

**LPX Investor Day** 

February 28, 2024

# **AGENDA**

1 LP Strategy
Chair & CEO Brad Southern

- Siding Strategy
  EVP, Siding General Manager
  Jason Ringblom
- OSB Strategy
  Chair & CEO Brad Southern

- LP South America Strategy
  SVP, LP South America
  General Manager Frederick Price
- Capital Allocation,
  M&A Strategy, Guidance
  EVP & CFO Alan Haughie
- 6 Q&A



# 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 presentation. 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 presentation. 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 February 14, 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.







# LP STRATEGY

- Leadership and culture for continued growth, innovation, and value generation
- Transforming from commodity to specialty drives value
- Focused portfolio
- Responsible stewards of capital
- The markets we serve are poised for growth
- We are well-positioned to gain share as we outperform those markets



# LP'S EXECUTIVE TEAM



Brad Southern Chair & CEO



Jimmy Mason
EVP, OSB General Manager



Alan Haughie EVP & CFO



Nicole Daniel
SVP, General Counsel
& Corporate Secretary



Jason Ringblom
EVP, Siding General Manager



**Mike Blosser**SVP, Manufacturing Services



Frederick Price
SVP, LP South America
General Manager



# LP'S TRANSFORMATION DELIVERS VALUE



# Commodity → Specialty

- OSB → Siding
- Commodity OSB → Value-add OSB
- New construction → Repair and remodel
- Volatile commodity pricing → Stable and growing specialty pricing and margins



# **Top-Tier Stockholder Returns**

- Efficient capital allocation strategy returns cash to stockholders
- Siding funds its own growth, OSB cash flow returned to stockholders via share buybacks
- 5-year compounded total stockholder return of 28% per year (S&P500: 15.7%)<sup>1</sup>
- 3-year compounded total stockholder return of 26% per year (S&P500: 10.0%)<sup>2</sup>



2. Factset, January 1, 2021 though December 29, 2023





# **PORTFOLIO**

- Transforming from commodity to specialty
- Only manufacturer of strand-based engineered wood siding
- Second largest OSB producer with the most diverse portfolio of value-add OSB products
- Significant synergies between Siding and OSB
- Exited EWP and Entekra to focus on LP® SmartSide® and LP® Structural Solutions growth platforms









# RESPONSIBLE STEWARDS OF CAPITAL

# **Investing in Growth**

- LP® SmartSide® Houlton, Sagola, Wawa
- LP® ExpertFinish® Roaring River, Green Bay, Bath
- LP® Structural Solutions OSB mills

# **Returning Cash to Stockholders**

\$2.4B in dividends and share buybacks since 2021

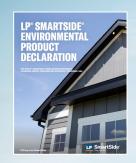
# **Strong Balance Sheet**

- \$350M long-term debt
- ~\$800M liquidity

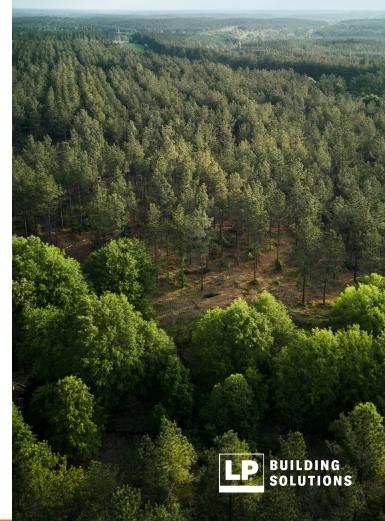


# SUSTAINABLE BUSINESS MODEL

- LP's highest volume raw material input is sustainably harvested renewable wood fiber
- 100% of the wood fiber we source is vetted through stringent forest certification standards through SFI® and PEFC®
- Forests are managed to optimize growth and CO<sub>2</sub> uptake via photosynthesis, ensuring long-term availability
- Mills generate 80% of the thermal energy they use from biomass, offsetting fossil fuel
- LP® SmartSide® Trim & Siding is carbon negative and more sustainable than competing alternatives

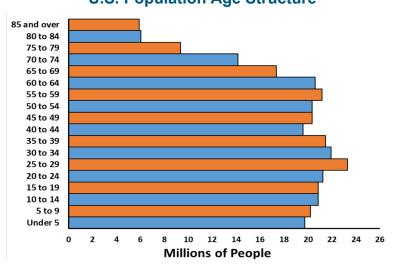






# POSITIONED FOR DEMOGRAPHIC TRENDS





# Home-buying age cohorts poised for growth

- Median overall home buyer is 46 years old
- Median first-time home buyer is 32 years old

# Family formation increasing post-COVID

# Migration south and west increases housing demand

See U.S. Census Bureau maps below for the allocation of congressional districts in the U.S. House of Representatives

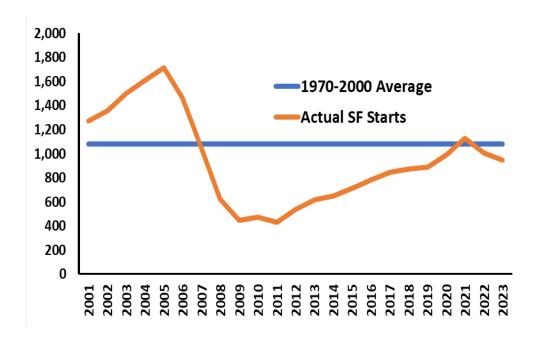




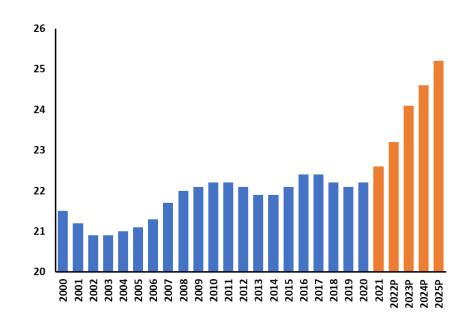


# POSITIONED FOR HOUSING AND R&R TAILWINDS

U.S. Single-Family Housing Starts: 2001-2023



U.S. Single-Family Homes of "Prime Remodeling" Age (between 20 – 39 years old)



Over the last 20 years, compared to the prior 30-year average demand, there is a cumulative undersupply of almost 3M single-family homes.

