

## **Louisiana-Pacific Corporation**

Bank of America 2008 Credit Conference November 20, 2008



# **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.



# **Market Outlook – New Housing Demand**

#### Short-term

- Residential housing construction activity remains muted; unsold home inventory has increased (new and existing); new order rates and permits off from peak levels; pricing reductions in most markets
- Credit markets remain challenged
- Pessimism among builders

## Long-term

- Positive long term trends and demographics including: household formations, immigration, historically-low interest rates
- New housing starts sustainable at 1.85 1.95 million starts per year (2005-2014)\*

<sup>\*</sup> Source: The State of the Nation's Housing – 2007, *Joint Center for Housing Studies of Harvard University* 



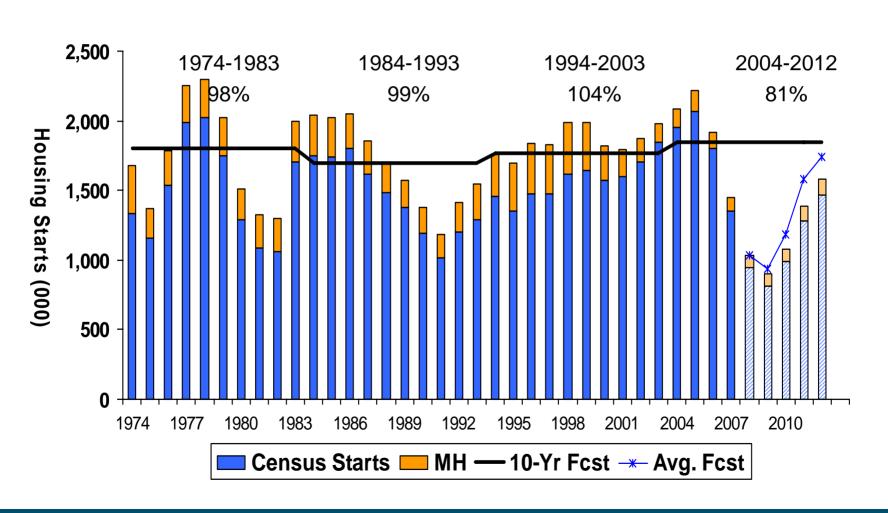
## **Market Outlook – Other Demand**

- Repair / remodel demand diminishing
  - Rising unemployment and reduction in consumer spending
  - Second mortgage activity to finance improvements hampered by lower home values and current credit market uncertainty
- Commercial and light industrial construction activity slowing
- Slowing economic activity may negatively impact demand
- LP has implemented an aggressive strategy to mitigate the current market environment
  - Includes indefinite curtailments of mills, reductions in capital expenditures and organizational "right-sizing"
  - These measures are anticipated to reduce cash burn by approximately \$230 million from 2008 vs. 2009



### **Market Outlook**

### **Total Housing Trend: Forecast vs. Actual**

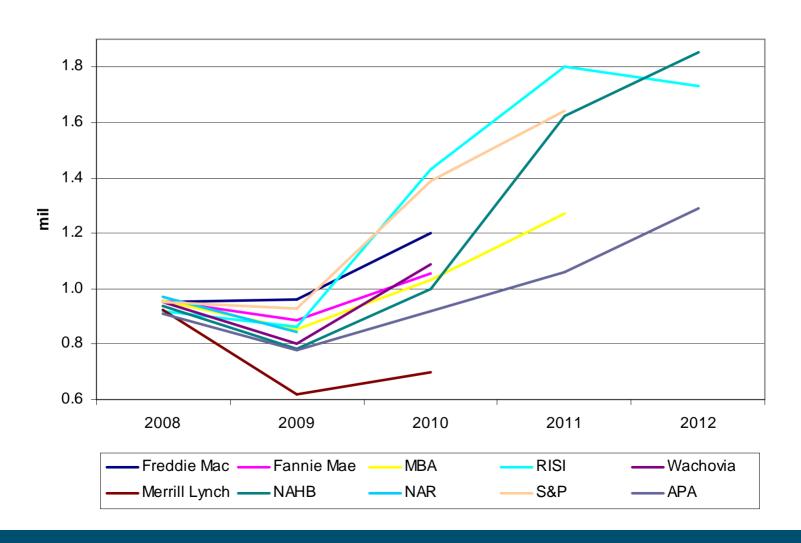




## **Home Building Demand - Forecast**

Housing Starts (single and multi-family)

