



**BUILDING
SOLUTIONS**

Q3 2024 Earnings Presentation

November 5, 2024

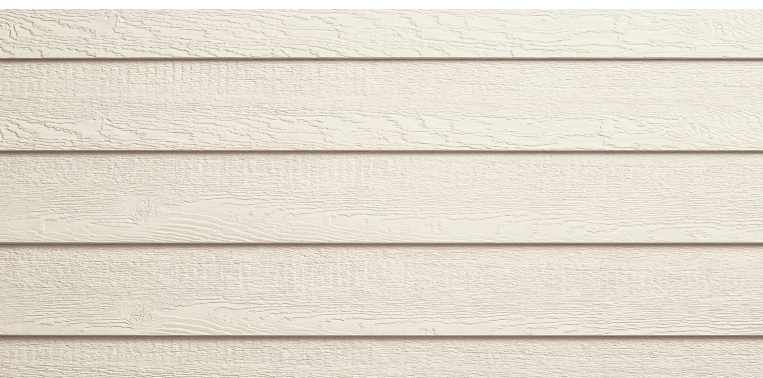
FORWARD-LOOKING STATEMENTS

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. These statements are based upon the beliefs and assumptions of, and on information available to, our management; assumptions upon which such forward-looking statements are based are also forward-looking statements. The following statements are or may constitute forward-looking statements: (1) statements preceded by, followed by or that include words like "may," "will," "could," "should," "believe," "expect," "anticipate," "intend," "plan," "estimate," "project," "target," "potential," "continue," "likely," or "future" or the negative or other variations thereof and (2) other statements regarding matters that are not historical facts, including without limitation, plans for product development, forecasts of future costs and expenditures, possible outcomes of legal proceedings, capacity expansion and other growth initiatives, the adequacy of reserves for loss contingencies, and any statements regarding the Company's financial outlook. Factors that could cause actual results to differ materially from those expressed or implied by the forward-looking statements include, but are not limited to, the following: changes in governmental fiscal and monetary policies, including tariffs and levels of employment; changes in general and global economic conditions, including impacts from global pandemics, rising inflation, supply chain disruptions, and new or ongoing military conflicts including the conflict between Russia and Ukraine and the conflict in Israel and the surrounding areas; the commodity nature of a segment of our products and the prices for those products, which are determined in significant part by external factors such as total industry capacity and wider industry cycles affecting supply and demand trends changes in the cost and availability of capital; changes in the cost and availability of financing for home mortgages; changes in the level of home construction and repair and remodel activity; changes in competitive conditions and prices for our products; changes in the relationship between supply of and demand for building products; changes in the financial or business conditions of third-party wholesale distributors and dealers of building products; changes in the relationship between the supply of and demand for raw materials, including wood fiber and resins, used in manufacturing our products; changes in the cost and availability of energy, primarily natural gas, electricity, and diesel fuel; changes in the cost and availability of transportation, including transportation services provided by third parties; our dependence on third-party vendors and suppliers for certain goods and services critical to our business; operational and financial impacts from manufacturing our products internationally; difficulties in the development, launch or production ramp-up of new products; our ability to attract and retain qualified executives, management and other key employees; the need to formulate and implement effective succession plans from time to time for key members of our management team; impacts from public health issues (including global pandemics) on the economy, demand for our products or our operations, including the actions and recommendations of governmental authorities to contain such public health issues; our ability to identify and successfully complete and integrate acquisitions, divestitures, joint ventures, capital investments and other corporate strategic transactions; unplanned interruptions to our manufacturing operations, such as explosions, fires, inclement weather, natural disasters, accidents, equipment failures, labor shortages or disruptions, transportation interruptions, supply interruptions, public health issues (including pandemics and quarantines), riots, civil insurrection or social unrest, looting, protests, strikes, and street demonstrations; changes in global or regional climate conditions, the impacts of climate change, and potential government policies adopted in response to such conditions; changes in other significant operating expenses; changes in currency values and exchange rates between the U.S. dollar and other currencies, particularly the Canadian dollar, Brazilian real, Chilean peso, and Argentine peso; changes in, and compliance with, general and industry-specific laws and regulations, including environmental and health and safety laws and regulations, the U.S. Foreign Corrupt Practices Act and anti-bribery laws, laws related to our international business operations, and changes in building codes and standards; changes in tax laws and interpretations thereof; changes in circumstances giving rise to environmental liabilities or expenditures; warranty costs exceeding our warranty reserves; challenges to or exploitation of our intellectual property or other proprietary information by our competitors or other third parties; the resolution of existing and future product-related litigation, environmental proceedings and remediation efforts, and other legal or environmental proceedings or matters; the effect of covenants and events of default contained in our debt instruments; the amount and timing of any repurchases of our common stock and the payment of dividends on our common stock, which will depend on market and business conditions and other considerations; cybersecurity events affecting our information technology systems or those of our third-party providers and the related costs and impact of any disruption on our business; and acts of public authorities, war, political or civil unrest, natural disasters, fire, floods, earthquakes, inclement weather, and other matters beyond our control.

