

# Louisiana-Pacific Corporation 

Q2 2008 Financial Results
July 29, 2008

[^0]
## Forward Looking Statements

This presentation contains statements concerning Louisiana Pacific Corporation's (LP) future results and performance that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The accuracy of such statements is subject to a number of risks, uncertainties and assumptions that may cause actual results to differ materially from those projected, including, but not limited to, the effect of general economic conditions, including the level of interest rates and housing starts, market demand for the company's products, and prices for structural products; the effect of forestry, land use, environmental and other governmental regulations; the ability to obtain regulatory approvals; and the risk of losses from fires, floods and other natural disasters. These and other factors that could cause or contribute to actual results differing materially from such forward-looking statements are discussed in greater detail in the company's Securities and Exchange Commission filings.

## Statement Relating to the Use of Non-GAAP Financial Measures

During the course of this presentation, certain non-U.S. GAAP financial information will be presented. Reconciliation of those numbers to U.S. GAAP financial measures are available on the company's website at www.Ipcorp.com under the Investor Relations Presentations section.

## Financial Results - Quarterly

Dollar amounts in millions, except per share amounts

Net sales
Income (loss) from continuing operations Income (loss) from discontinued operations Net income (loss)

Diluted EPS from continuing operations Diluted EPS

Tax rate on continuing operations

| Quarter Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2008 |  | March 31, 2008 |  | June 30, 2007 |  |
| \$ | 387 | \$ | 349 | \$ | 461 |
| \$ | (79) | \$ | (46) | \$ | (16) |
| \$ | (1) | \$ | - | \$ | (8) |
| \$ | (81) | \$ | (46) | \$ | (23) |
| \$ | (0.77) | \$ | (0.45) | \$ | (0.15) |
| \$ | (0.79) | \$ | (0.45) | \$ | (0.22) |
|  | 42\% |  | 44\% |  | 41\% |

## Reconciliation of Special Items

Q208 Q108 Q207

Loss from continuing operations
Less "special items":
(Gain) loss on sale or impairment of long-lived assets
Other operating credits and charges
Other than temporary impairment of investments
Provision (benefit) for income taxes
After tax effect of "special items"
Adjusted income (loss) from operations excluding "special items"
Adjusted income (loss) from operations excluding "special items" per diluted share
\$ (79) \$ (46) \$

| - | - | $(1)$ |
| ---: | ---: | ---: |
| 70 | $(4)$ | $(19)$ |
| 2 | 1 | - |
|  | $(3)$ | $(20)$ |
| 28 | $(1)$ | $(8)$ |
| 44 | $(2)$ | $(12)$ |

$\xlongequal{\$ \quad(35)} \xlongequal{\$ \quad(48)} \xlongequal{\$ \quad(28)}$
$\xlongequal{\$(0.34)} \xlongequal{\$(0.47)} \xlongequal{\$(0.26)}$

## U.S. Housing Starts

Thousands


Source: US Census Dept - Single and multi-family housing starts

## OSB

Dollar amounts in millions

|  |  |  |  |  | CHANGE FROM |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 08 | Q1 08 |  | Q2 07 | Q1 08 | Q2 07 |  |  |
| Sales | $\$$ | 164 | $\$$ | 155 | $\$$ | 223 | $5 \%$ | $(27 \%)$ |
| Profit (loss) | a | $\$$ | $(35)$ | $\$$ | $(62)$ | $\$$ | $(45)$ | $44 \%$ |
| DDA | $\$$ | 13 | $\$$ | 14 | $\$$ | 17 |  | $23 \%$ |
| Volume |  |  |  |  |  |  | $(7 \%)$ | $(30 \%)$ |
| Price |  |  |  |  |  |  | $17 \%$ | $6 \%$ |

${ }^{\text {a }}$ Profit (loss) equals sales less cost of sales, depreciation, amortization and cost of timber harvested and selling and administration directly associated with the segment

## Siding

## Dollar amounts in millions

|  | Q2 08 |  | Q1 08 |  | Q2 07 |  | CHANGE FROM |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Q1 08 | Q2 07 |  |  |
| Sales | \$ | 124 |  |  | \$ | 107 | \$ | 131 | 16\% | (6\%) |
| Profit (loss) ${ }^{\text {a }}$ | \$ | 9 | \$ | 0 | \$ | 17 | 100\% | (49\%) |
| DDA | \$ | 6 | \$ | 6 | \$ | 5 |  |  |
| Volume |  |  |  |  |  |  |  |  |
| SmartSide |  |  |  |  |  |  | 35\% | (6\%) |
| Canexel |  |  |  |  |  |  | (32\%) | (18\%) |
| Price |  |  |  |  |  |  |  |  |
| SmartSide |  |  |  |  |  |  | 2\% | 1\% |
| Canexel |  |  |  |  |  |  | (6\%) | 4\% |

[^1]
## Engineered Wood Products

## Dollar amounts in millions


${ }^{\text {a }}$ Profit (loss) equals sales less cost of sales, depreciation, amortization and cost of timber harvested and selling and administration directly associated with the segment

## Balance Sheet and Other Statistics

Dollar amounts in millions, except per share amounts

|  | June 30, <br> 2008 |  | December 31, |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | $\$$ | 511 | $\$$ | 746 |
| Total cash and investments | $\$$ | 410 | $\$$ | 587 |
| Working capital | $\$$ | 109 | $\$$ | 340 |
| Net cash and investments | $\$$ | 125 | $\$$ | 341 |
| Capital expenditures YTD <br> (includes investments in JVs) | $\$$ |  |  |  |
| Book value per share | $\$$ | 15.98 | $\$$ | 17.65 |

See appendix for reconciliations

Appendix

## Appendix

## Dollar amounts in millions

| Calculation of "Working Capital" | June 30, 2008 |  | $\begin{gathered} \text { December 31, } \\ 2007 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Current assets | \$ | 855 | \$ | 1,076 |
| Current liabilities |  | (445) |  | (489) |
| Working capital | \$ | 410 | \$ | 587 |
| Calculation of "Net Cash and Investments" |  |  |  |  |
| Long-term debt | \$ | (498) | \$ | (486) |
| Short-term notes payable |  | (33) |  | (45) |
| Current portion of long term debt |  | (124) |  | (128) |
| Current portion of limited recourse notes payable |  | (20) |  | (74) |
| Notes receivable from assets sales |  | 253 |  | 253 |
| Current portion of notes receivable from assets sales |  | 20 |  | 74 |
| Total cash and investments |  | 511 |  | 746 |
| Net cash and investments | \$ | 109 | \$ | 340 |
| Calculation of "Total Cash and Investments" |  |  |  |  |
| Cash and cash equivalents | \$ | 169 | \$ | 352 |
| Short-term investments |  | 163 |  | 180 |
| Restricted cash |  | 73 |  | 61 |
| Long-term investments |  | 106 |  | 153 |
| Total cash and investments | \$ | 511 | \$ | 746 |


[^0]:    These slides were prepared and should be read in conjunction with a webcast presentation and earnings release by LP's management on July 29, 2008 relating to LP's financial condition and results of operations as of and for the quarter ended June 30, 2008. LP does not intend to update these slides. Accordingly, you should not assume that the information contained in these slides will continue to be accurate as of any date after July 29, 2008.

[^1]:    ${ }^{\text {a }}$ Profit (loss) equals sales less cost of sales, depreciation, amortization and cost of timber harvested and selling and administration directly associated with the segment