#### **Housing Starts Forecast**





## LP's Businesses



- Commodity
- TechShield ® Radiant Barrier
- TopNotch ® Flooring
- Web stock, Rimboard

Engineered Wood Products

- Laminated Veneer Lumber
- I-Joist
- Laminated Strand Lumber



- SmartSide ® Trim
- Foundations
- Precision Series
- Architectural Collection
- Canexel



- Moulding
- Chile
- Other International
- U.S. GreenFiber



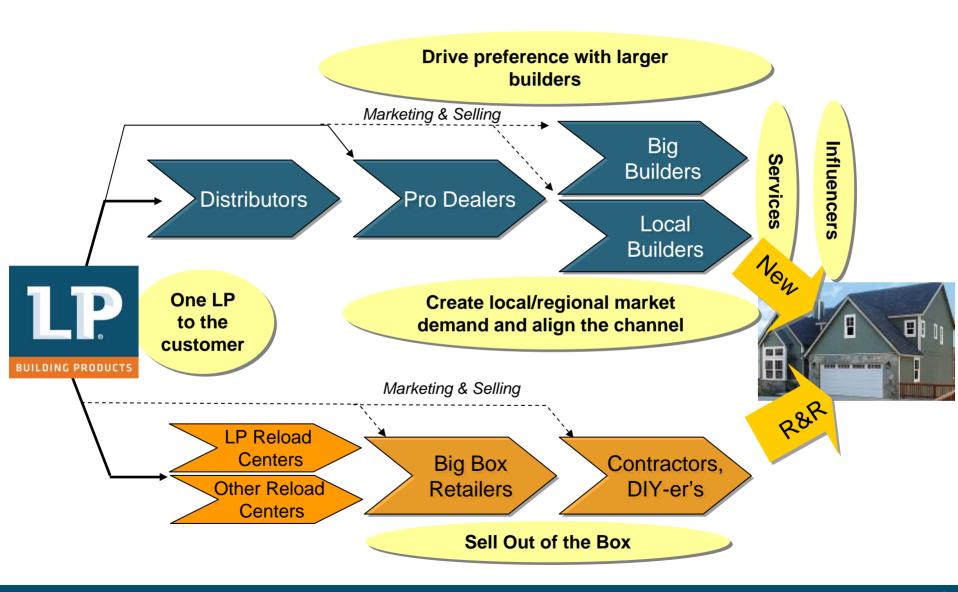
**LP Facilities and Offices** 



- For the three years ended Dec 31, 2007, LP has spent approximately \$746 million to augment and upgrade plants and facilities
  - As of Sept 30, 2008, net book value of PP&E was \$1.1 billion



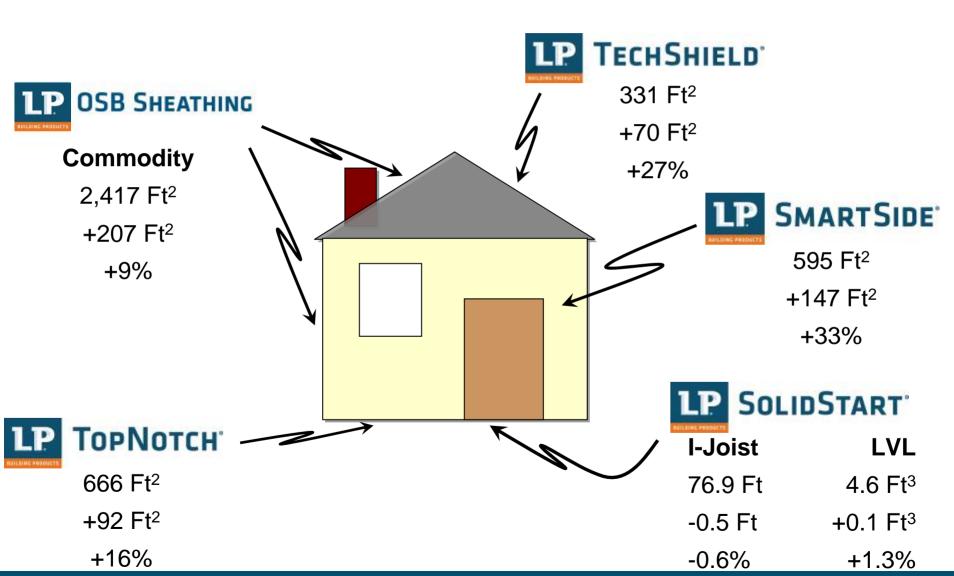
# Channel Strategy – Create a Strong Preference for LP





