

## Louisiana-Pacific Corporation <br> Q3 2009 Financial Results <br> November 3, 2009

[^0]BUILD WITH US:

## 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

|  | Quarter Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September 30, } \\ 2009 \end{gathered}$ |  | June 30, 2009 |  | $\begin{gathered} \text { September 30, } \\ 2008 \end{gathered}$ |  |
| Net sales | \$ | 309 | \$ | 266 | \$ | 390 |
| Income (loss) from continuing operations | \$ | (13) | \$ | (27) | \$ | (100) |
| Net income (loss) | \$ | (13) | \$ | (29) | \$ | (111) |
| Diluted EPS from continuing operations | \$ | (0.12) | \$ | (0.26) | \$ | (0.98) |
| Diluted EPS | \$ | (0.12) | \$ | (0.28) | \$ | (1.08) |
| Adjusted EBITDA from continuing operations | \$ | 11 | \$ | (11) | \$ | (28) |
| Tax rate on continuing operations |  | 45\% |  | 37\% |  | 38\% |

## OSB

## Dollar amounts in millions

|  | Q3 09 |  | Q2 09 |  | Q3 08 |  | CHANGE FROM |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Q2 09 | Q3 08 |  |  |
| Sales | \$ | 123 |  |  | \$ | 98 | \$ | 183 |  |  |
| Profit (loss) ${ }^{\text {a }}$ | \$ | (6) | \$ | (19) | \$ | (28) |  |  |
| Adjusted EBITDA ${ }^{\text {b }}$ | \$ | 4 | \$ | (10) | \$ | (14) |  |  |
| Volume |  |  |  |  |  |  | 12\% | (26\%) |
| Price |  |  |  |  |  |  | 12\% | (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.
${ }^{\mathrm{b}}$ Adjusted EBITDA from continuing operations

## Siding

## Dollar amounts in millions

| Sales | Q3 09 |  | Q2 09 |  | Q3 08 |  | CHANGE FROM |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Q2 09 | Q3 08 |  |  |
|  | \$ | 111 |  |  | \$ | 103 | \$ | 117 |  |  |
| Profit (loss) ${ }^{\text {a }}$ | \$ | 16 | \$ | 7 | \$ | 5 |  |  |
| Adjusted EBITDA ${ }^{\text {b }}$ | \$ | 21 | \$ | 11 | \$ | 10 |  |  |
| Volume |  |  |  |  |  |  |  |  |
| SmartSide |  |  |  |  |  |  | 5\% | (1\%) |
| Canexel |  |  |  |  |  |  | (12\%) | (24\%) |
| Price |  |  |  |  |  |  |  |  |
| SmartSide |  |  |  |  |  |  | (2\%) | 2\% |
| Canexel |  |  |  |  |  |  | 13\% | 5\% |

[^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
${ }^{\text {b }}$ Adjusted EBITDA from continuing operations

## Balance Sheet and Other Statistics

Dollar amounts in millions, except per share amounts

|  | September 30, <br> 2009 | December 31, <br> 2008 |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Total cash and investments | $\$$ | 528 | $\$$ | 215 |
| Working capital | $\$$ | 434 | $\$$ | 337 |
| Net cash (debt) | $\$$ | 155 | $\$$ | $(35)$ |
| Capital expenditures YTD <br> (includes investments in JVs) | $\$$ | 5 | $\$$ | 161 |
| Book value per share | $\$$ | 10.40 | $\$$ | 11.45 |

## Pro Forma - 35\% 2017 Note Retirement

|  | September 30, 2009 |  | As Adjusted |  |
| :---: | :---: | :---: | :---: | :---: |
| Total cash and investments | \$ | 528 | \$ | 416 |
| Debt: |  |  |  |  |
| 13\% Senior Secured due 2017 | \$ | 272 | \$ | 177 |
| 8.875\% Senior Notes due 2010 |  | 60 |  | 60 |
| Limited recourse notes |  | 253 |  | 253 |
| Other |  | 40 |  | 40 |
| Total Debt |  | 625 |  | 530 |
| Total Debt, excluding non-recourse |  | 372 |  | 277 |
| Stockholders' equity |  |  |  |  |
| Common stock |  | 139 |  | 139 |
| Additional paid in capital |  | 563 |  | 563 |
| Retained earnings |  | 947 |  | 926 |
| Treasury Stock |  | (286) |  | (286) |
| Accumulated comprehensive loss |  | (57) |  | (54) |
| Total stockholders' equity |  | 1,306 |  | 1,288 |
| Toal capitalization | \$ | 1,931 | \$ | 1,818 |

## Appendix

Note: Refer to LP Form 8K filed on November 4, 2009 for the reconciliation of EBITDA from continuing operations and Adjusted EBITDA from continuing operations

## Appendix

## Dollar amounts in millions

|  | $\begin{gathered} \text { September 30, } \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2008 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Calculation of "Working Capital" |  |  |  |  |
| Current assets | \$ | 860 | \$ | 503 |
| Current liabilities |  | (426) |  | (166) |
| Working capital | \$ | 434 | \$ | 337 |
| Calculation of "Net Debt" |  |  |  |  |
| Long-term debt | \$ | (330) | \$ | (473) |
| Short-term notes payable |  | - |  | (2) |
| Current portion of long term debt |  | (163) |  | (8) |
| Current portion of limited recourse notes payable |  | (133) |  | (20) |
| Notes receivable from assets sales |  | 124 |  | 233 |
| Current portion of notes receivable from assets sales |  | 129 |  | 20 |
| Total cash and investments |  | 528 |  | 215 |
| Net cash and investments | \$ | 155 | \$ | (35) |
| Calculation of "Total Cash and Investments" |  |  |  |  |
| Cash and cash equivalents | \$ | 440 | \$ | 98 |
| Short-term investments |  | 6 |  | 21 |
| Restricted cash |  | 40 |  | 77 |
| Long-term investments |  | 42 |  | 19 |
| Total cash and investments | \$ | 528 | \$ | 215 |


[^0]:    These slides were prepared and should be read in conjunction the earnings release by LP's management on November 3, 2009 relating to LP's financial condition and results of operations as of and for the quarter ended September 30, 2009. 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 3, 2009.

[^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
    ${ }^{\text {b }}$ Adjusted EBITDA from continuing operations

