



Q3 2022 RESULTS

November 1, 2022

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. 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, which may be amplified by the invasion of Ukraine by Russia, the sanctions (including their duration), and other measures being imposed in response to this conflict, as well as any escalation or expansion of economic disruption or the conflict's current scope: impacts from public health issues (including global pandemics, such as the ongoing COVID-19 pandemic) on the economy, demand for our products or our operations, including the actions and recommendations of governmental authorities to contain such public health issues; changes in governmental fiscal and monetary policies, including tariffs, and levels of employment; changes in general economic conditions, including impacts from the ongoing COVID-19 pandemic; changes in the cost and availability of capital; 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; changes in the relationship between 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; impact of manufacturing our products internationally; difficulties in the launch or production ramp-up of newly introduced products; 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 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 and Chilean 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; challenge to or exploitation of our intellectual property or other proprietary information by others in the industry; changes in the funding requirements of our defined benefit pension plans; 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; and acts of public authorities, war, 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 1, 2022, 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 Key Points

EWP Sale Proceeds, net
\$202M

Ending Cash Balances
\$482M

Raw Material Price
Inflation YoY
\$(44)M or (21)%
(OSB & Siding)

Q3 2022 FINANCIAL RESULTS

\$852M

Net Sales
(16)%

\$200M

Adj.
EBITDA¹
(58)%

\$195M

Op. CF
\$(316)M

\$1.72

Adj. EPS¹
\$(1.80)

27%

Siding Solutions
Growth

\$(252)M

OSB Price
(41)%

\$341M

Return to
Shareholders

\$86M

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"

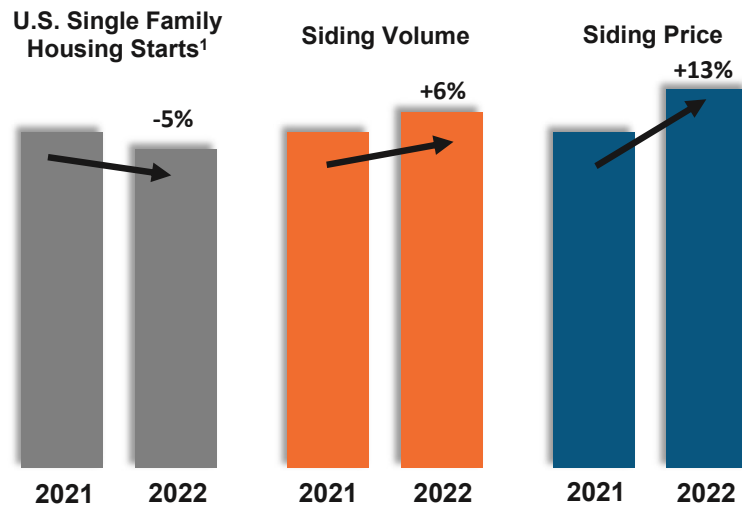


Q3 2022 HIGHLIGHTS

- Siding Solutions sales increased by 27%, setting new records for price and volume.
- Structural Solutions sales volume increased year-over-year by 10%.
- Paid \$325M to repurchase 5.6M shares.
- Closed on the sale of the Engineered Wood Products (EWP) segment on August 1, 2022.

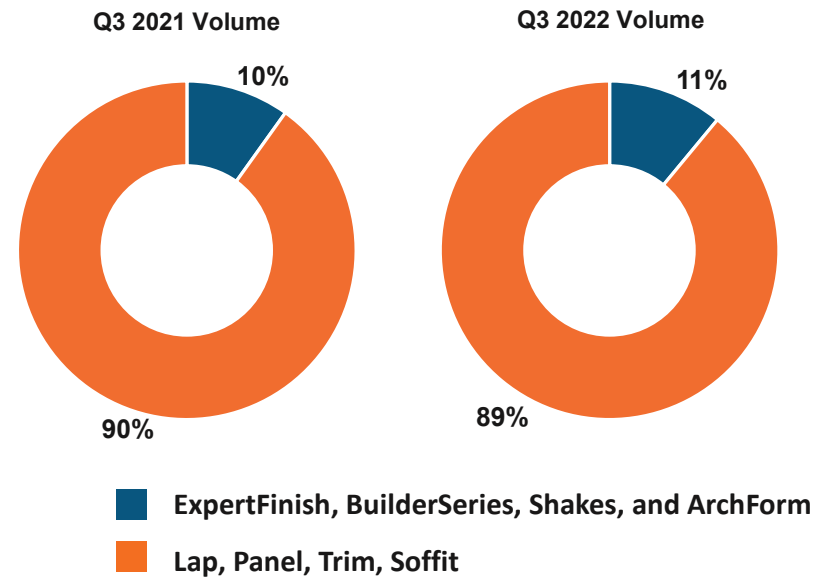
SIDING GROWTH AND INNOVATION

Growth (September TTM)