The average home in the U.S. is over 40 years old. The number of homes over 20 years old is set to grow steeply due to the 2002-2006 cycle.





# SIDING

Share, Mix, and Growth Above Market

5 Product Innovation

Growing with Big
Builders and R&R

6 Capacity Update

3 Competitive Moat

Margin History and Expectations

LP® SmartSide® Value
Proposition vs. Competing
Siding Materials



# STRATEGIES FOR GROWTH

**STRATEGY:** LP is growing Siding sales and margin by innovating new products, gaining share with big builders and remodeling contractors, and expanding addressable markets

BRAND	INNOVATION	CHANNEL
Increase Product Adoption	Launch High-Value New Products	Expand Product Availability
<ul> <li>Drive awareness and trial with pros</li> <li>Strengthen value propositions to further differentiate LP from competition</li> <li>Increase investment in new high-value markets</li> </ul>	<ul> <li>Enable design and aesthetics</li> <li>Develop integrated wall systems</li> <li>Expand efficiency of installation</li> </ul>	<ul> <li>Grow product placement with national dealers, one-steppers, and retail</li> <li>Defend dominant share in shed and grow with manufactured housing</li> </ul>



Repair & Remodel	New Construction	Shed	Manufactured Housing
Gain share from vinyl and fiber cement	Gain share from fiber cement and wood trim	Protect share and grow adjacencies	Gain share from vinyl and fiber cement

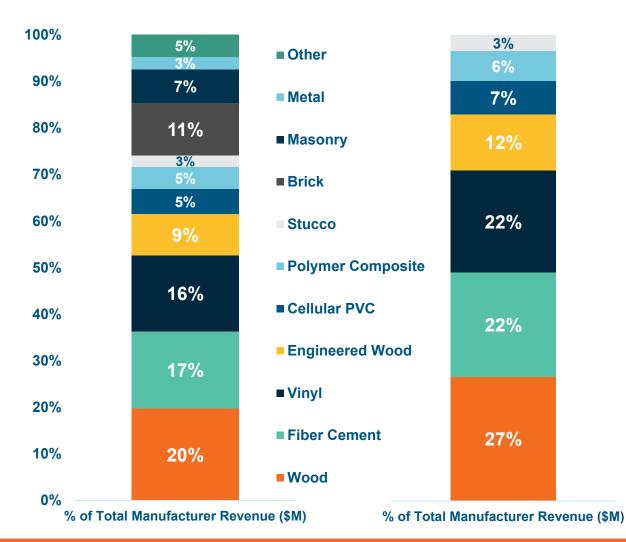
# **OVERALL SIDING NEW CONSTRUCTION / R&R MARKET**

# Share of Total Siding & Trim Market

Share of Addressable
Siding & Trim Market

(~\$10B market size, excluding shed)

(~\$13B market size, excluding shed)

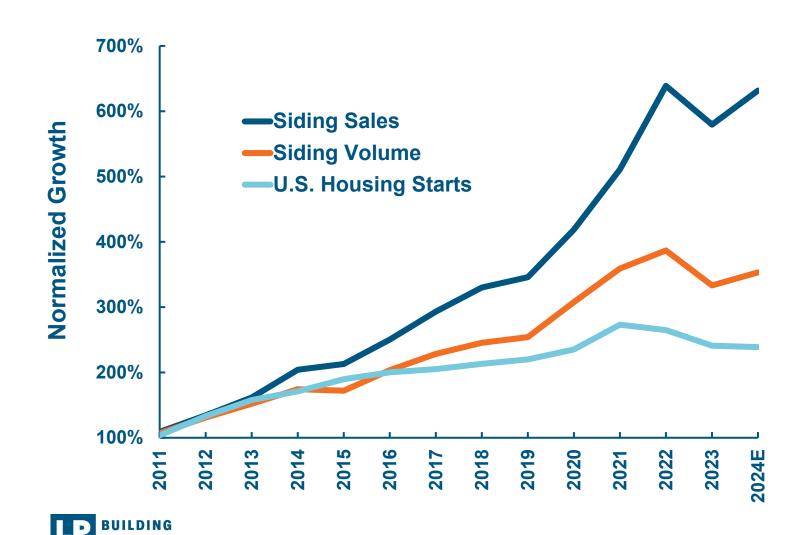


# Addressable Market (Excluding Shed) \$10B

Company	Approximate Share of Addressable Siding & Trim Market	% Revenue Share of Primary Market
Wood	27%	Very fragmented
Vinyl	22%	3-4 major manufacturers
JamesHardie	~20%	~90% of fiber cement
LP BUILDING SOLUTIONS	~10%	~85% of engineered wood

Long runway to gain market share from wood and vinyl, aiming to secure it before fiber cement does

