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BUILDING PRODUCTS



Louisiana-Pacific Corporation

Q1 2012 Financial Results
May 7, 2012

These slides were prepared and should be read in conjunction with the earnings release by LP's management on May 7, 2012 relating to LP's financial condition and results of operations as of and for the quarter ended March 31, 2012. 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 May 7, 2012.

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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 – Quarterly

Dollar amounts in millions, except per share amounts

	<u>Q1 12</u>	<u>Q4 11</u>	<u>Q1 11</u>
Net sales	\$ 361.5	\$ 312.2	\$ 331.7
Loss from continuing operations	\$ (2.1)	\$ (25.7)	\$ (18.2)
Income (loss) from discontinued operations	\$ (0.1)	\$ (0.4)	\$ -
Net loss attributed to LP	\$ (11.3)	\$ (57.3)	\$ (23.0)
Diluted EPS from continuing operations	\$ (0.08)	\$ (0.42)	\$ (0.18)
Diluted EPS	\$ (0.08)	\$ (0.42)	\$ (0.18)
<u>Non - GAAP financial results</u>			
Adjusted operating income (loss)	\$ (2.2)	\$ (24.8)	\$ (13.5)
Adjusted loss from continuing operations	\$ (8.8)	\$ (25.1)	\$ (16.2)
Adjusted diluted EPS from continuing operations	\$ (0.06)	\$ (0.19)	\$ (0.12)
Adjusted EBITDA from continuing operations	\$ 20.8	\$ (12.0)	\$ 13.2
Average shares outstanding - basic & diluted	136.6	136.3	131.3

Note: Refer to LP Form 8K filed on May 7, 2012 for the reconciliation of Adjusted operating loss from continuing operations, EBITDA from continuing operations and Adjusted EBITDA from continuing operations



OSB

Dollar amounts in millions

	<u>Q1 12</u>	<u>Q4 11</u>	<u>Q1 11</u>
Sales	\$ 149.0	\$ 130.6	\$ 132.1
Profit (loss) ^a	\$ (0.3)	\$ (15.5)	\$ (9.1)
Adjusted EBITDA ^b	\$ 10.6	\$ (4.8)	\$ 2.3
Percentage Changes:			
Sales		14%	13%
Adjusted EBITDA		323%	361%
<u>Volume</u>		(2%)	4%
<u>Price</u>		15%	6%

^a Profit (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

Siding

Dollar amounts in millions

	<u>Q1 12</u>	<u>Q4 11</u>	<u>Q1 11</u>
Sales	\$ 113.1	\$ 93.0	\$ 106.2
Profit (loss) ^a	\$ 16.8	\$ 6.1	\$ 12.7
Adjusted EBITDA ^b	\$ 21.1	\$ 9.5	\$ 17.1

Percentage Changes:

Sales	22%	6%
Adjusted EBITDA	122%	23%

Volume

Smart Side	17%	9%
Canexel	90%	(6%)

Price

Smart Side	(1%)	2%
Canexel	6%	(5%)

^a Profit (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



Engineered Wood Products

Dollar amounts in millions

	<u>Q1 12</u>	<u>Q4 11</u>	<u>Q1 11</u>
Sales	\$ 48.6	\$ 46.4	\$ 48.3
Profit (loss) ^a	\$ (2.8)	\$ (3.6)	\$ (5.5)
Adjusted EBITDA ^b	\$ 0.3	\$ (0.9)	\$ (1.1)

Percentage Changes:

Sales	5%	1%
Adjusted EBITDA	133%	127%

Volume

LVL / LSL	15%	14%
I-Joist	(9%)	2%

Price

LVL / LSL	(1%)	(1%)
I-Joist	(1%)	3%

^a Profit (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>Q1 12</u>	<u>Q4 11</u>	<u>Q1 11</u>
Sales	\$ 42.4	\$ 33.8	\$ 35.3
Profit (loss) ^a	\$ 3.1	\$ 1.6	\$ 3.6
Adjusted EBITDA ^b	\$ 6.0	\$ 4.4	\$ 6.5
Percentage Changes:			
Sales		25%	20%
Adjusted EBITDA		36%	(8%)
<u>Volume</u>			
Chile		30%	14%
Brazil		(15%)	2%
<u>Price</u>			
Chile		11%	10%
Brazil		(4%)	6%

^a Profit (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



Balance Sheet and Other Statistics

Dollar amounts in millions, except per share amounts

	March 31, <u>2012</u>	December 31, <u>2011</u>
Total cash and investments	\$ 293.5	\$ 353.6
Working capital	\$ 516.8	\$ 517.3
Net cash (debt)	\$ 48.3	\$ 113.1
Capital expenditures YTD (excludes investments in JVs)	\$ 2.6	\$ 21.4
Book value per share	\$ 7.24	\$ 7.38

Appendix

Note: Refer to LP Form 8K filed on May 7, 2012 for the reconciliation of Adjusted income (loss) from continuing operations, EBITDA from continuing operations and Adjusted EBITDA from continuing operations



Appendix

Dollar amounts in millions

	March 31, 2012	December 31, 2011
<u>Calculation of "Working Capital"</u>		
Current assets	\$ 678.2	\$ 656.8
Current liabilities	(161.4)	(139.5)
Working capital	<u>\$ 516.8</u>	<u>\$ 517.3</u>
 <u>Calculation of "Net Cash (Debt)"</u>		
Long-term debt	\$ (719.3)	\$ (715.9)
Current portion of long term debt and short term notes payable	(14.5)	(13.2)
Notes receivable from assets sales (current and long term)*	488.6	488.6
Total cash and investments	293.5	353.6
Net cash and investments	<u>\$ 48.3</u>	<u>\$ 113.1</u>
 <u>Calculation of "Total Cash and Investments"</u>		
Cash and cash equivalents	\$ 280.5	\$ 340.0
Restricted cash	12.0	12.9
Long-term investments	1.0	0.7
Total cash and investments	<u>\$ 293.5</u>	<u>\$ 353.6</u>

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