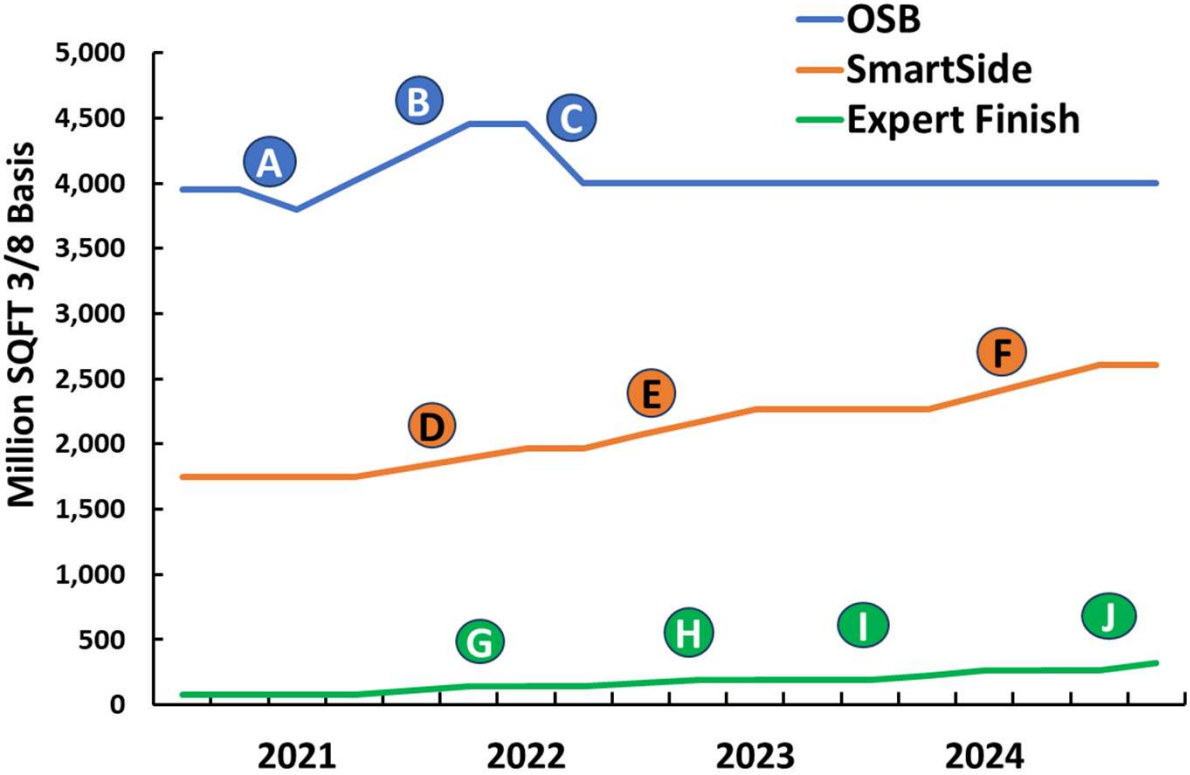
¹ Actual U.S. housing starts data from U.S. Census Bureau as reported on October 19, 2022

Q3 Innovation Mix



Total Revenue Growth = 27%
 Innovative Revenue Growth = 44%
 ExpertFinish Revenue Growth = 70%