# **SIDING GROWTH & MIX**





Diversified end markets reduce earnings volatility, offer more areas for growth

# **SIDING MOAT**





# LP SmartSide® VS. THE COMPETITION

# Comparing LP® SmartSide® to other siding technologies on the factors that matter most to installers and homeowners...

Factor	Fiber Cement	Vinyl	Wood	Brick
<b>Material Cost</b>	Similar	Lower	Varies	Higher
Installation	Slower & Harder	Faster	Similar	Slower & Harder
Durability	Less Durable	Much Less Durable	Less Durable	More Durable
Sustainability	Much Worse	Much Worse	Varies	Much Worse



# **TESTIMONIAL**

### LP' SMARTSIDE' TRIM & SIDING BENEFITS

WITH KYLE STUMPENHORST







# **SIDING INNOVATION**

Innovation is driving growth, opening new markets, and meeting the design and aesthetic needs of builders and remodeling contractors

## **EXPERTFINISH®**

- Premium repair and remodel product
- 60-70% price uplift
- ~10% of 2023 volume



## **BUILDERSERIES®**

- Designed for big builders
- Gaining share
- Significant pull-through of trim and soffit

# **BRUSHED SMOOTH**

- Recent launch
- Smooth texture
- Available primed and prefinished

## **NICKEL GAP**

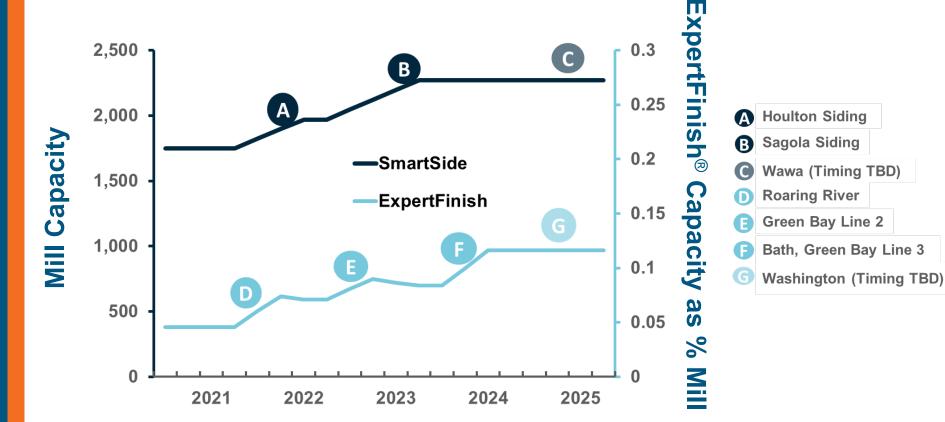
- Recent launch
- Available in cedar and brushed smooth textures
- Available primed and prefinished



# SIDING CAPACITY









# SIDING MARGIN MOVES OVER TIME LIKE A SINE WAVE

Adjusted EBITDA % peaks occur when capacity utilization is high before investment in new mills begins

The curve trends upwards due to economies of scale

The amplitude should fall as each new addition is smaller relative to the existing base

Adjusted EBITDA % troughs are periods of investment in new capacity and underutilization as new mills ramp up









# SIDING CONCLUSION

- Growing above market
- Pricing power
- Moat
- Value proposition vs. competitors
- Adjusted EBITDA margin set to expand with growth
- Long runway for growth in sales and expansion of capacity

# **OSB STRATEGY**



# **OSB**

1 Structural Solutions

2 Operational Excellence

Disciplined Capacity

Management



# **OSB MARKET SHARE**



LP has the most comprehensive portfolio of value-added OSB products



Second largest producer by total manufacturing capacity



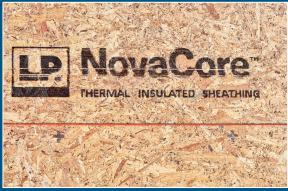
# STRUCTURAL SOLUTIONS

**STRATEGY:** LP is growing Structural Solutions' market share through a diverse product portfolio engineered to meet evolving market demands and increasing margins through cost optimization

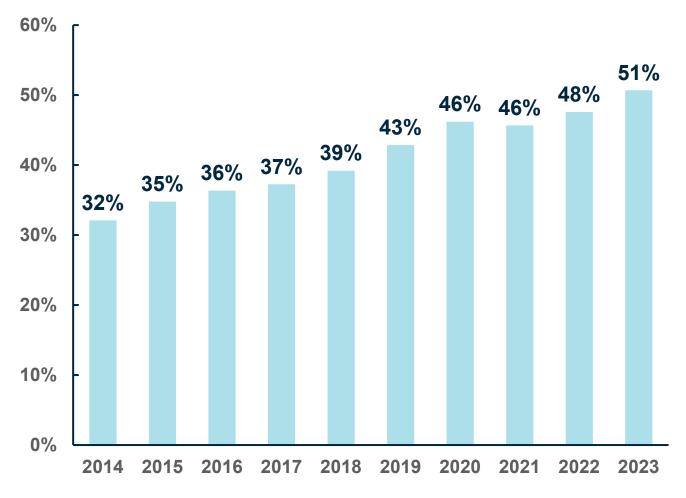
INNOVATION	COMMERCIALIZATION	VALUE CREATION
Develop new Structural Solutions products and systems	Bring new Structural Solutions products to market	Drive value by accelerating shift from commodity to specialty
<ul> <li>Improve cycle time on introduction of new high-value products</li> </ul>	<ul> <li>Align products under the LP<sup>®</sup> Structural Solutions brand</li> </ul>	<ul> <li>Structural Solutions prices are higher and less variable than</li> </ul>
<ul> <li>Leverage and build from existing Structural Solutions technology platforms</li> </ul>	<ul> <li>Commercialize accessories that complement core Structural Solutions products</li> </ul>	<ul><li>commodity prices</li><li>Reduced reliance on volatile commodity prices</li></ul>
Accelerate shift from commodity     OSB to Structural Solutions	<ul> <li>Leverage the breadth of our solutions portfolio to capture share with the pro dealer and big builder</li> </ul>	<ul> <li>Reduced reliance on commodity volume improves capacity management flexibility</li> </ul>
	<ul> <li>Further establish LP as a sustainability leader</li> </ul>	