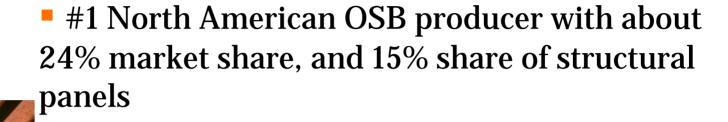
# **Q3 LP Volume per Housing Start**

Rolling 4-Quarters, excluding Big Box, A-Grade only, North America; YoY Change





# **Oriented Strand Board (OSB)**



- Broad commodity and value-added product line
- Best geographic coverage provides a lower delivered cost
- Ability to leverage assets to support SmartSide, EWP and International strategies

#### Mill capacities (NA):

- 12 LP mills 5.9 bsf
- Peace Valley JV 750 mmsf
- Total NA Capacity 6.6 bsf



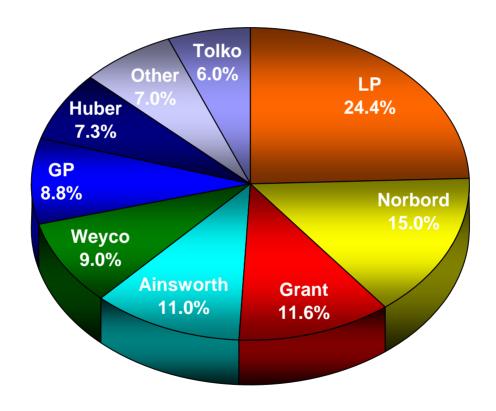
# LP OSB Manufacturing Sites in North America (Best Geographic Footprint of OSB in North America)





