



Louisiana-Pacific Corporation

Q3 2017 Financial Results
November 6, 2017

These slides were prepared and should be read in conjunction with the earnings release by LP's management on November 6, 2017 relating to LP's financial condition and results of operations as of and for the quarter ended September 30, 2017. 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 November 6, 2017.

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.lpcorp.com under the Investor Relations Presentations section.



Financial Results

Dollar amounts in millions, except per share amounts

	<u>Q3 2017</u>	<u>Q2 2017</u>	<u>Q3 2016</u>	<u>YTD 2017</u>	<u>YTD 2016</u>
Net sales	\$ 718.3	\$ 694.1	\$ 596.4	\$2,023.3	\$1,683.4
Income from continuing operations	\$ 110.9	\$ 94.5	\$ 65.6	\$ 260.3	\$ 107.6
Net income	\$ 109.8	\$ 94.5	\$ 65.6	\$ 259.2	\$ 107.6
Diluted EPS from continuing operations	\$ 0.76	\$ 0.65	\$ 0.45	\$ 1.78	\$ 0.74
Diluted EPS	\$ 0.75	\$ 0.65	\$ 0.45	\$ 1.77	\$ 0.74
<u>Non-GAAP financial results</u>					
Adjusted operating income	\$ 158.7	\$ 131.8	\$ 77.2	\$ 367.1	\$ 160.4
Adjusted income from continuing operations	\$ 102.1	\$ 84.1	\$ 47.2	\$ 234.6	\$ 96.7
Adjusted diluted EPS from continuing operations	\$ 0.70	\$ 0.58	\$ 0.32	\$ 1.60	\$ 0.67
Adjusted EBITDA from continuing operations	\$ 192.2	\$ 163.5	\$ 110.9	\$ 467.8	\$ 261.6
Adjusted EBITDA Margin	26.8%	23.6%	18.6%	23.1%	15.5%
Average shares outstanding					
Diluted	146.5	146.2	145.4	146.3	145.2

Note: Refer to LP Form 8K filed on November 6, 2017 for the reconciliation of Adjusted income from continuing operations, EBITDA from continuing operations, Adjusted EBITDA from continuing operations and Adjusted EBITDA margin



Siding

Dollar amounts in millions

	<u>Q3 2017</u>	<u>Q2 2017</u>	<u>Q3 2016</u>	<u>YTD 2017</u>	<u>YTD 2016</u>
Sales	\$ 226.2	\$ 231.0	\$ 194.8	\$ 671.2	\$ 583.3
Operating income^a	\$ 52.8	\$ 48.5	\$ 35.2	\$ 141.5	\$ 103.9
Adjusted EBITDA^b	\$ 61.1	\$ 56.2	\$ 41.7	\$ 165.8	\$ 125.3
Adjusted EBITDA Margin	27.0%	24.3%	21.4%	24.7%	21.5%

Percentage Changes:

Sales	(2)%	16%	15%
Adjusted EBITDA	9%	47%	32%

Volume

Smart Side	(2)%	6%	8%
CanExel	(20)%	11%	12%

Price

Smart Side	1%	5%	4%
CanExel	13%	8%	2%

^a Operating income equals sales less cost of sales, depreciation and amortization and selling and administration directly associated with the segment.

^b Adjusted EBITDA from continuing operations



OSB

Dollar amounts in millions

	<u>Q3 2017</u>	<u>Q2 2017</u>	<u>Q3 2016</u>	<u>YTD 2017</u>	<u>YTD 2016</u>
Sales	\$ 350.9	\$ 325.0	\$ 282.1	\$ 944.3	\$ 751.9
Operating income^a	\$ 126.4	\$ 102.6	\$ 67.4	\$ 289.4	\$ 126.7
Adjusted EBITDA	\$ 141.8	\$ 117.7	\$ 83.0	\$ 334.8	\$ 172.0
Adjusted EBITDA Margin	40.4%	36.2%	29.4%	35.5%	22.9%
Percentage Changes:					
Sales		8%	24%		26%
Adjusted EBITDA		20%	71%		95%
<u>Volume</u>		(1)%	(3)%		(1)%
<u>Price</u>		9%	29%		27%

^a Operating income equals sales less cost of sales, depreciation and amortization and selling and administration directly associated with the segment.