# STRUCTURAL SOLUTIONS GROWTH



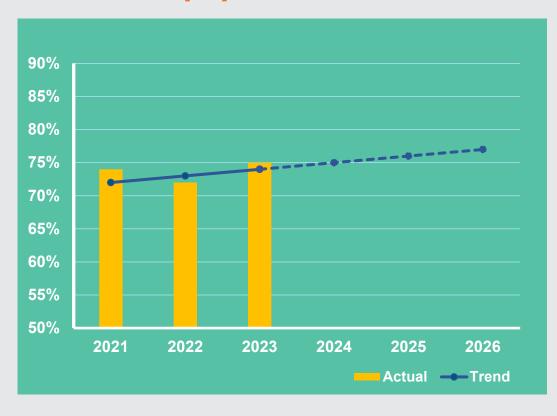


# STRUCTURAL SOLUTIONS % OF VOLUME



# **OPERATIONAL EXCELLENCE**

# **Overall Equipment Effectiveness**



- Reduced unscheduled downtime
- Increased operating rates
- Improved product quality
- Increased Structural Solutions throughput
- Lower cost of production
- Improved safety
- Improved capacity management









# **OSB CONCLUSION**

 Innovating new products to drive Structural Solutions growth

 Driving operational excellence (OEE)

Managing capacity with discipline





# LP SOUTH AMERICA STRATEGY



We are changing the way a continent builds

# SOUTH AMERICAN CONVERSION STORY

In North America...

OSB displaced plywood and changed building materials

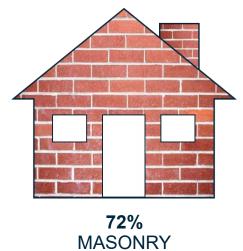
In South America...

OSB is replacing stone and concrete, changing building materials and processes

In 2000, LP opened its South American operations (LPSA). At the time:

• **Population**: 400M

Housing Deficit: 20M+









22% CONCRETE 4% OTHER **2%** WOOD

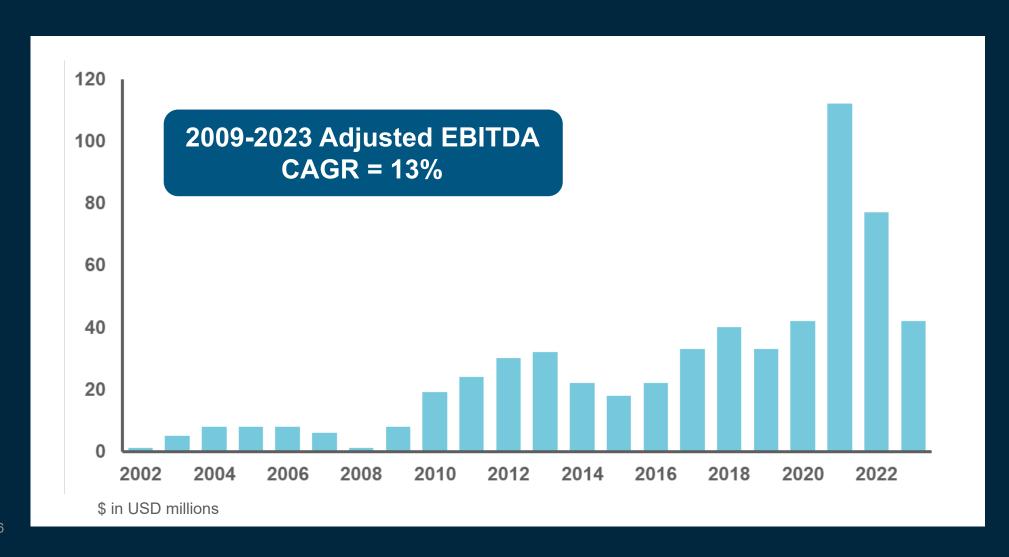


# LP'S ARGUMENT FOR BUILDING CONVERSION

- Frame construction cost 35% less than masonry
- Wood frame construction time is half that of masonry
- Higher seismic resistance at lower cost
- More architectural options at lower cost
- Better energy management
- Maintenance savings
- Sustainable building system
- Environmentally friendly