For additional information about factors that could cause actual results, events, and circumstances to differ materially from those described in the forward-looking statements, please refer to LP's filings with the Securities and Exchange Commission (SEC). We urge you to consider all of the risks, uncertainties, and factors identified above or discussed in such reports carefully in evaluating the forward-looking statements in this news release. We cannot assure you that the results reflected in or implied by any forward-looking statement will be realized or even if substantially realized, that those results will have the forecasted or expected consequences and effects for or on our operations or financial performance. The forward-looking statements made today are as of the date of this news release. Except as required by law, LP undertakes no obligation to update any such forward-looking statements to reflect new information, subsequent events, or circumstances.

STATEMENT RELATING TO THE USE OF NON-GAAP FINANCIAL MEASURES

During the course of this presentation, certain non-GAAP financial measures will be presented. Non-GAAP financial measures should be considered only as a supplement to, and not as superior to, financial measures prepared in accordance with GAAP. Please refer to the earnings release filed as an exhibit to LP's Current Report on Form 8-K filed with the Securities and Exchange Commission on November 5, 2024, and the Appendix of this presentation for a reconciliation of non-GAAP financial measures. It should be noted that other companies may present similarly titled measures differently, and therefore, such measures as presented by LP may not be comparable to similarly-titled measures reported by other companies.



HIGHLIGHTS

OTHER HIGHLIGHTS

New Siding Records

- SmartSide® and ExpertFinish® net sales
- EBITDA of \$123M

Siding EBITDA Margin² 29%

Capital Allocation

- \$73M of share repurchases
- 70M shares outstanding as of November 1, 2024
- \$896M in total liquidity

Operational Excellence

- Outstanding safety: TIR 0.5
- Siding OEE: 77% (flat YoY)
- OSB OEE: 78% (+4ppts YoY)

Q3 2024 FINANCIAL RESULTS

\$722M

Net Sales
(1)%

\$153M

Adjusted EBITDA¹
(20)%

\$184M

Operating Cash Flow
\$(3)M

\$1.22

Adjusted EPS¹
\$(0.40)

22%

Siding Growth

\$(88)M

OSB Price Impact

\$91M

Return to Shareholders

\$44M

Capital Expenditures

¹ This is a non-GAAP financial measure. See “Statement Relating to the Use of Non-GAAP Financial Measures” and “Reconciliation of Net Income to Non-GAAP Adjusted EBITDA” and “Reconciliation of Net Income to Non-GAAP Adjusted Income and Adjusted Diluted EPS.”