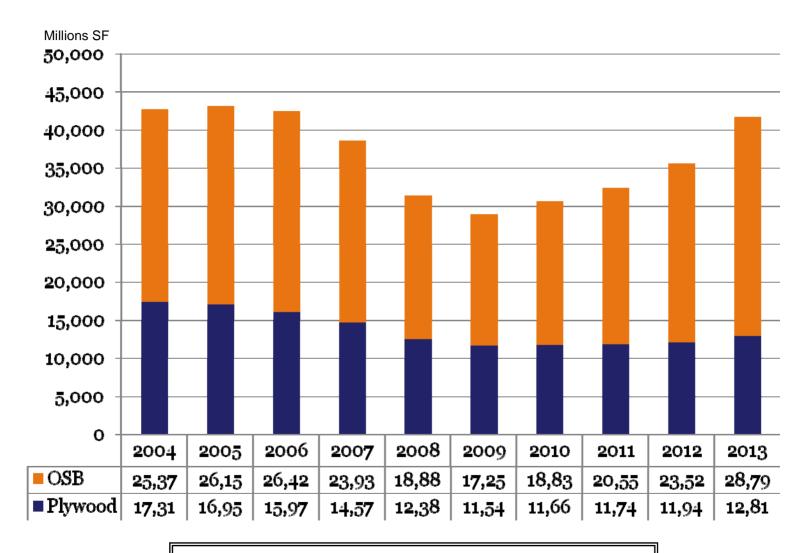
# **NA OSB Capacity Share - 2008**

#### **2008 OSB Market Share**





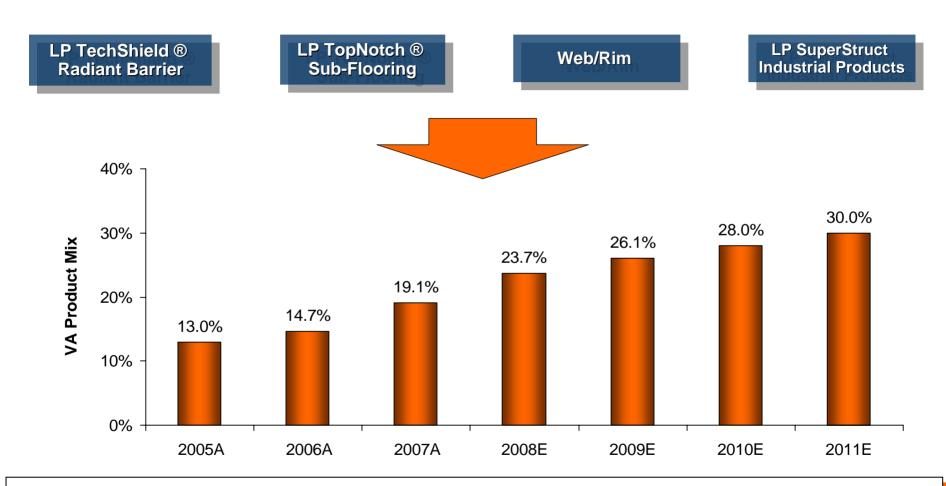
## N. American Structural Panel Demand



OSB Market Share moves from 58% to 69%



# Value Added OSB Strategy – Increase Mix of VA Products



VA Product Mix Has Doubled Since 2005 – Forecast to Continue to Grow

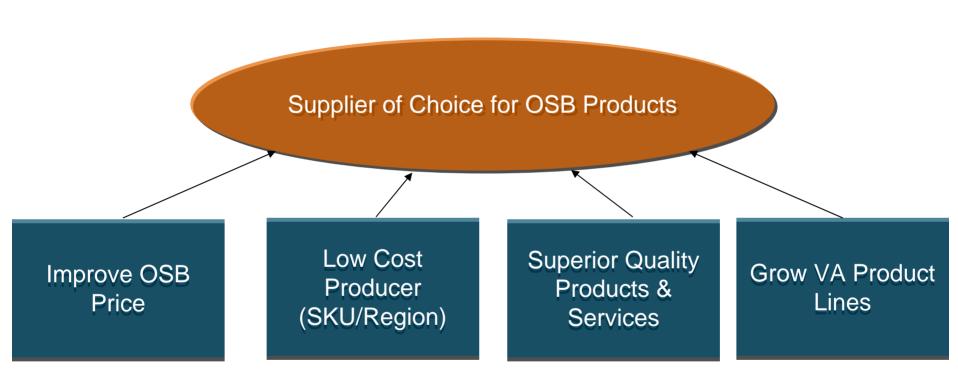


# **OSB Channel Dynamics**

- Big Boxes getting bigger piece of the pie
- Big Builders trying to enhance transparency and take costs out of supply chain
- Move toward national "programs" with national suppliers and dealers
- Channel looking to rationalize supplier base due to builder programs, fewer buyers, inventory strategy
- LP's offering and footprint compelling to strategic accounts
- Preference developed for LP products



# **OSB Strategy**





# **Engineered Wood Products**

- #1 position in solid-sawn I-joist
- #3 overall EWP position
- Laminated Strand Lumber (LSL) in start-up