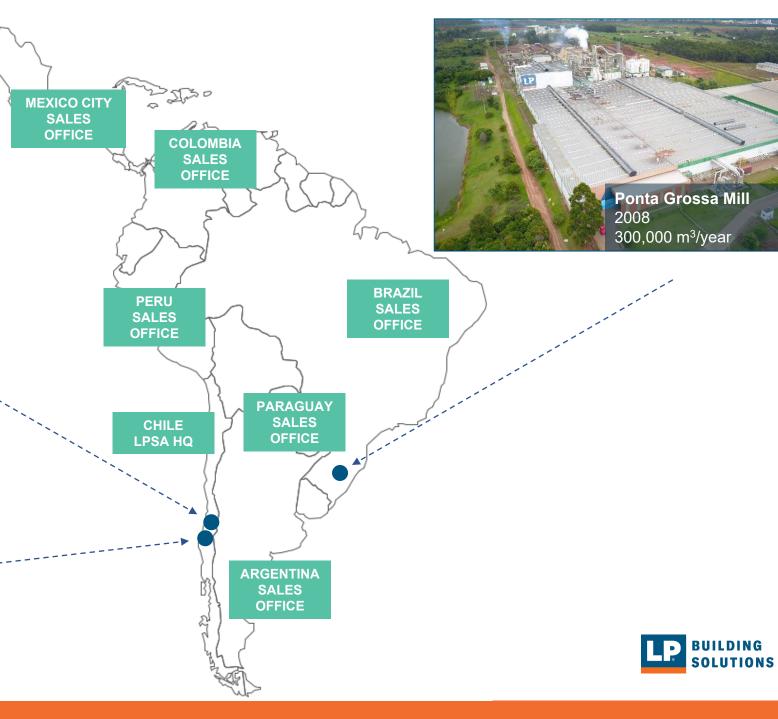
# LP SOUTH AMERICA ADJUSTED EBITDA HISTORY



# **LPSA TODAY**







# LP SOUTH AMERICA IN THE FUTURE



Continue
to drive
conversion
to wood
construction



Address housing shortage



Innovate products, product applications, and manufacturing processes



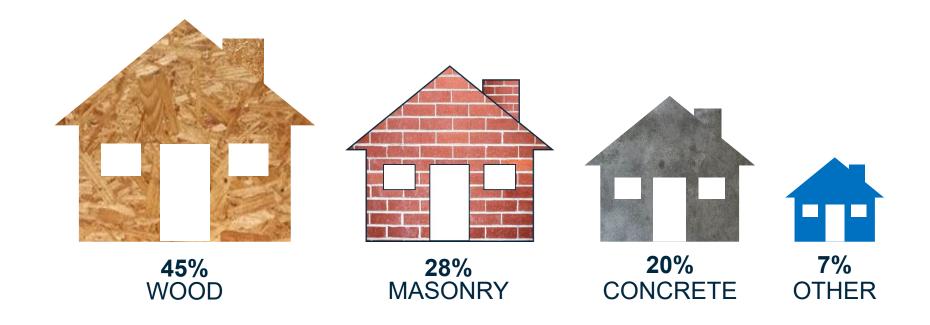
Grow LP's sales presence across the continent



Add mill capacity as needed to serve growing demand



### **HOUSING CONVERSION – CHILE TODAY**



- Massive share gains for wood from stone and concrete
- Long runway for future growth
- LP South America is making a powerful contribution to affordable housing on the continent







# LP SOUTH AMERICA CONCLUSION

- Innovative
- Profitable
- Growing
- Well-run
- Adds value for stockholders



# FINANCIAL STRATEGY

# **FINANCIAL STRATEGY**

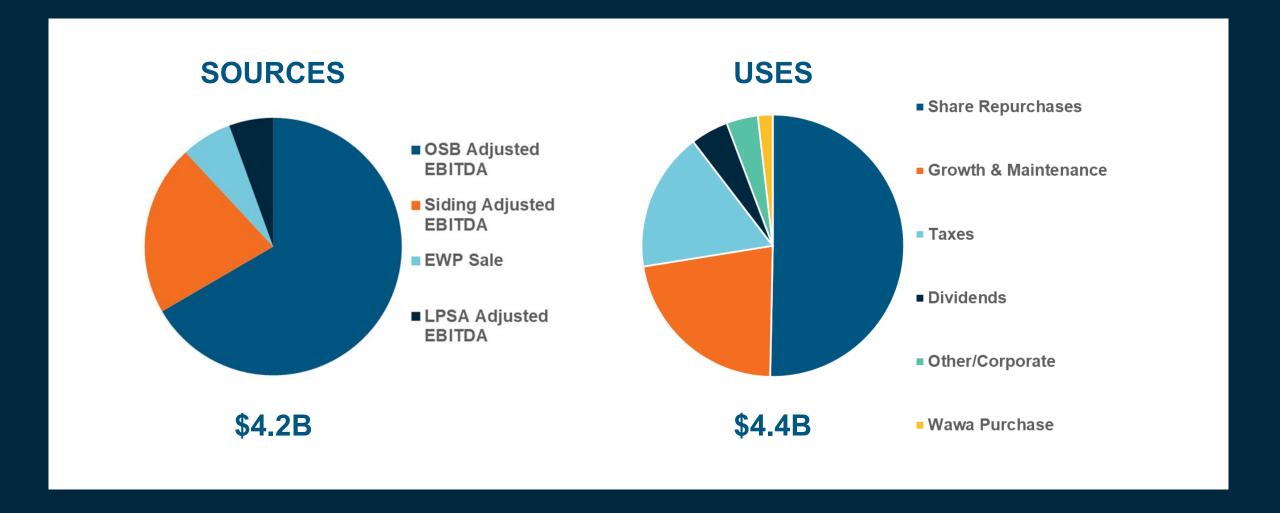
1 Capital Allocation

2 M&A Strategy

3 Guidance



# MAJOR SOURCES & USES OF CASH (2021-2023)









## **M&A STRATEGY**

- Accelerating our transformation from commodity to specialty
- "Addition by Subtraction"
  - Sold EWP Following Houlton's LP® SmartSide® conversion
  - Closed Entekra Non-core
- Recent facility acquisitions include Watkins
   (LP® FlameBlock®), Green Bay (LP® ExpertFinish®),
   and Wawa (future Siding capacity)
- Skeptical of "third leg of the stool" add-ons
- Willing to take on structural debt for the right acquisition