^b Adjusted EBITDA from continuing operations



Engineered Wood Products

Dollar amounts in millions

	<u>Q3 2017</u>	<u>Q2 2017</u>	<u>Q3 2016</u>	<u>YTD 2017</u>	<u>YTD 2016</u>
Sales	\$ 98.1	\$ 94.2	\$ 80.7	\$ 274.4	\$ 230.5
Operating income (loss)^a	\$ 6.3	\$ 5.1	\$ —	\$ 12.0	\$ (2.0)
Adjusted EBITDA	\$ 10.4	\$ 8.9	\$ 4.0	\$ 23.8	\$ 8.7
Adjusted EBITDA Margin	10.6%	9.4%	5.0%	8.7%	3.8%
Percentage Changes:					
Sales		4%	22%		19%
Adjusted EBITDA		17%	160%		174%
<u>Volume</u>					
LVL / LSL		(1)%	12%		9%
I-Joist		(2)%	6%		9%
<u>Price</u>					
LVL / LSL		2%	6%		4%
I-Joist		6%	9%		4%

^a Operating income (loss) equals sales less cost of sales, depreciation and amortization and selling and administration directly associated with the segment.

^b Adjusted EBITDA from continuing operations



South America

Dollar amounts in millions

	<u>Q3 2017</u>	<u>Q2 2017</u>	<u>Q3 2016</u>	<u>YTD 2017</u>	<u>YTD 2016</u>
Sales	\$ 38.3	\$ 38.7	\$ 31.7	\$ 114.8	\$ 103.2
Operating income^a	\$ 5.8	\$ 5.5	\$ 3.3	\$ 16.4	\$ 15.3
Adjusted EBITDA	\$ 8.2	\$ 7.7	\$ 5.8	\$ 23.2	\$ 21.9
Adjusted EBITDA Margin	21.4%	19.9%	18.3%	20.2%	21.2%
Percentage Changes:					
Sales		(1)%	21%		11%
Adjusted EBITDA		6%	41%		6%
<u>Volume</u>					
Chile		(6)%	12%		3%
Brazil		(14)%	9%		12%
<u>Price</u>					
Chile		4%	3%		3%
Brazil		6%	7%		7%
<u>Local Currency price</u>					
Chile		1%	—%		(1)%
Brazil		5%	4%		(5)%

^a Operating income equals sales less cost of sales, depreciation and amortization and selling and administration directly associated with the segment.

^b Adjusted EBITDA from continuing operations



Balance Sheet and Other Statistics

Dollar amounts in millions, except per share amounts

	<u>September 30, 2017</u>	<u>December 31, 2016</u>
Total cash and investments	\$ 868.0	\$ 677.3
Working capital	\$ 1,045.0	\$ 787.7
Net cash (debt)	\$ 509.8	\$ 317.0
Capital expenditures	\$ 80.7	\$ 124.8

APPENDIX

Note: Refer to LP Form 8K filed on November 6, 2017 for the reconciliation of Adjusted income, EBITDA, Adjusted EBITDA and Adjusted EBITDA Margin.



Appendix

Dollar amounts in millions

	<u>September 30, 2017</u>	<u>December 31, 2016</u>
<u>Calculation of "Working Capital"</u>		
Current assets	\$ 1,290.8	\$ 1,016.5
Current liabilities	(245.8)	(228.8)
Working capital	<u>\$ 1,045.0</u>	<u>\$ 787.7</u>
<u>Calculation of "Net Cash (Debt)"</u>		
Long-term debt	\$ (353.0)	\$ (374.4)
Deferred debt costs	(4.7)	(5.3)
Current portion of long-term debt	(22.5)	(2.6)
Notes receivable from asset sales (current and long-term)*	22.0	22.0
Total cash and investments	<u>868.0</u>	<u>677.3</u>
Net cash and investments	<u>\$ 509.8</u>	<u>\$ 317.0</u>
<u>Calculation of "Total Cash and Investments"</u>		
Cash and cash equivalents	\$ 848.7	\$ 659.3
Restricted cash	13.2	13.2
Long-term investments	6.1	4.8
Total cash and investments	<u>\$ 868.0</u>	<u>\$ 677.3</u>

* Portion of the notes receivable which equates to the limited recourse notes payable