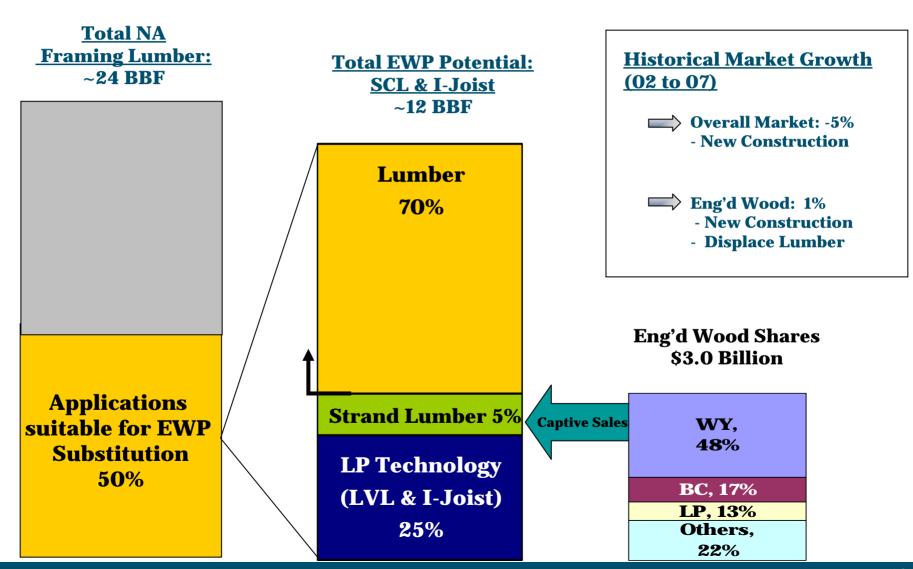


- LVL
  - 8.6 mmcf
  - 4.5 mmcf marketing agreement
- *I −Joist − 80 mmlf* 
  - 140 mmlf (Abitibi JV)
- *LSL* − 7 *mmcf*



