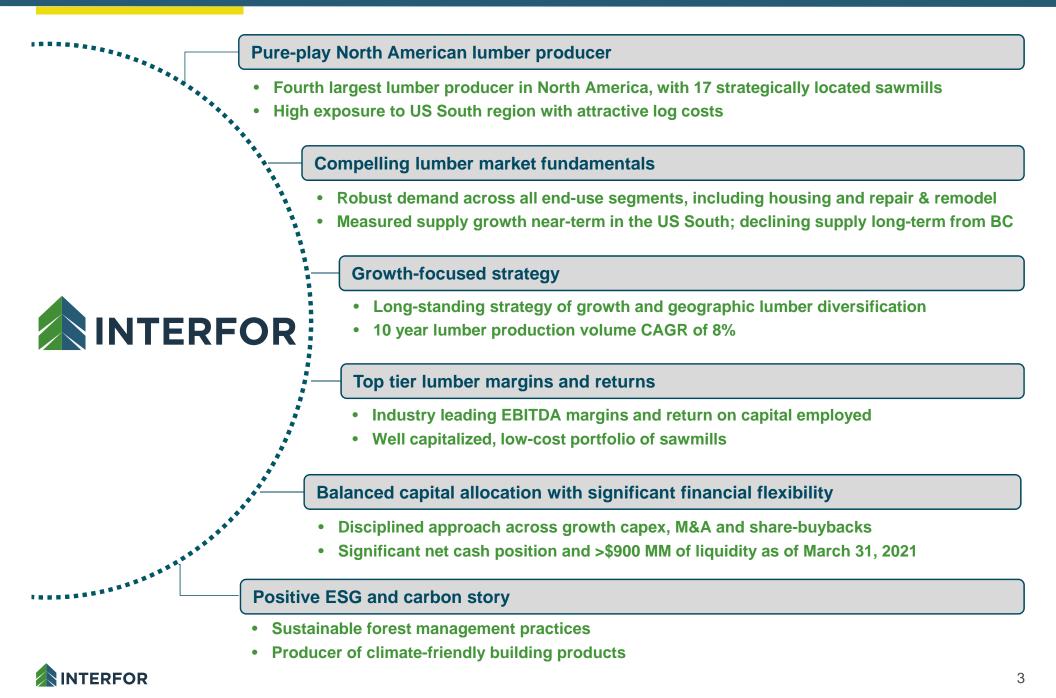
This presentation makes reference to certain non-GAAP measures, such as EBITDA, Adjusted EBITDA and Net debt to invested capital, which are used by the Company and certain investors to evaluate operating performance and financial position. These non-GAAP measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other issuers. Definitions and reconciliations of terms can be found in Interfor's annual and quarterly Management's Discussion & Analysis which are available on www.interfor.com and under Interfor's profile on www.sedar.com.

### **Currency:**

All financial references in this presentation are expressed in Canadian dollars, unless otherwise noted.



# INTERFOR INVESTMENT HIGHLIGHTS



# FINANCIAL & OPERATING SNAPSHOT

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



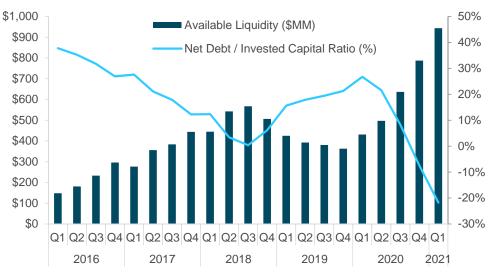
ADJUSTED EBITDA (\$MM)