## 2024 GUIDANCE AND SENSITIVITIES

Siding Growth and Margin	Full Year	1 <sup>st</sup> Quarter			
Siding Revenue	~ \$1.45B (+8-10% growth)	\$340-350M (+3-5% growth)			
Siding Adjusted EBITDA <sup>1</sup>	\$280-300M (~20% margin <sup>5</sup> )	\$65-70M (~20% margin <sup>5</sup> )			
OSB Cycle Average Annual Adjusted EBITDA <sup>1,2</sup> : (\$60 EBITDA / MSF) x (	4 BSF Capacity) x (~85% Capacity Util	lization) ≈ \$200M			
OSB Adjusted EBITDA <sup>1,2,3</sup>	\$215-225M	\$65-75M			
Total LP Adjusted EBITDA <sup>1,2,3,4</sup>	\$495-525M	\$130-145M			

Adjusted EBITDA¹ Sensitivities	Change	Annual Adjusted EBITDA¹ Impact
Siding Volume	+/- 10 MMSF	+/- \$4M
OSB Volume	+/- 10 MMSF	+/- \$2M
OSB Price	+/- 10 \$/MSF	+/- \$34M

Capital Expenditures								
Growth	\$50-60M							
Sustaining Maintenance	\$150-160M							
Total	\$200-220M							

- (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, 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) We determine the cycle average for OSB Adjusted EBITDA by dividing the sum of the full year 2013 through 2020 and 2023 OSB Adjusted EBITDA by total OSB sales volume over the same periods to determine the average Adjusted EBITDA per thousand square feet on a 3/8 basis ("Average Adjusted EBITDA/msf"). The Average Adjusted EBITDA/msf is multiplied by the total OSB production capacity multiplied by 85%, the average capacity utilization over the same period.
- (3) For purposes of calculating the full year 2024 OSB Adjusted EBITDA and full year 2024 consolidated Adjusted EBITDA amounts in the table above, the second quarter through the fourth quarter of 2024 Adjusted EBITDA is assumed to be at our cycle average run rate.
- (4) 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.
- (5) This is a non-GAAP financial measure and is calculated as Adjusted EBITDA¹ divided by net sales.

# **FULL-YEAR GUIDANCE\***

Siding	
Revenue Growth	8 – 10%
Adjusted EBITDA	\$280 - \$300M
OSB	
Adjusted EBITDA	\$215 – \$225M
LP Total	\$495 – \$525M

SOLUT

# **CONCLUSION: LP IS...**

- Specializing
- **Growing**
- Innovating to drive growth
- Improving quality of earnings
- **An excellent steward of capital**





# Thank You





# **OTHER KEY POINTS**

#### Liquidity

- · Ending cash \$222M
- Full availability of \$550M credit facility
- \$772M in total liquidity at year end

#### **Capacity to Enable Growth**

- Sagola, Mich. Siding Conversion (Q1 2023)
- Wawa, Ontario (Q2 2023)
- Bath, N.Y. Prefinish (Q4 2023)

#### **Outstanding Safety**

• 2023 TIR 0.5

# **Q4 2023 Financial Results**

**\$658M** 

**Net Sales** (7)%

**(14)%** 

**Siding Growth** 

**\$129M** Adj. EBITDA<sup>1</sup>

29%

**OSB Price Impact** 11%

\$159M

Op. CF \$118M

**Dividends** 

\$316M

Op. CF

\$(828)M

**SO.71** 

Adj. EPS<sup>1</sup> \$0.10

**\$64M** 

Capital **Expenditures** 

## **FY 2023 Financial Results**

**S2.6B** 

**Net Sales** (33)%

**S478M** 

Adj. EBITDA<sup>1</sup> (66)%

**Dividends** 

**S3.22** 

Adj. EPS<sup>1</sup> \$(8.55)

**S69M** 

Capital **Expenditures** 

**[10]%** 

**Siding Growth** 

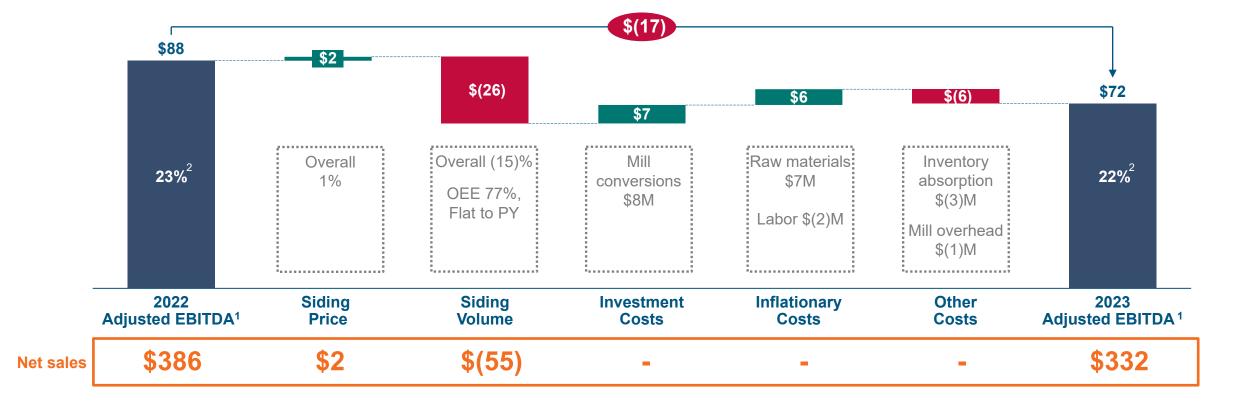
**OSB Price Impact** (41)%

S(793)M

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"