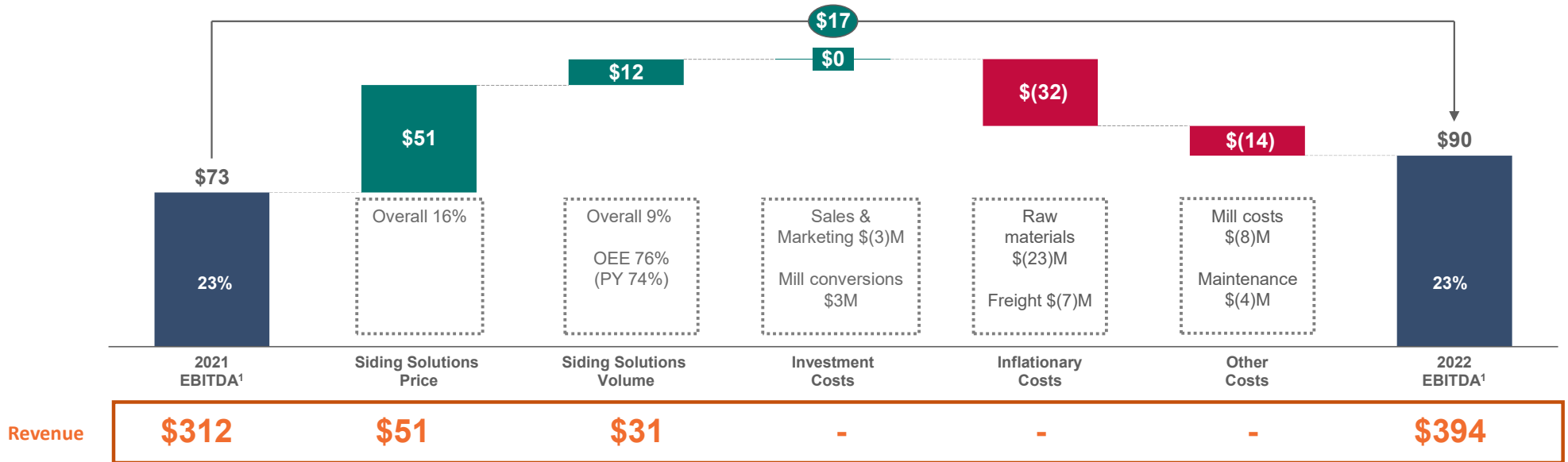
CAPACITY UPDATE



- A** Houlton OSB
- B** Peace Valley OSB
- C** Sagola OSB
- D** Houlton Siding
- E** Sagola Siding
- F** Houlton L2 Siding
- G** Roaring River
- H** Green Bay L2
- I** Bath, Green Bay L3
- J** Washington

SIDING – Q3 2022 VS. Q3 2021

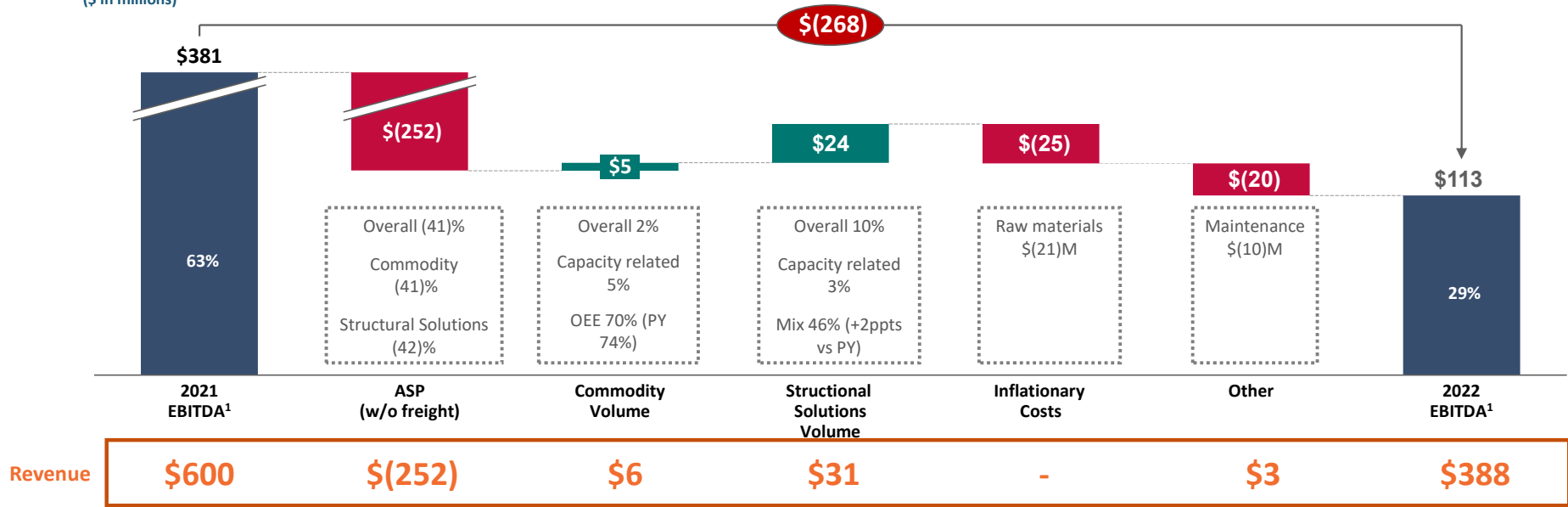
(\$ in millions)



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."