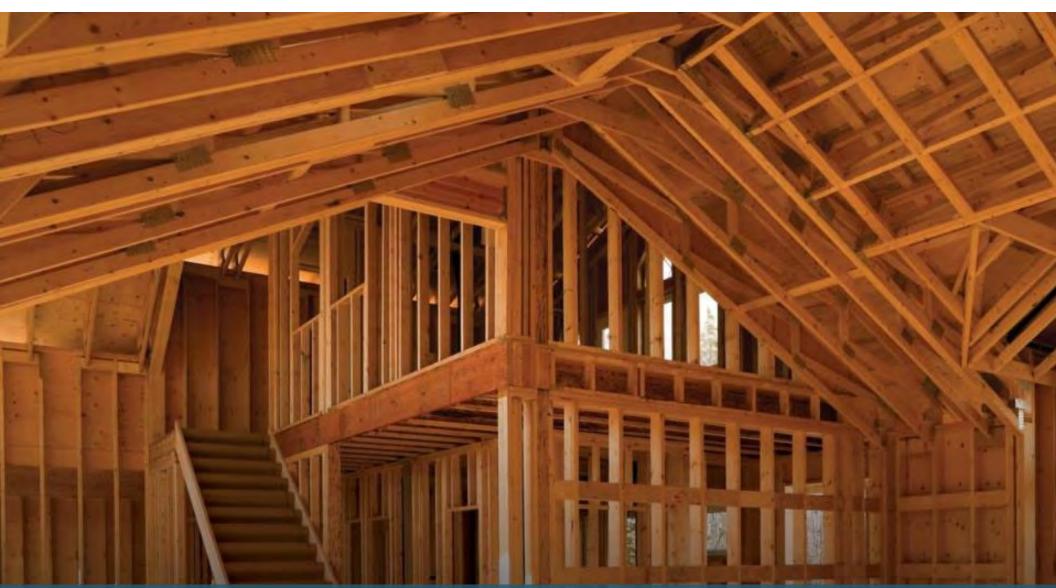


700 650 600 550 500 450 400 Q1 Q2 Q3 Q4 Q1 2016 2017 2018 2019 2020 2021

## PRODUCTION VOLUMES (MMBF)

## LEVERAGE & LIQUIDITY (% & \$MM)<sup>(1)</sup>



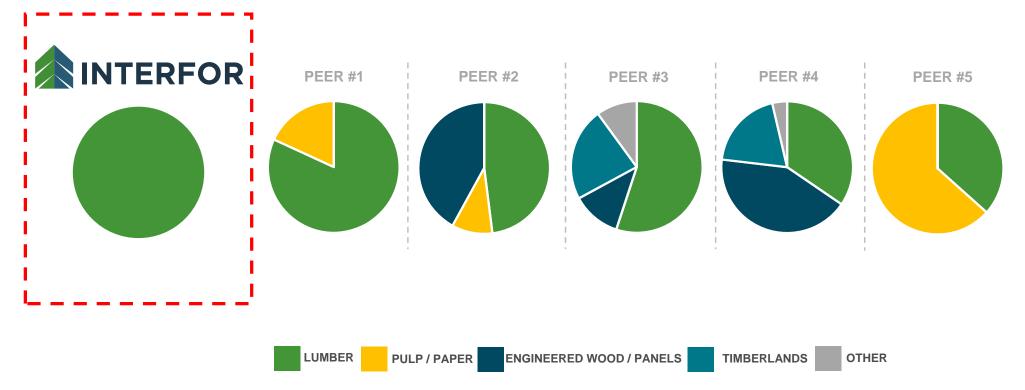


## PURE-PLAY NORTH AMERICAN LUMBER PRODUCER

## PURE-PLAY LUMBER PRODUCER

Interfor is the only publicly traded pure-play lumber producer of scale

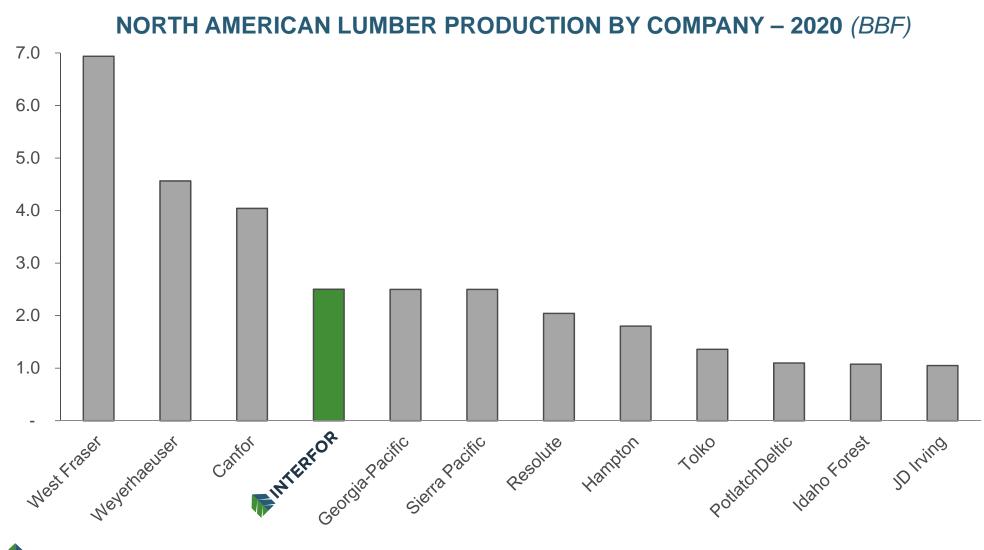
### **REVENUES BY BUSINESS SEGMENT** <sup>(1)</sup>





## INDUSTRY LANDSCAPE

Interfor is the fourth largest lumber producer in North America

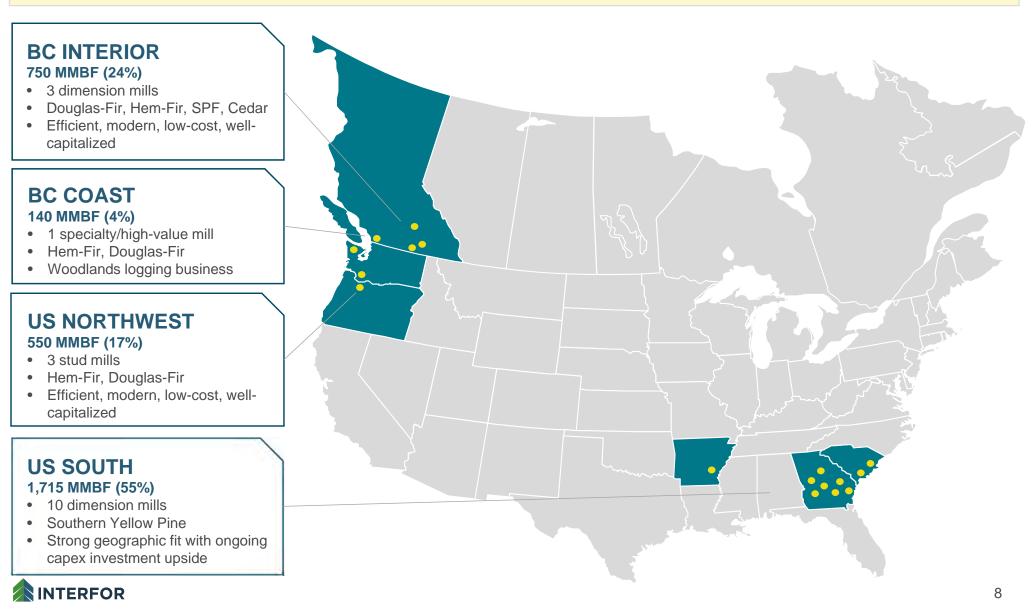




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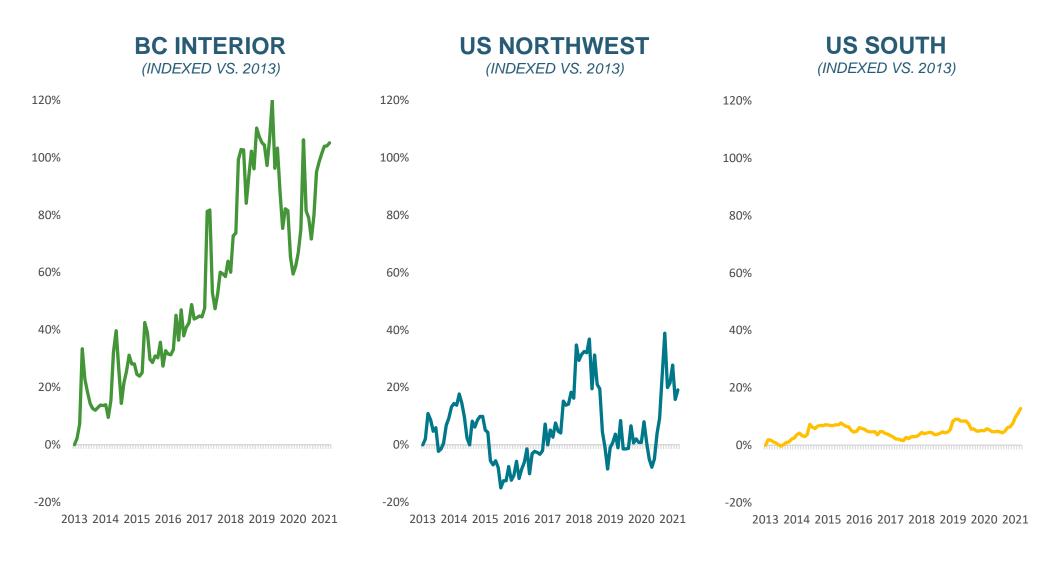
# INTERFOR OPERATING REGIONS