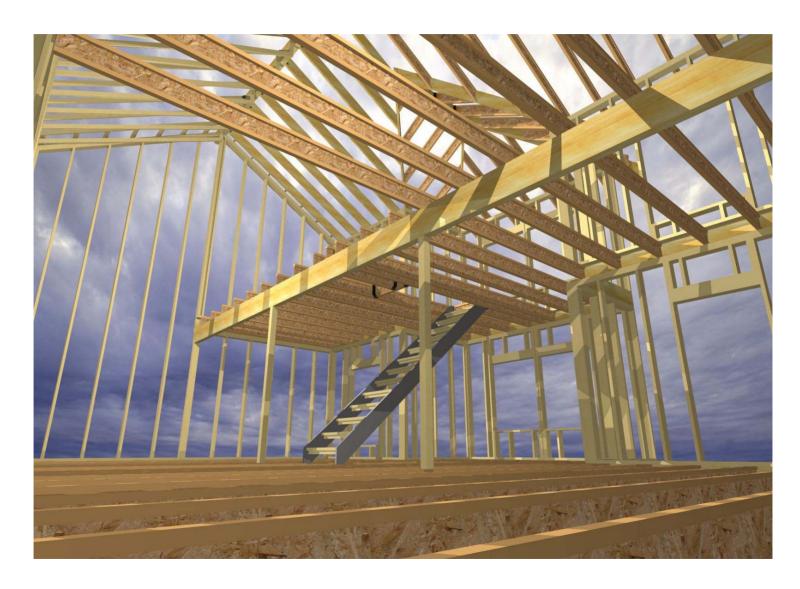


# **Significant Growth Potential for EWP**



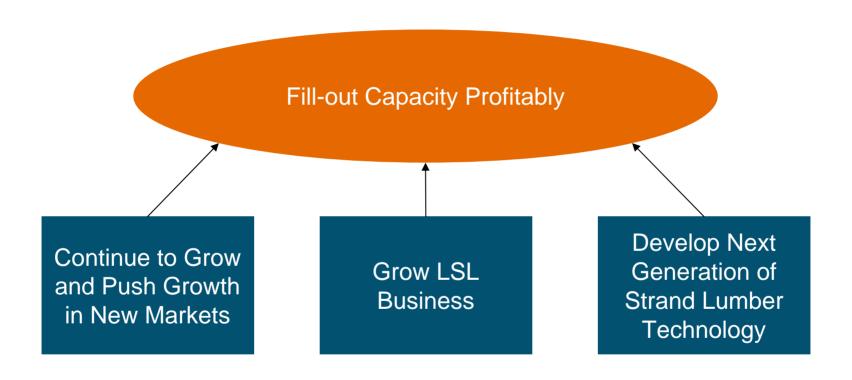


# The "LP EWP House"





# **Engineered Wood Products Strategy**



# LP Siding

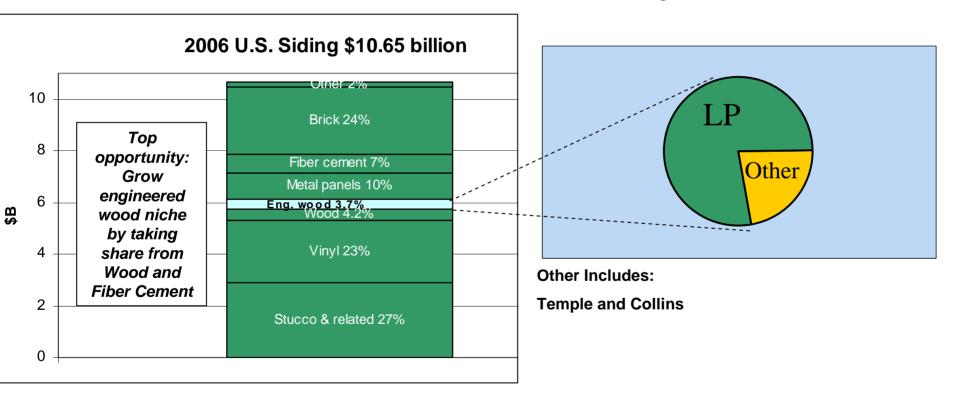


- SmartSide provides builders a complete portfolio of products
  - SmartSide Trim
  - Architectural Collection
  - Precision Series
  - Foundations
- Best warranty: 5/50 limited warranty
- Canexel pre-finished siding strong in Canada and export markets
- Mill capacities:
  - 6 mills 1.4 bsf



## LP's Market Share Allows for Growth





Note: market size includes non-residential applications, but not trim nor accessories



# **Overview of LP Siding Products**

- SmartSide treated sidings manufactured with either strand (OSB-based) or fine fiber (hardboard) technology.
- Canexel a high density hardboard prefinished siding.
- Secondary products are hardboard doorskins and both commodity and value-add OSB.

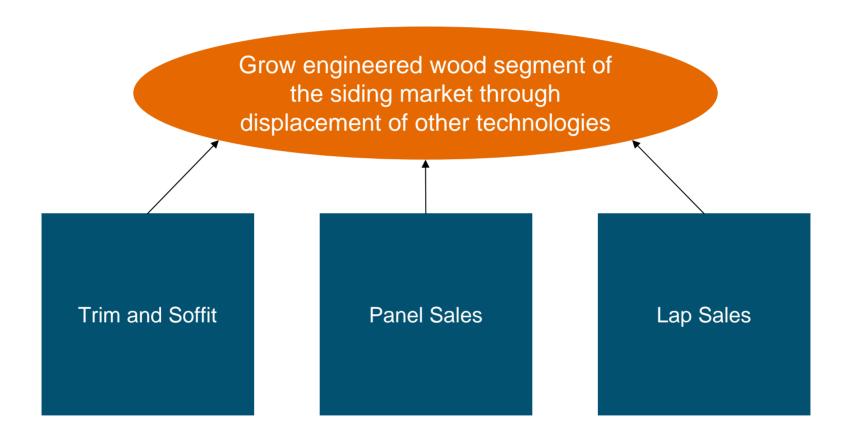


# **LP Siding – Competitive Landscape**

- Competitive pressures in lap market help justify LP's focus on sub markets of panel, trim and soffit
- LP's value proposition against commodity based trims and PVC trims remains unchanged despite some price movements
- LP's value proposition against plywood panels remains (primed, treated, warranted structural product) and appears to have more to do with shelf space at retail and regional acceptance of panel look



# **Siding Strategy**





# **Other Building Products**





- Chilean mills support local growth
- Controlling interest in Brazilian OSB mill
- Seeding other South American markets









Mill capacities:

Chile - 2 facilities - 280 mmsf

Brazil – 375 mmsf

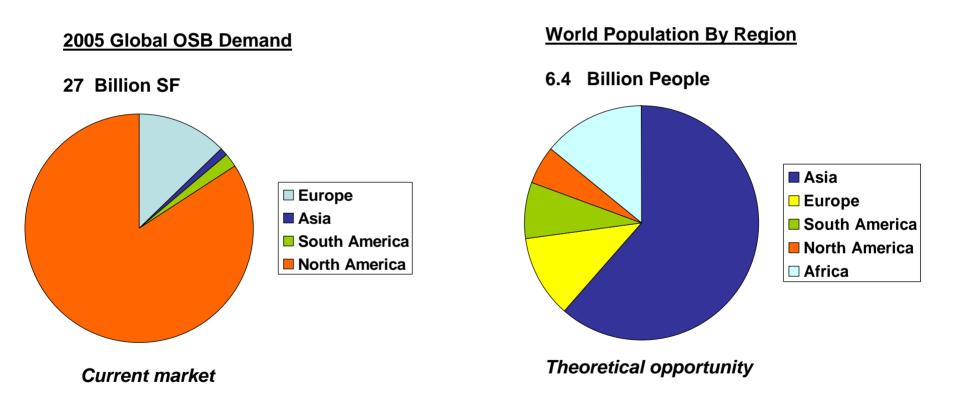
Moulding – 300 mmlf

U. S. Greenfiber – 11 facilities



# International – Situational Analysis

#### Global OSB = 27 billion SF; U.S. comprises 85 %



The opportunity for OSB is just emerging



# **LP – Summary Capital Structure**

Cash and cash equivalents Short-term investments Available Cash Long-term investments Restricted Cash Total Cash			Outstanding as of 30-Sep-2008 \$155 144 \$299 58 73 \$430
	Amount	Maturity	
Canada/US Demand Loan	100	Demand	27
Canada Revolver	10	Dec-2008	-
Canada 3-yr Term Loan	235	Dec-2008	125
US 5-yr Revolver	150	Sep-2009	-
Chilean Term Loan	40	Mar-2015	37
Total Bank Debt			\$189
IRBs		Sept-2009	8
8.875% Senior Notes		Aug-2010	200
Total Debt (excl. Limited Recourse Notes <sup>2</sup> )			\$396

Source: Company filings: 30-Sep-2008 10Q

<sup>1)</sup> Includes \$39.7mm in Auction Rate Securities that have a par value of \$151.8mm (incorporates \$112.1mm write-down)

<sup>2)</sup> Excludes \$273.3mm of limited recourse notes



# **Refinancing Strategy**

- LP has cash to satisfy near-term maturities
  - Looking at options to extend or refinance
- LP currently working with banks to examine strategies and alternatives to refinance longer-term obligations, including:
  - Revolving credit agreement matures in mid-2009
  - Bond maturity of \$200 million in August 2010
- Turmoil in the credit markets has made this process more challenging
- Legal restrictions preclude more detailed comments



# **Operational Change in Focus**

- Focus is on cash generation
- Future focused activities are being cutback or suspended
- Mill operations geared to cash
- Product pricing over volume
- Selling surplus and non-core assets



## **Recent Actions**

- Mill operating strategies
  - Indefinite closures of facilities three OSB mill indefinitely curtailed will be a net improvement of \$30 million
  - Capital expenditures for only critical maintenance projects hold to \$25 million in 2009 compared to \$170 million in 2008
  - Focus on inventories and order file if product not needed, taking downtime to manage cash flows
  - Focus is on manufacturing quality products at the lowest cost
- Organizational "right sizing"
  - About 200 employees severed \$20+ million in wages & burden
  - Eliminated R&D facility \$3 million
  - Eliminated Flight operations \$3 million
  - Salaried wage freeze \$6-8 million
  - Reduced marketing and sales spend \$10 million
- Accelerate 2008 tax refunds \$78 million
- Taking advantage of recent market changes
  - Raw material cost resin, wood
  - Strengthening of the U.S. dollar each \$0.01 is \$2.5 million



## **Near-Term Focus**

- Preserve cash and manage resources
- Execute on refinancing
- Continue an extensive "right-sizing" initiative
- Focus organization on meeting critical tasks
- Result: Improve cost structure and significantly reduce cash burn rate going forward