# SIDING - Q4 2023 VS. Q4 2022

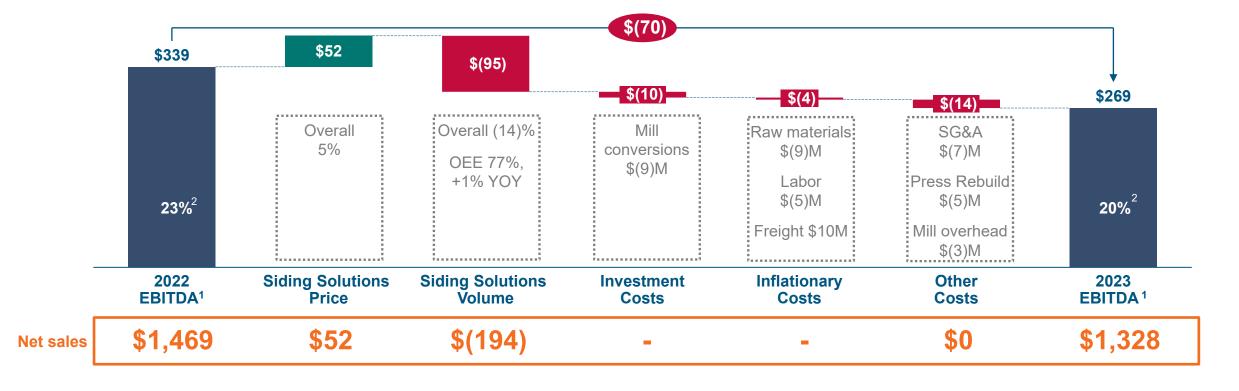




<sup>1</sup> This is a non-GAAP financial measure. See "Statement Relating to the Use of Non-GAAP Financial Measures" and "Reconciliation of Net Income to Non-GAAP Adjusted EBITDA."

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

# **SIDING – FY 2023 VS. FY 2022**

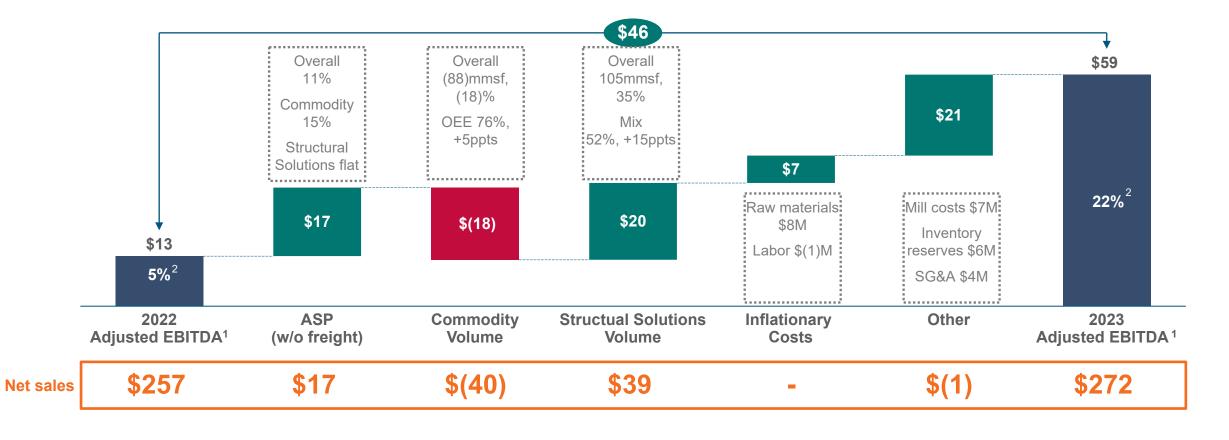


BUILDING SOLUTIONS

<sup>1</sup> 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."

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

# OSB - Q4 2023 VS. Q4 2022



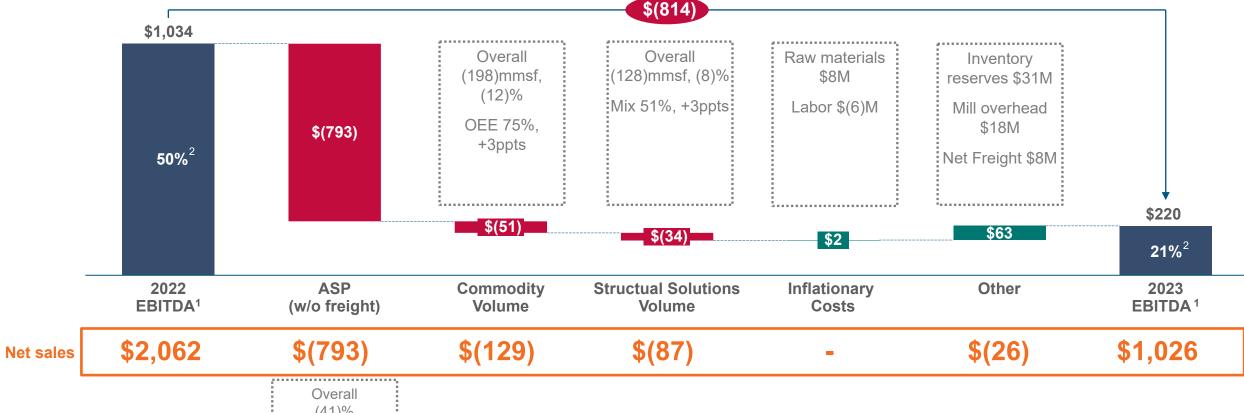
<sup>1</sup> This is a non-GAAP financial measure. See "Statement Relating to the Use of Non-GAAP Financial Measures" and "Reconciliation of Net Income to Non-GAAP Adjusted EBITDA."