## 55% of Interfor's production capacity is in the US South



## REGIONAL LOG COST TRENDS

### The US South has the most attractive and stable log costs in North America

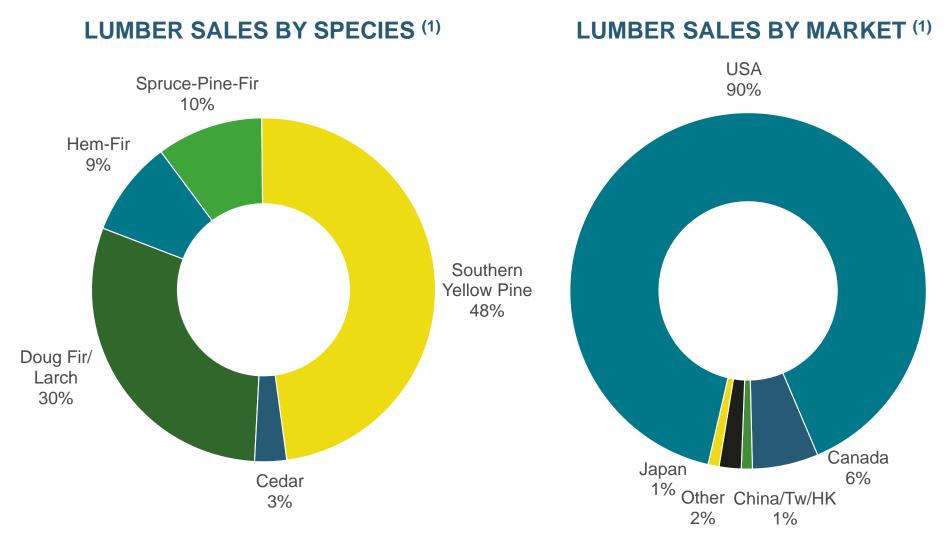




BC Interior: Avg. Monthly BC Interior Sawlog Purchase Price - BC Ministry of Forests Timber Pricing Branch; US NW: Avg. Monthly Washington State (Coast Region) Hem-Fir #2 Sawlog Delivered Price - Washington State Department of Natural Resources; US South: Avg. Monthly US South Pine Sawtimber Delivered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

## KEY PRODUCTS & MARKETS

Diverse lumber species and end-use mix; high leverage to key US market

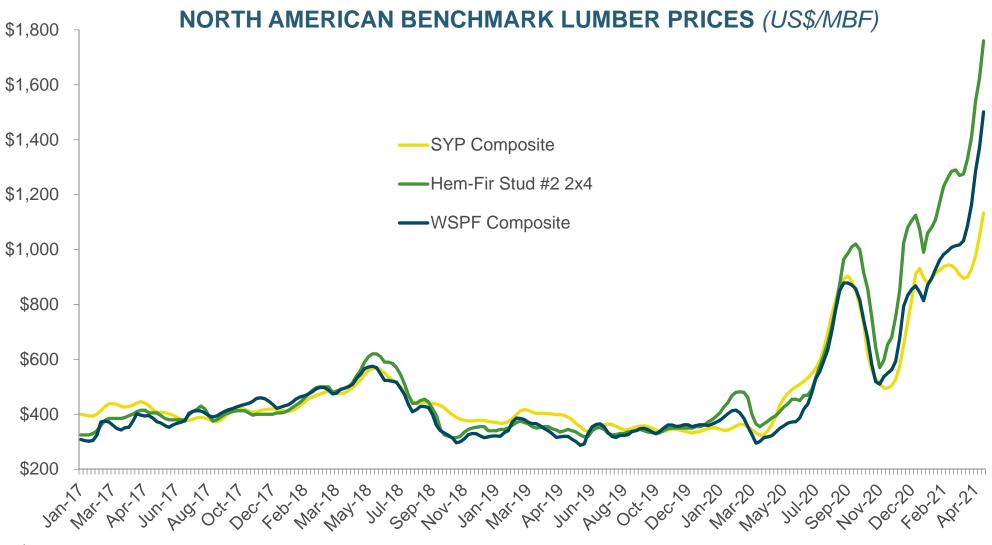


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# COMPELLING LUMBER MARKET FUNDAMENTALS

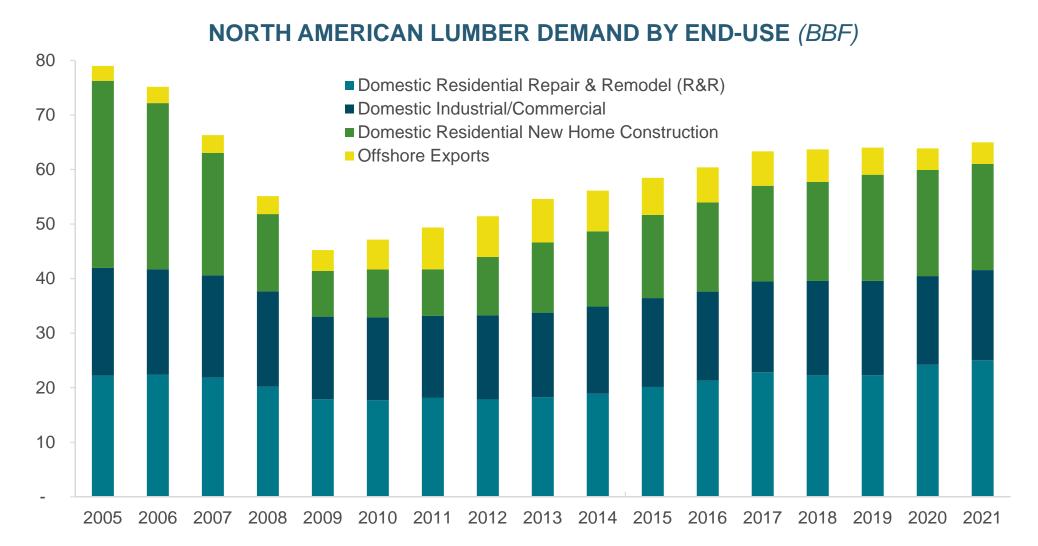
## LUMBER PRICES

Recent robust pricing environment driven by strong demand fundamentals



## LUMBER DEMAND

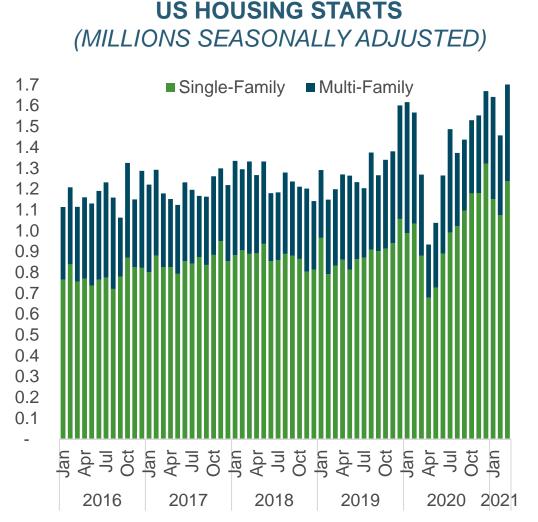
Relatively stable R&R & industrial demand, with upside leverage to housing