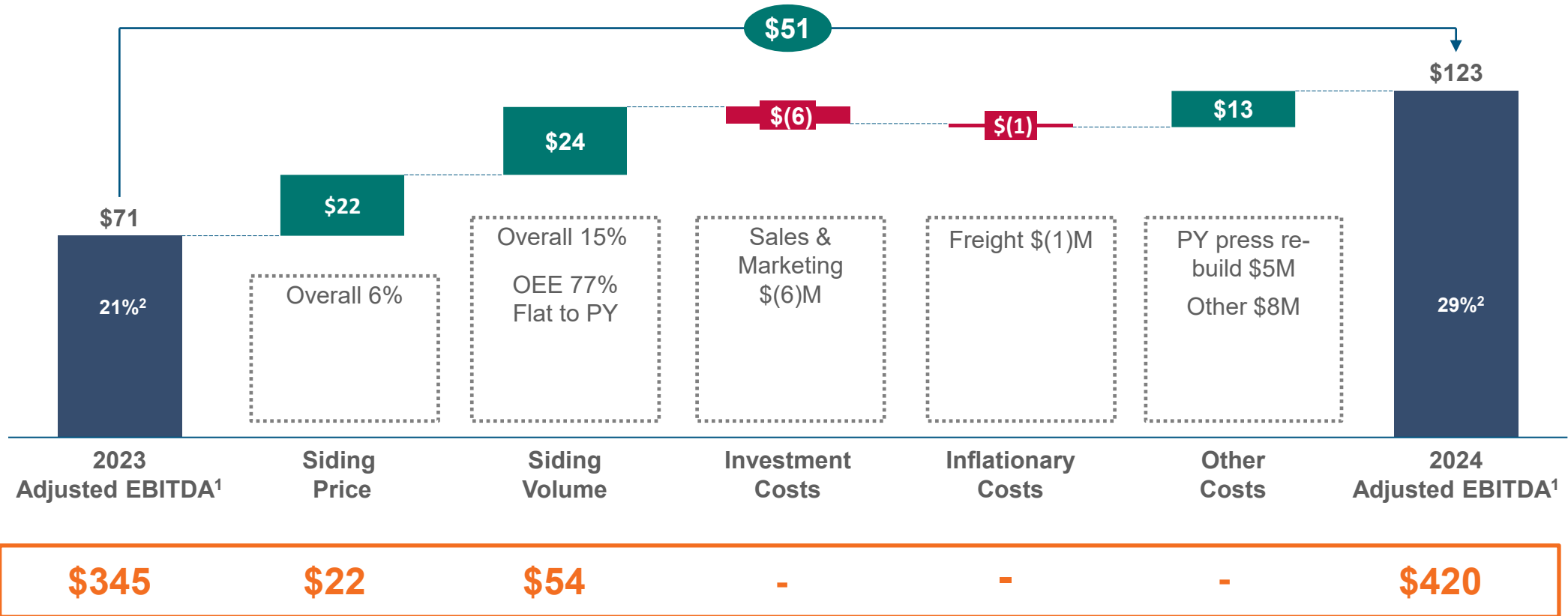
² This is a non-GAAP financial measure and is calculated as Adjusted EBITDA¹ divided by net sales.



FINANCIAL RESULTS

SIDING – Q3 2024 VS. Q3 2023

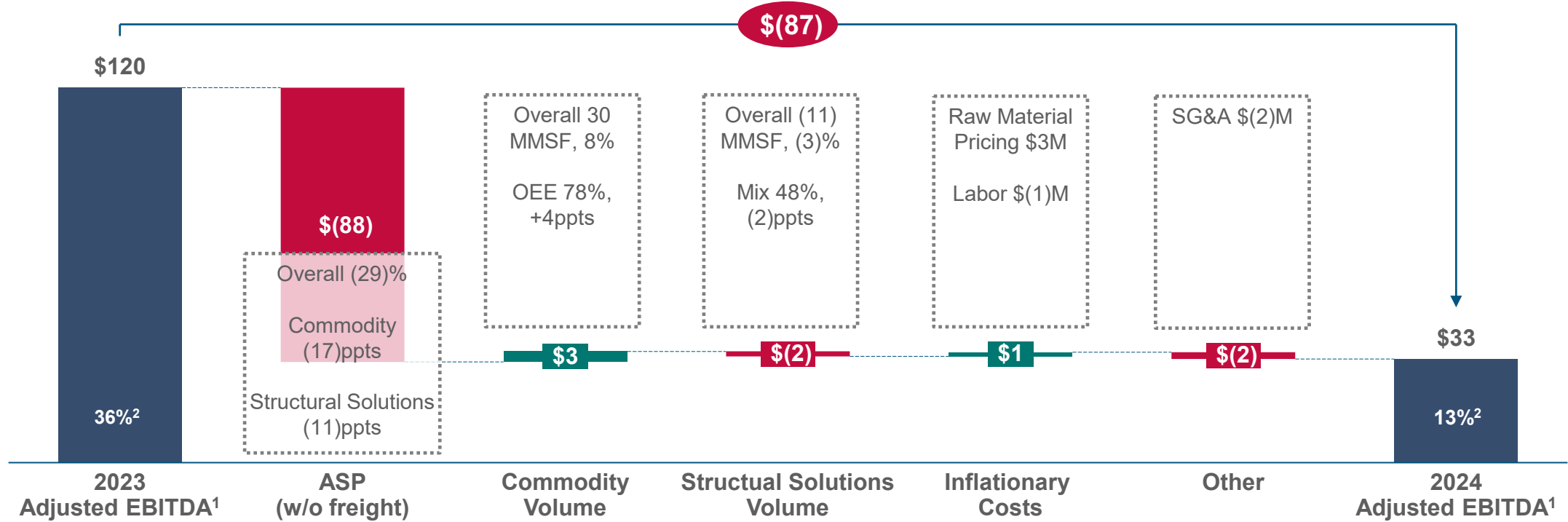
(\$ in millions)