OSB – Q3 2022 VS. Q3 2021

(\$ 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."

Q3 2022 VS. Q3 2021 SUMMARY

(\$ in millions)

Q3 2021 vs Q3 2022	Revenue	EBITDA ⁽¹⁾
Q3 2021 Actual	\$ 1,018	\$ 480
OSB price, <i>excluding freight</i>	(252)	(252)
OSB commodity volume	18	12
Siding Solutions growth (<i>incl. sales and marketing</i>)	82	60
Structural Solutions growth	31	24
Converted OSB commodity volume	(12)	(7)
Inflationary Costs (RM's, freight, wages, & other mill costs)	-	(65)
LPSA	(12)	(17)
Everything else	(21)	(35)
Q3 2022 Actual	\$ 852	\$ 200
<i>Total change 2021 to 2022</i>	<i>\$(166)</i>	<i>\$(281)</i>

\$77M EBITDA benefit of strategic transformation (Siding Growth & Structural Solutions net of displaced commodity OSB) more than offset inflationary costs.

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."

CASH FLOW

(\$ in millions)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Beginning cash	\$ 516	\$ 603	\$ 371	\$ 535
Adjusted EBITDA ¹ from continuing operations	200	480	1,289	1,600
Adjusted EBITDA ¹ from discontinued operations	14	42	95	68
Adjusted EBITDA ¹ with discontinued operations	213	522	1,384	1,668
Change in working capital	38	84	(48)	(61)
Interest (net)	(7)	(7)	(14)	(16)
Cash taxes (net)	(71)	(84)	(242)	(305)
Other operating	22	(4)	23	(3)
Operating cash flow	195	511	1,103	1,283
Cap Ex	(86)	(68)	(282)	(133)
Share buybacks	(325)	(399)	(900)	(987)
Dividends	(16)	(17)	(53)	(50)
Business acquisitions & divestiture	206	—	265	2
Other investing and financing	(8)	(11)	(23)	(31)
Net change in cash	(34)	17	111	85
Ending cash	\$ 482	\$ 620	\$ 482	\$ 620

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 Income from discontinued operations to Non-GAAP Adjusted EBITDA from discontinued operations"

2022 CAPEX GUIDANCE

Full-Year Capital Investment	\$400M-\$420M
Siding Mill Conversions	\$190M-\$195M
Other Strategic Growth Capital	\$90M-\$95M
Sustaining Maintenance Capital	\$120M-\$130M

Q4 2022 REVENUE & ADJUSTED EBITDA⁽¹⁾

Siding Solutions Q4 YoY Revenue Growth	>30%
OSB Revenue Compared to Q3 2022 ⁽¹⁾	~30% Decrease
LP Consolidated Adjusted EBITDA ^(1, 2)	~\$100M

2022 FULL-YEAR REVENUE GROWTH

Siding Solutions 2022 FY Revenue Growth	~24%
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1 Predicated on the assumption that OSB prices published by Random Lengths remain unchanged from those published on October 28, 2022. This is not a price forecast, merely an assumption for modeling purposes.

2 This is a non-GAAP financial measure. With respect to Adjusted EBITDA for the first quarter of 2022, certain items that affect net income on a GAAP basis, such as product-line discontinuance charges, other operating credits and charges, net, loss on early debt extinguishment, investment income, pension settlement charges, and other non-operating items, cannot be reasonably predicted at this time, and LP is unable to quantify such amounts (some of which may be non-cash) that would be required to be included in the comparable forecasted GAAP measures without unreasonable effort. The amounts and timing of these items are uncertain and could be material to LP's results. As such, LP is unable to provide a reasonable estimate of GAAP net income or a corresponding reconciliation of Adjusted EBITDA to net income.