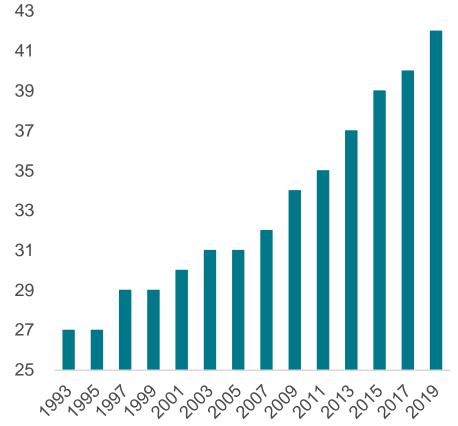


## LUMBER DEMAND: KEY DRIVERS

## Single-family US housing starts in early 2021 are the highest since 2006



### AGE OF US HOUSING STOCK (MEDIAN AGE IN YEARS)



## LUMBER SUPPLY

## Measured supply growth in the US South, offset by ongoing declines in BC

### NORTH AMERICAN LUMBER PRODUCTION (BBF)

<b>Offshore Imports</b>	1.2	1.5	1.5	2.1	
North America	62.1	62.2	59.2	59.7	-
Canada	28.3	27.3	24.0	23.1	
BC	13.0	12.4	9.7	8.9	
Rest of Canada	15.4	14.9	14.3	14.1	
USA	33.8	34.9	35.2	36.7	
Other	1.6	1.6	1.5	1.6	
West	13.9	14.4	14.3	14.3	
South	18.3	18.8	19.4	20.8	
Region	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	

### US SOUTH

Measured growth (three year CAGR of 4%), limited by labour availability and long equipment lead times

### US WEST & CANADA (NON-BC) Relatively stable; good balance between available timber supply and manufacturing capacity

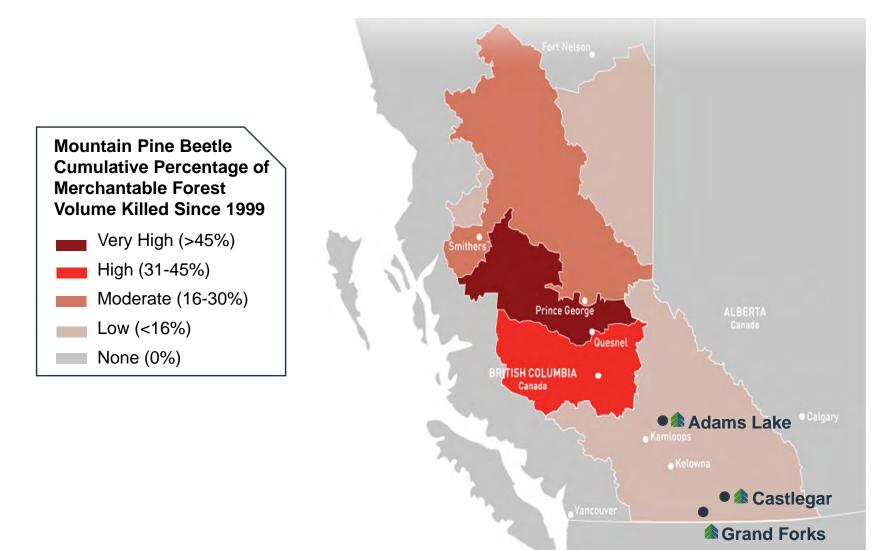
### **BRITISH COLUMBIA (BC)**

Structural declines and permanent capacity reductions due to impacts of Mountain Pine Beetle forest infestation (~30% decline in production since 2017)



## LUMBER SUPPLY: BC INTERIOR

## Declining log supply across BC, but Interfor well-positioned in southern BC





# SOFTWOOD LUMBER DISPUTE

## Minimal exposure to duties with 70% of lumber production based in the US

## U.S. COUNTERVAILING & ANTI-DUMPING CASH DEPOSIT RATES

<u>COMPANY</u>	<u>2017-20</u> <sup>(1)</sup>	<u>2020-21</u> <sup>(2)</sup>
West Fraser	23.56%	8.97%
Canfor	20.52%	4.62%
Tolko	22.07%	8.99%
Resolute	17.90%	20.25%
JD Irving	9.38%	4.23%
All Others (Includes Interfor)	20.23%	8.99%

### INTERFOR SOFTWOOD LUMBER DUTIES HIGHLIGHTS

## **US\$143 MM**

### **Duties on Deposit**

Cumulative duties of US\$143 MM have been paid by Interfor since the inception of the current trade dispute and are held in trust by the US Government; most of which are off-balance sheet

## 15%

## Shipments Exposed to Duties

Interfor's shipments into the US from Canada represent only 15% of Interfor's total companywide sales volumes