1 This is a non-GAAP financial measure. See "Statement Relating to the Use of Non-GAAP Financial Measures" and "Reconciliation of Net Income to Non-GAAP Adjusted EBITDA."
 2 This is a non-GAAP financial measure and is calculated as Adjusted EBITDA¹ divided by net sales.

OSB – Q3 2024 VS. Q3 2023

(\$ in millions)



Net Sales	2023	ASP (w/o freight)	Commodity Volume	Structural Solutions Volume	Inflationary Costs	Other	2024
	\$335	\$(88)	\$8	\$(4)	-	\$2	\$253

1 This is a non-GAAP financial measure. See "Statement Relating to the Use of Non-GAAP Financial Measures" and "Reconciliation of Net Income to Non-GAAP Adjusted EBITDA."
 2 This is a non-GAAP financial measure and is calculated as Adjusted EBITDA¹ divided by net sales.

CASH FLOW

(\$ in millions)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Beginning cash	\$ 317	\$ 71	\$ 222	\$ 383
Adjusted EBITDA ¹	153	190	564	349
Change in working capital	44	—	17	(134)
Interest (net)	(1)	(3)	3	(4)
Cash taxes (net)	(11)	(4)	(80)	(49)
Other operating	(1)	4	(3)	(5)
Operating cash flow	184	187	500	157
Capital expenditures	(44)	(49)	(121)	(236)
Repurchase of common stock	(73)	—	(188)	—
Payment of cash dividends	(18)	(17)	(56)	(52)
Acquisition of facility assets	—	—	—	(80)
Proceeds from sales of assets	—	8	—	9
Investment in affiliates	(17)	—	(17)	—
Borrowing of debt, net	—	(30)	—	—
Other investing and financing	(2)	(9)	5	(20)
Net change in cash	29	90	124	(223)
Ending cash	\$ 346	\$ 160	\$ 346	\$ 160

2024 GUIDANCE AND SENSITIVITIES

Siding Growth and Margin	4th Quarter	Full Year
Siding Revenue	~\$365M (+9-10% growth)	~\$1.55B (~17% growth)
Siding Adjusted EBITDA ¹	\$70-80M (~21% margin ³)	\$390-400M (~25% margin ³)
OSB Guidance		
OSB Adjusted EBITDA ^{1,2}	\$15-25M	\$265-275M
Total LP Adjusted EBITDA ^{1,2}	\$85-105M	\$655-675M

Adjusted EBITDA ¹ Sensitivities	Change	Annual Adjusted EBITDA ¹ Impact
Siding Volume	+/- 10 MMSF	+/- \$4M
OSB Volume	+/- 10 MMSF	+/- \$2M
OSB Price	+/- 10 \$/MSF	+/- \$34M

Capital Expenditures	Full Year
Growth	\$55-60M
Sustaining Maintenance	\$140-145M
Total	\$195-205M

(1) This is a non-GAAP financial measure. Reconciliation of Siding Adjusted EBITDA, OSB Adjusted EBITDA, and Consolidated Adjusted EBITDA guidance to the closest corresponding GAAP measure on a forward-looking basis is not available without unreasonable efforts. Our inability to reconcile these measures results from the inherent difficulty in forecasting generally and quantifying certain projected amounts that are necessary for such reconciliation. In particular, sufficient information is not available to calculate certain adjustments required for such reconciliation, such as business exit charges, product-line discontinuance charges, other operating credits and charges and credits, net, loss on early debt extinguishment, investment income, and other non-operating items, that would be required to be included in the comparable forecasted U.S. GAAP measures. The Company expects that these adjustments may potentially have a significant impact on future GAAP financial results.