APPENDIX



FINANCIAL PERFORMANCE

(\$ in millions, except per share amounts)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Sales	\$ 852	\$ 1,018	\$ 3,149	\$ 3,080
Cost of sales	(620)	(513)	(1,778)	(1,423)
Gross profit	232	505	1,370	1,657
SG&A	(67)	(58)	(196)	(155)
Other charges and credits	7	2	17	5
Income from operations	172	448	1,191	1,507
Non-operating income (expense)	—	(6)	(12)	(24)
Provision for taxes	(44)	(111)	(284)	(350)
Equity in unconsolidated affiliate	1	1	4	3
Income from continuing operations	129	332	898	1,134
Income from discontinued operations, net of income taxes	97	33	196	47
Net Income	226	365	1,093	1,182
Noncontrolling interest	—	—	1	1
Net income attributed to LP	\$ 226	\$ 365	\$ 1,094	\$ 1,183
Net income per share - continuing operations	\$ 1.74	\$ 3.52	\$ 11.16	\$ 11.26
Net income per share - discontinued operations	\$ 1.31	\$ 0.35	\$ 2.43	\$ 0.47
Net income (loss) per share - diluted	\$ 3.05	\$ 3.87	\$ 13.59	\$ 11.73
Average Shares Outstanding - Diluted	74	94	80	101

RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED EBITDA

(\$ in millions)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Net income	\$ 226	\$ 365	\$ 1,093	\$ 1,182
Add (deduct):				
Net loss attributed to noncontrolling interest	—	—	1	1
Income from discontinued operations, net of income taxes	(97)	(33)	(196)	(47)
Income attributed to LP from continuing operations	129	332	898	1,135
Provision for income taxes	44	111	284	350
Depreciation and amortization	32	28	96	85
Stock-based compensation expense	2	5	15	10
Other operating credits and charges, net	(7)	(2)	(17)	(5)
Loss on early debt extinguishment	—	—	—	11
Interest expense	3	4	9	12
Investment income	(5)	—	(8)	(1)
Other non-operating items	(1)	2	7	2
Pension Settlement Charges	4	—	4	—
Adjusted EBITDA	\$ 200	\$ 480	\$ 1,289	\$ 1,600

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,	
	2022	2021	2022	2021
Net income	\$ 226	\$ 365	\$ 1,093	\$ 1,182
Add (deduct):				
Net loss attributed to noncontrolling interest	—	—	1	1
Loss from discontinued operations	(97)	(33)	(196)	(47)
Income attributed to LP	129	332	898	1,135
Other operating credits and charges, net	(7)	(2)	(17)	(5)
Loss on early debt extinguishment	—	—	—	11
Pension settlement charges	4	—	4	—
Reported tax provision	44	111	284	350
Adjusted income before tax	170	442	1,171	1,492
Normalized tax provision at 25%	(42)	(111)	(293)	(373)
Adjusted Income	\$ 127	\$ 331	\$ 878	\$ 1,119
Diluted share outstanding	74	94	80	101
Diluted net income from continuing operations attributed to LP per share	\$ 1.74	\$ 3.52	\$ 11.16	\$ 11.26
Adjusted Diluted EPS	\$ 1.72	\$ 3.52	\$ 10.91	\$ 11.08

REVENUE AND ADJUSTED EBITDA BY SEGMENT

(\$ in millions)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Sales				
Siding	\$ 394	\$ 312	\$ 1,083	\$ 889
OSB	388	600	1,805	1,917
South America	53	76	190	203
Other	17	30	72	73
Intersegment	(1)	(1)	(2)	(2)
	<u>\$ 852</u>	<u>\$ 1,018</u>	<u>\$ 3,149</u>	<u>\$ 3,080</u>
Adjusted EBITDA				
Siding	\$ 90	\$ 73	\$ 251	\$ 240
OSB	113	381	1,021	1,300
South America	14	37	65	91
Other	(7)	(3)	(19)	(11)
Unallocated	(11)	(8)	(29)	(22)
	<u>\$ 200</u>	<u>\$ 480</u>	<u>\$ 1,289</u>	<u>\$ 1,600</u>

RECONCILIATION OF INCOME FROM DISCONTINUED OPERATIONS TO NON-GAAP ADJUSTED EBITDA FROM DISCONTINUED OPERATIONS

(\$ in millions)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Income from discontinued operations	\$ 97	\$ 33	\$ 196	\$ 47
Provision for income taxes	33	11	53	16
Depreciation and amortization	2	2	3	4
Stock-based compensation expense	—	—	—	1
Gain on sale of discontinued operations ¹	(118)	—	(158)	—
Other non-operating items	—	(5)	—	1
Adjusted EBITDA from discontinued operations	\$ 14	\$ 42	\$ 95	\$ 68

¹The gain on sale in the three months ended September 30, 2022 is for the divestiture of the EWP segment assets which closed in August of 2022. The gain on sale in the nine months ended September 30, 2022 includes a \$39M gain from the sale of LP's 50% equity interest in a joint venture that produced I-Joists.