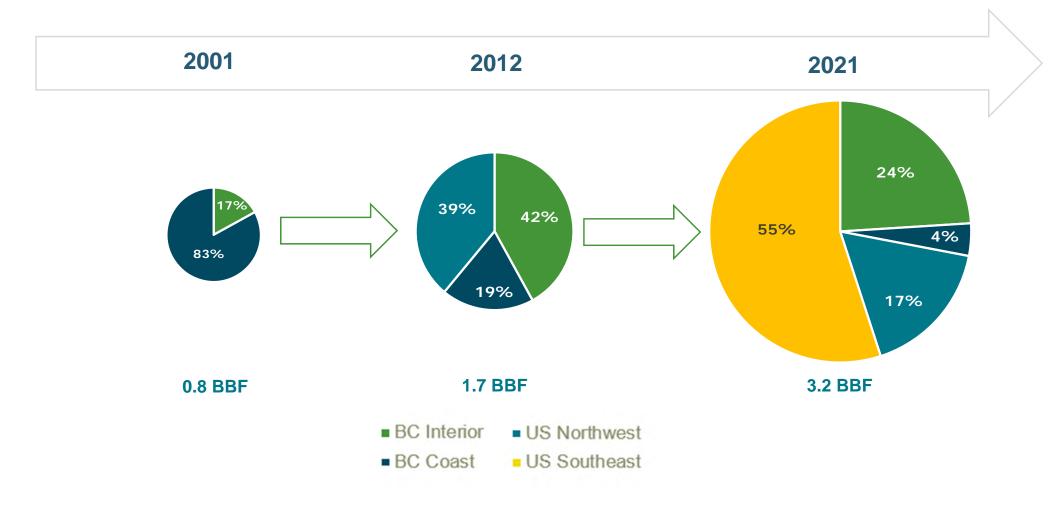


# **GROWTH-FOCUSED STRATEGY**

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## INTERFOR GROWTH STRATEGY

## Long-standing strategy of growth and geographic lumber diversification



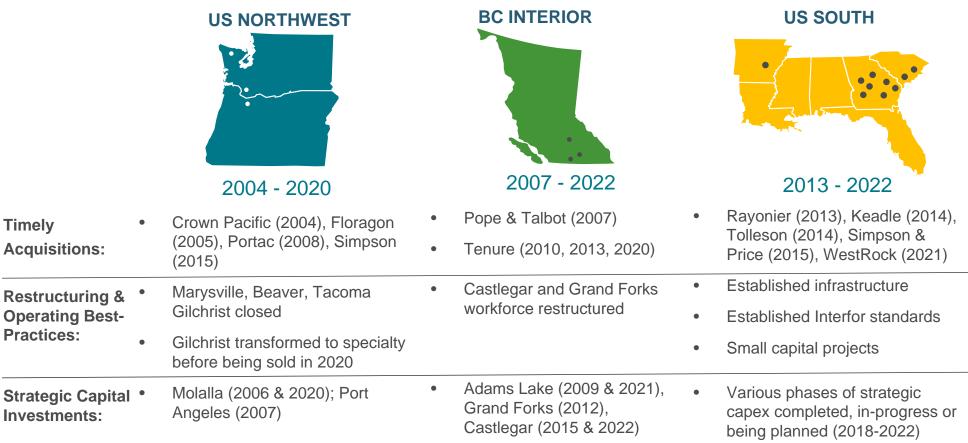


# INTERFOR GROWTH STRATEGY

Interfor's strategy has been consistent over time and across regions

Acquisitions have focused on assets with future potential

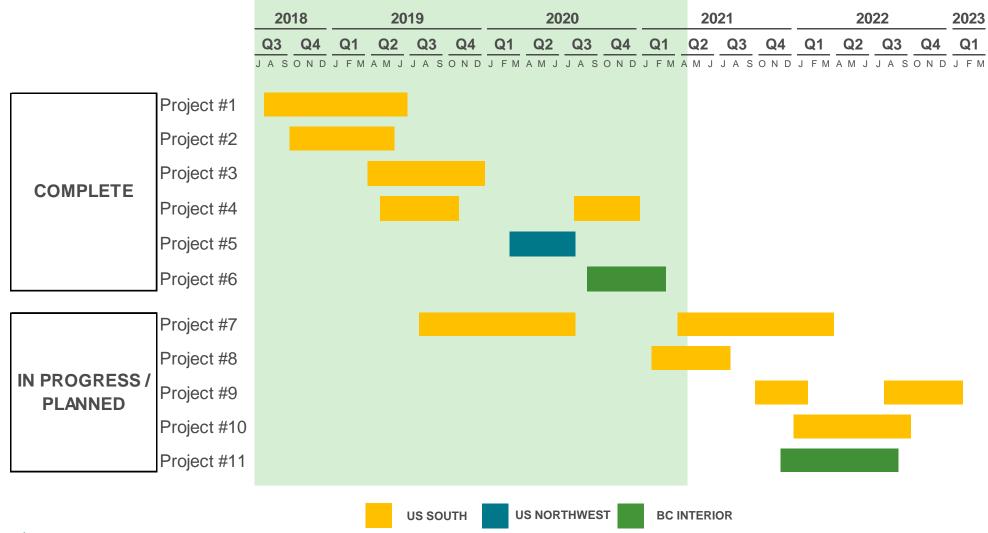
Efforts post-acquisition are then focused on operational integration and the establishment of best practices, followed by capital investments