(2) The fourth quarter and full year OSB EBITDA are based on the assumption that OSB prices published by Random Lengths remain unchanged from those published on November 1, 2024 (this is an assumption for modeling purposes and not a price forecast). For purposes of calculating the fourth quarter of 2024 and full year 2024 consolidated Adjusted EBITDA, LPSA Adjusted EBITDA fully offsets Corporate and Other Adjusted EBITDA.

(3) This is a non-GAAP financial measure and is calculated as Adjusted EBITDA¹ divided by net sales.



APPENDIX

FINANCIAL PERFORMANCE

(\$ in millions, except per share amounts)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net sales	\$ 722	\$ 728	\$ 2,261	\$ 1,923
Cost of sales	(530)	(514)	(1,591)	(1,489)
Gross profit	193	214	669	434
Selling, general, and administrative expenses	(75)	(58)	(215)	(191)
Impairments	—	(1)	—	(25)
Other charges and credits	(1)	6	2	(20)
Income from operations	116	161	455	198
Non-operating expense	(3)	(1)	7	(16)
Provision for taxes	(23)	(44)	(117)	(66)
Equity in unconsolidated affiliate	—	1	12	3
Net income	\$ 90	\$ 118	\$ 358	\$ 119
Noncontrolling interest	—	—	—	—
Net income attributed to LP	\$ 90	\$ 118	\$ 358	\$ 119
Net income attributed to LP per share - diluted	\$ 1.28	\$ 1.63	\$ 5.00	\$ 1.65
Average shares outstanding - diluted	71	72	72	72

RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED EBITDA

(\$ in millions)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net income	\$ 90	\$ 118	\$ 358	\$ 119
Add (deduct):				
Net income attributed to non-controlling interest	—	—	—	—
Income attributed to LP	90	118	358	119
Provision for income taxes	23	44	117	66
Depreciation and amortization	31	30	93	87
Stock-based compensation expense	4	2	15	9
Other operating credits and charges, net	1	(7)	2	16
Business exit credits and charges	—	1	(14)	35
Interest expense	4	4	12	9
Investment income	(6)	(4)	(17)	(10)
Pension settlement charges	—	—	—	6
Other non-operating items	4	—	(2)	11
Adjusted EBITDA	\$ 153	\$ 190	\$ 564	\$ 349

RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED INCOME AND ADJUSTED DILUTED EPS

(\$ in millions, except per share amounts)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net income per share - diluted	\$ 1.28	\$ 1.63	\$ 5.00	\$ 1.65
Net income	\$ 90	\$ 118	\$ 358	\$ 119
Add (deduct):				
Net income attributed to non-controlling interest	—	—	—	—
Income attributed to LP	90	118	358	119
Loss on impairment attributed to LP	—	1	—	1
Other operating credits and charges, net	1	(7)	2	16
Business exit credits and charges	—	1	(14)	35
Pension settlement charges	—	—	—	6
Reported tax provision	23	44	117	66
Adjusted income before tax	115	157	463	242
Normalized tax provision at 25%	(29)	(39)	(116)	(61)
Adjusted Income	\$ 86	\$ 117	\$ 347	\$ 182
Diluted share outstanding	71	72	72	72
Adjusted Diluted EPS	\$ 1.22	\$ 1.62	\$ 4.84	\$ 2.51

NET SALES AND ADJUSTED EBITDA BY SEGMENT

(\$ in millions)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Sales				
Siding	\$ 420	\$ 345	\$ 1,196	\$ 996
OSB	253	335	917	754
South America	47	45	140	153
Other	2	4	7	21
	\$ 722	\$ 728	\$ 2,261	\$ 1,923
Segment Adjusted EBITDA				
Siding	\$ 123	\$ 71	\$ 318	\$ 198
OSB	33	120	249	161
South America	9	6	29	31
Other	(3)	—	(6)	(15)
Unallocated	(9)	(7)	(26)	(26)
	\$ 153	\$ 190	\$ 564	\$ 349