# MULTI-YEAR STRATEGIC CAPEX PLAN

### Multi-year strategic capex plan underway, primarily focused in the US South





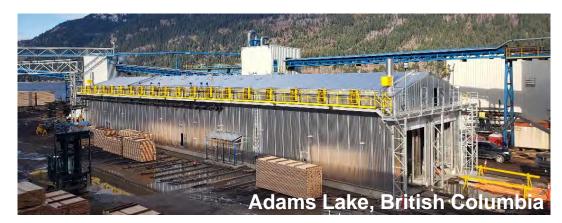
# MULTI-YEAR STRATEGIC CAPEX PLAN

### Mill rebuilds, machine center upgrades, debottlenecking & optimization projects







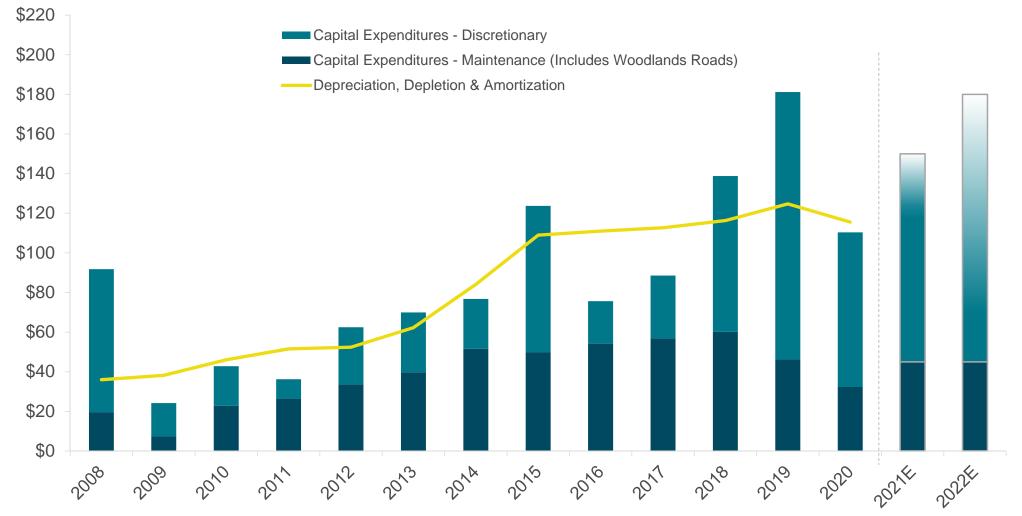




## CAPITAL SPENDING PROFILE

## Strategic investments resulting in a well-capitalized, low-cost sawmill portfolio

### HISTORICAL CAPITAL EXPENDITURES & OUTLOOK (\$MM)

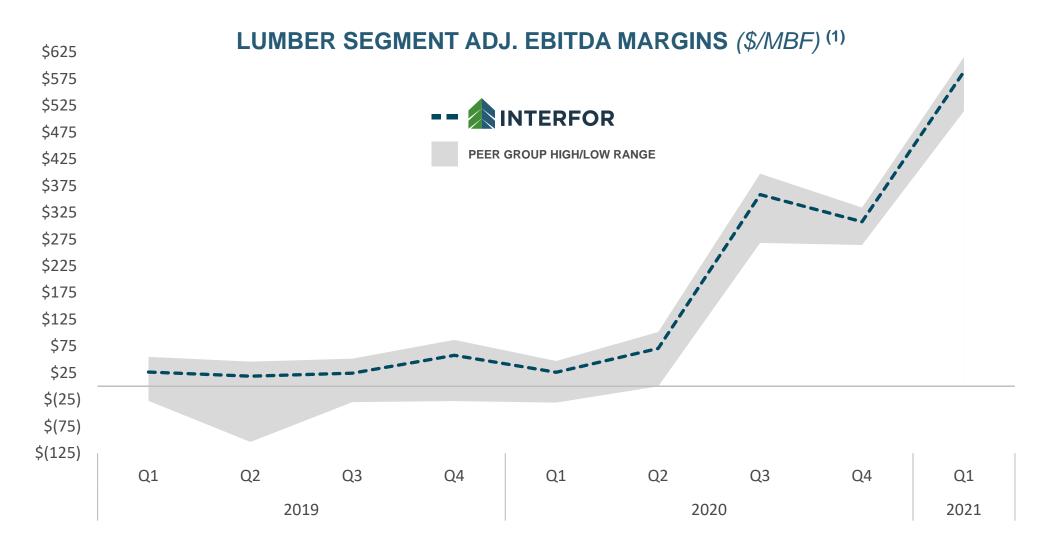




# TOP TIER LUMBER MARGINS & RETURNS

## TOP TIER LUMBER MARGINS

Consistent top tier margin performance across all market conditions



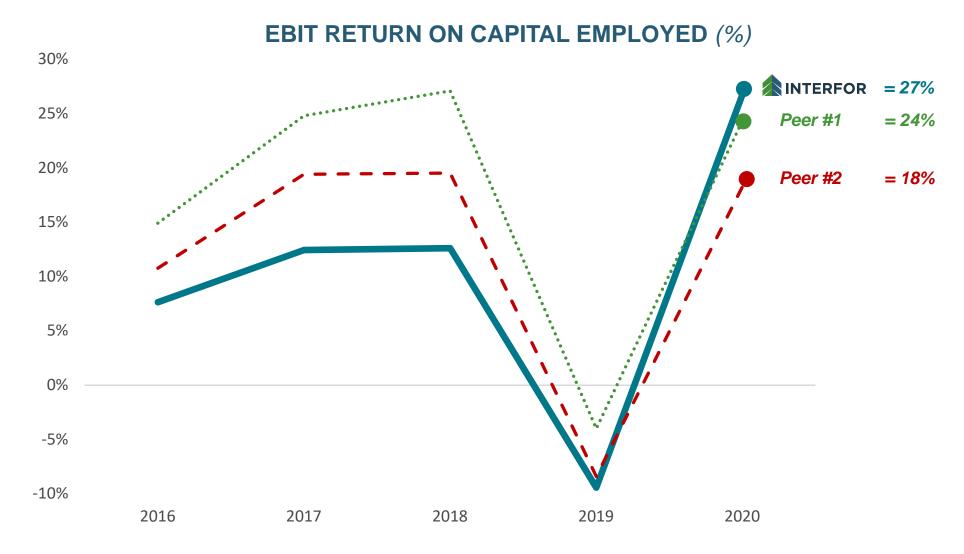


(1) Based on public filings; reflects lumber segment results only; reported figures adjusted to reflect duties paid and FX for US\$ companies. Peers include West Fraser, Canfor North America, Resolute, Rayonier Advanced Materials, PotlatchDeltic and Weyerhaeuser.

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## TOP TIER RETURN ON CAPITAL

Multi-year strategic capex plan that began in 2017 is starting to have an impact



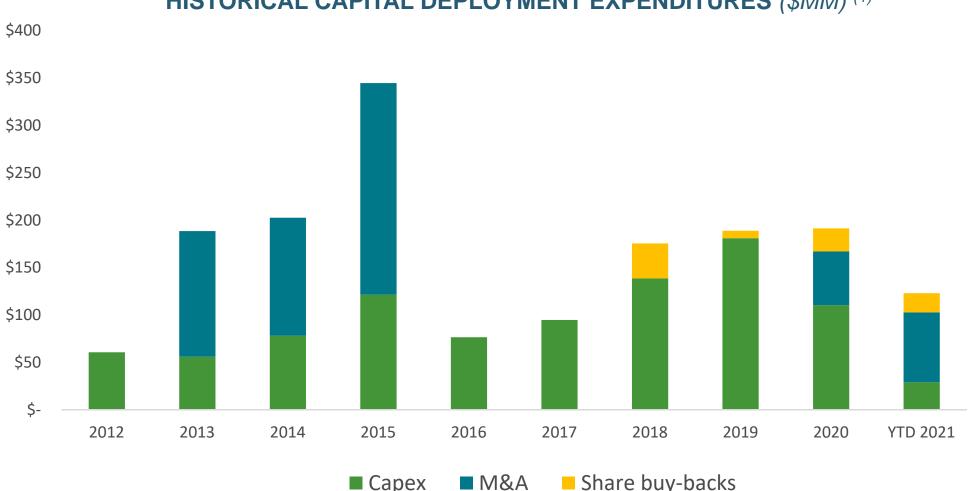




## BALANCED CAPITAL ALLOCATION WITH SIGNIFICANT FINANCIAL FLEXIBILITY

## BALANCED CAPITAL ALLOCATION

Disciplined, multi-faceted approach to capital allocation depending on the circumstances



HISTORICAL CAPITAL DEPLOYMENT EXPENDITURES (\$MM) (1)

# RECENT CAPITAL ALLOCATION

### Balanced approach to recent capital deployment initiatives

### **Internal Growth**

Multi-year strategic capital program; total capex spend of approx. \$150 MM in 2021 and \$150-180 MM in 2022

### **External Growth**

Disciplined lumber-focused M&A; recent acquisition from WestRock completed in Q1-2021; regularly analyzing other opportunities



### **Opportunistic Buybacks**

NCIB authorized in November 2020 for up to 6 MM shares; repurchased 2.1 MM shares @ ~\$21 per share through the end of March 2021

### **Portfolio Optimization**

Ongoing proactive portfolio management to maximize returns; Sold Gilchrist, OR mill in 2020; closed Hammond, BC mill in 2019

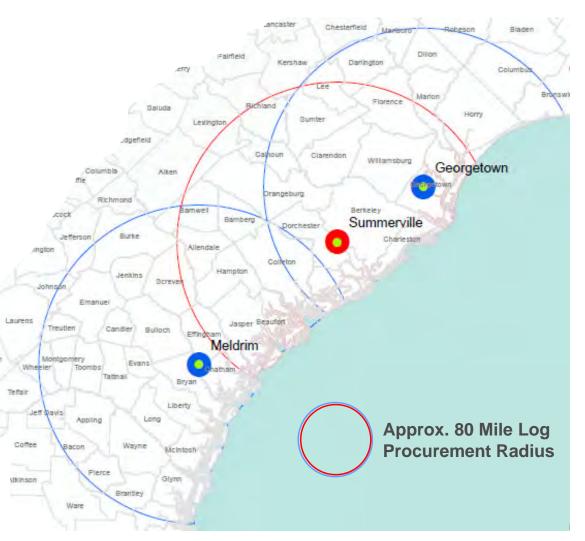


# WESTROCK SAWMILL ACQUISITION

## Logical tuck-in acquisition with operational and capital investment upside

- Acquisition of WestRock's sawmill in Summerville, South Carolina closed on March 12, 2021.
- Cash consideration of US\$59 MM, included log and lumber inventories.
- Mill produced 125 MMbf in 2020.
- New permit received in 2020 allowing for an increase in production of up to 200 MMbf/year.
- Operational and capital investment initiatives to optimize and increase production going forward.
- Significant log sort optimization and procurement synergies with existing mills (Meldrim/Georgetown).
- Long-term residuals off-take agreement with WestRock's Charleston, SC paper mill.

## APPROX. LOG PROCUREMENT AREAS





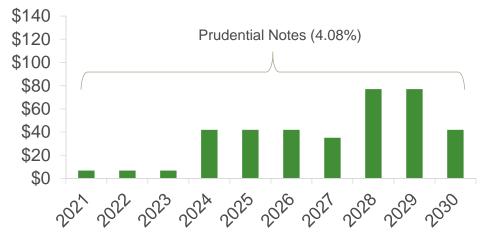
## CAPITAL STRUCTURE

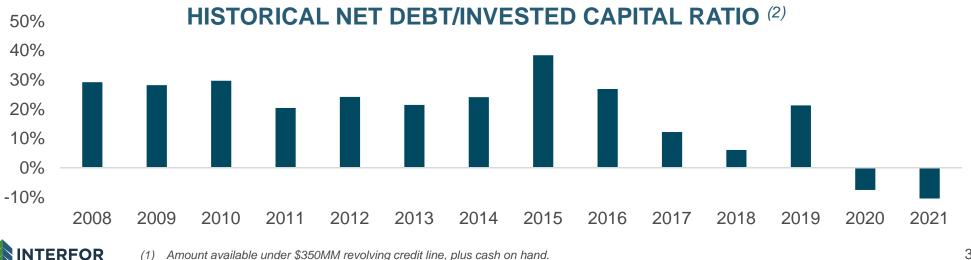
### Significant financial flexibility to consider a variety of capital deployment options

### CAPITAL STRUCTURE AS OF MAR 31, 2021 (\$MM)

Cash	\$613
Debt	\$377
Net Debt (Cash)	\$(236)
Book Equity	\$1,322
Invested Capital	\$(1,086)
NET DEBT/INVESTED CAPITAL (%)	(22)%
Total Liquidity (1)	\$944

### DEBT MATURITY SCHEDULE AS OF MAR 31, 2021 (\$MM)



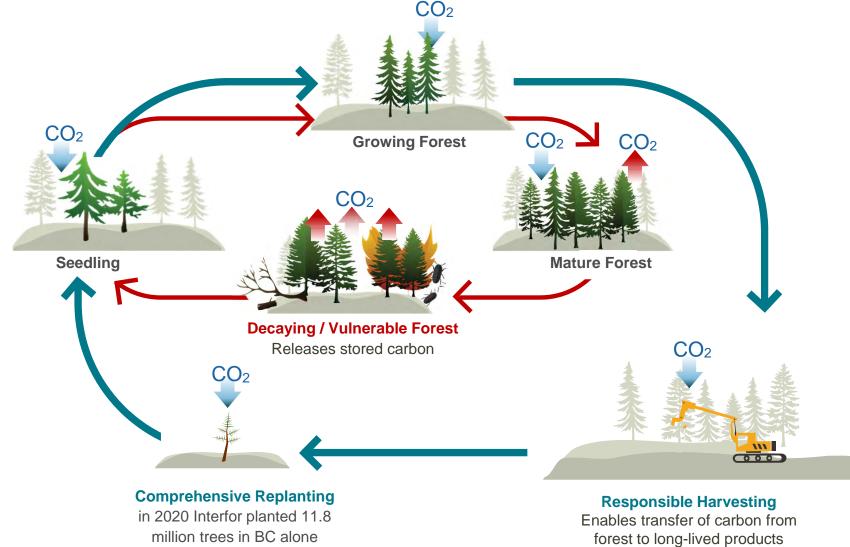


(1) Amount available under \$350MM revolving credit line, plus cash on hand.
(2) As at December 31 each year, except 2021 as at March 31.

# POSITIVE ESG & CARBON STORY

## ENHANCING THE NATURAL CARBON CYCLE

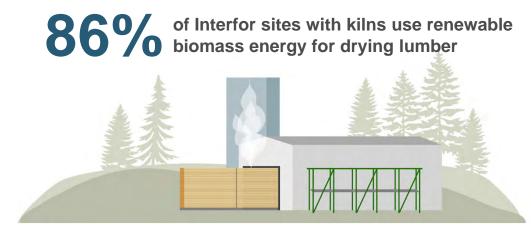
### Responsible forest management increases long-term carbon storage





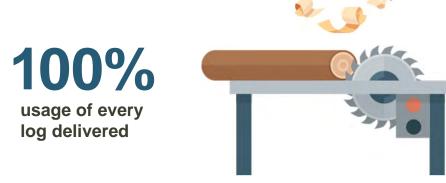
# SUSTAINABLE MANUFACTURING

### Lumber produced by Interfor stores 4x the carbon emitted in all phases of its production



# ~400,000

tonnes of CO<sub>2</sub>e avoided annually by using biomass instead of burning fossil fuels



## **3.7 MM**

tonnes of CO<sub>2</sub> stored in lumber sold by Interfor in 2020

VS.

## 0.9 MM

tonnes of CO<sub>2</sub>e emitted by Interfor and the upstream supply chain combined in 2020, comprising direct fossil fuel, biogenic and electricity emissions

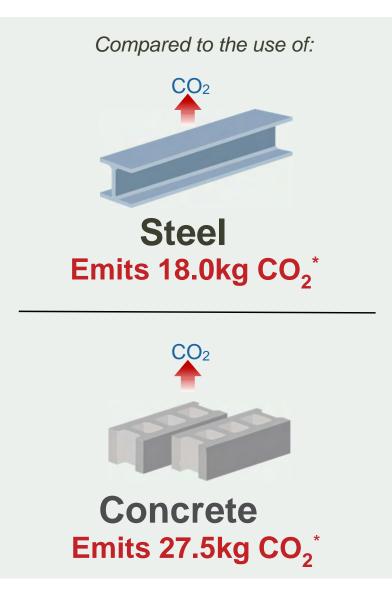


## LUMBER: LOW-CARBON BUILDING MATERIAL

### Lumber is a climate-friendly building product vs. other alternatives



1m<sup>2</sup> of a building constructed using wood wall studs Stores net 16.7kg CO<sub>2</sub>\*





## RESPONSIBILITY AT THE HEART OF THE COMPANY

## Integrating ESG standards throughout our business

ENVIRONMENT

## SOCIAL

GOVERNANCE



#### **Climate:**

- We contribute meaningfully to the global effort to combat climate change, through sustainable forest management and manufacturing sustainable building materials
- Our climate strategy assesses climate-related risks and opportunities; we are positioned for resilience
- We manage our own environmental impacts and minimize waste, through using renewable energy, optimizing logistics, and investing in our sawmills to improve their efficiency

### **Biodiversity and Conservation:**

- We are leaders in protecting biodiversity, wildlife, and forests of high conservation value
- We have independent, third party sustainable forestry and chain-of-custody certifications

### **Environmental Management:**

- We maintain an environmental management system (EMS) for all our manufacturing facilities and harvesting operations
- We have environmental monitoring programs for water use, air emissions, waste management, fuel handling and spill prevention

#### Safety:

- We embrace world-leading safety standards and target zero Medical Incident Rate (MIR) and Lost Time Frequency Rate (LTFR) metrics, because our goal is to never hurt anyone
- We are leaders in safety: Our MIR and LTFR are at levels well below the industry average and trending downward

### People:

- Our focus on employee training, development, internal promotion, competitive compensation, and diversity demonstrates our commitment to our people
- We have goals and action plans to increase the representation of women and people of color in our workforce

### **Community Partnerships:**

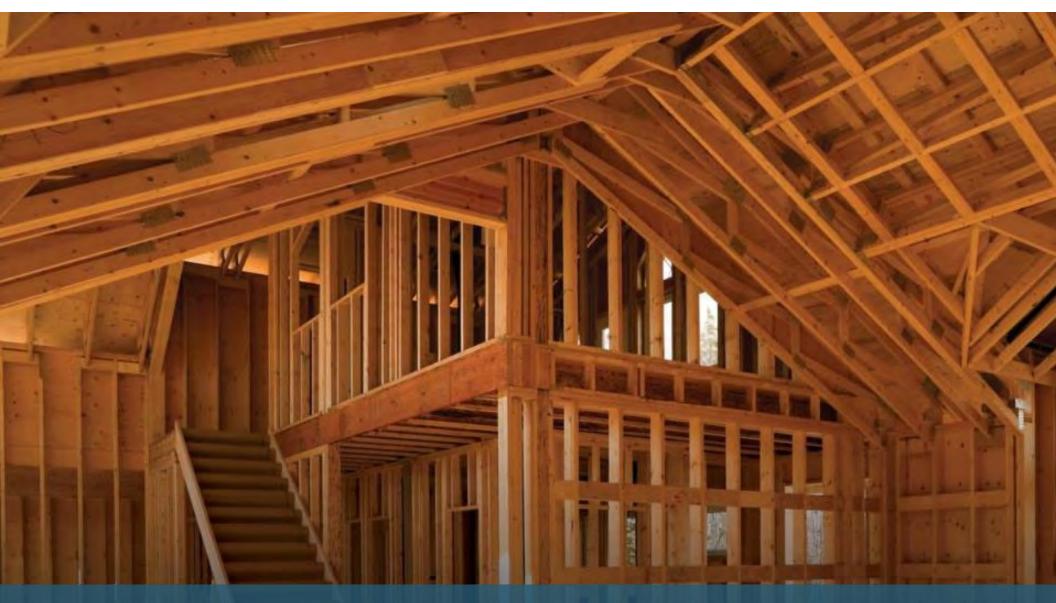
- We have signed agreements with 35 of the First Nations with whom we work, supporting shared business opportunities, training and capacity building
- We engage meaningfully with, support, and give back to the communities in which we operate

### ESG Oversight:

- 91% of directors are independent; 27% of directors are women; Chair of the Board is independent
- Board-level oversight of all ESG factors, including Board committees with oversight over:
  - environmental and safety
  - Employees and compensation
  - Governance, corporate responsibility and human rights
  - financial reporting and information system security
- Our annual Sustainability Report provides in-depth and meaningful information to investors
- Our Code of Conduct & Ethics, including our core values, applies to all directors, officers and employees
- We have a confidential whistleblower hotline to encourage employees, contractors, vendors and the general public to report any concerns



### You can read Interfor's 2020 Sustainability report here.



# **CONTACT INFORMATION**

## INVESTOR CONTACTS

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