# **OSB - FY 2023 VS. FY 2022**

(\$ in millions)



(41)% Commodity (40)% Structural Solutions (43)%

<sup>1</sup> 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)	Qu	arter Ended	d De	cember 31,	Year Ended December 31,			
		2023		2022	2023	2022		
Beginning cash	\$	160	\$	482	\$ 383	\$ 371		
Adjusted EBITDA <sup>1</sup> from continuing operations		129		100	478	1,389		
Adjusted EBITDA <sup>1</sup> from discontinued operations		_		_	_	95		
Adjusted EBITDA <sup>1</sup> with discontinued operations		129		100	478	1,484		
Change in Working Capital		41		29	(93)	(19)		
Interest (net)		7		_	3	(14)		
Cash taxes (net)		(16)		(78)	(65)	(320)		
Other operating		(2)		(10)	(7)	13		
Operating cash flow		159		41	316	1,144		
Capital expenditures		(64)		(133)	(300)	(414)		
Purchase of stock		_		_	_	(900)		
Payment of cash dividends		(17)		(16)	(69)	(69)		
Acquisition of facility assets		_		_	(80)	_		
Proceeds from divestiture of business		_		_	_	268		
Proceeds from sales of assets		_		3	9	_		
Borrowing of debt, net		_		_	_	_		
Other investing and financing		(16)		5	(36)	(18)		
Net change in cash		62		(99)	(161)	12		
Ending cash	\$	222	\$	383	\$ 222	\$ 383		



# **2024 GUIDANCE AND SENSITIVITIES**

Siding Growth and Margin	Full Year	1 <sup>st</sup> Quarter				
Siding Revenue	~ \$1.45B (+8-10% growth)	\$340-350M (+3-5% growth)				
Siding Adjusted EBITDA <sup>1</sup>	\$280-300M (~20% margin <sup>5</sup> )	\$65-70M (~20% margin <sup>5</sup> )				
OSB Cycle Average Annual Adjusted EBITDA <sup>1,2</sup> : (\$60 EBITDA / MSF) x (4 BSF Capacity) x (~85% Capacity Utilization) ≈ \$20						
OSB Adjusted EBITDA 1,2,3	\$215-225M	\$65-75M				
Total LP Adjusted EBITDA 1,2,3,4	\$495-525M	\$130-145M				

Adjusted EBITDA <sup>1</sup> Sensitivities Change		Annual Adjusted EBITDA¹ Impact
Siding Volume	+/- 10 MMSF	+/- \$4M
OSB Volume	+/- 10 MMSF	+/- \$2M
OSB Price	+/- 10 \$/MSF	+/- \$34M

Capital Expenditures							
Growth	\$50-60M						
Sustaining Maintenance	\$150-160M						
Total	\$200-220M						

- (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, 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) We determine the cycle average for OSB Adjusted EBITDA by dividing the sum of the full year 2013 through 2020 and 2023 OSB Adjusted EBITDA by total OSB sales volume over the same periods to determine the average Adjusted EBITDA per thousand square feet on a 3/8 basis ("Average Adjusted EBITDA/msf"). The Average Adjusted EBITDA/msf is multiplied by the total OSB production capacity multiplied by 85%, the average capacity utilization over the same period.
- (3) For purposes of calculating the full year 2024 OSB Adjusted EBITDA and full year 2024 consolidated Adjusted EBITDA amounts in the table above, the second quarter through the fourth quarter of 2024 Adjusted EBITDA is assumed to be at our cycle average run rate.
- (4) 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.
- (5) This is a non-GAAP financial measure and is calculated as Adjusted EBITDA¹ divided by net sales.

# FINANCIAL PERFORMANCE

(\$ in millions, except per share amounts)	Qu	arter Endec	d Dece	mber 31,	Year Ended December 31,				
		2023		2022		2023		2022	
Sales	\$	658	\$	705	\$	2,581	\$	3,854	
Cost of sales		(499)		(577)		(1,988)		(2,355)	
Gross profit		159		128		593		1,498	
SG&A		(66)		(68)		(257)		(264)	
Impairments		(5)		_		(30)		(1)	
Other charges and credits		1		(1)		(19)		16	
Income from operations		89		59		287		1,250	
Non-operating income (expense)		(24)		(82)		(39)		(94)	
Provision for taxes		(7)		10		(74)		(274)	
Equity in unconsolidated affiliate		1		_		3		4	
Income (loss) from continuing operations		59		(12)		178		885	
Income from discontinued operations, net of income taxes		_		2		_		198	
Net income (loss)		59		(11)		178		1,083	
Noncontrolling interest		_		3		_		3	
Net income (loss) attributed to LP	\$	59	\$	(8)	\$	178	\$	1,086	
Income (loss) per share continuing operations - diluted	\$	0.81	\$	(0.14)	\$	2.46	\$	11.34	
Income per share discontinued operations - diluted		_		0.03		_		2.52	
Net income (loss) per share - diluted	\$	0.81	\$	(0.11)	\$	2.46	\$	13.87	
Average Shares Outstanding - diluted		72		72		72		78	



# RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED EBITDA

(\$ in millions)	Quarte	r Ended	Dece	mber 31,	Year Ended	December 31,
	202	2023 2022		2023	2022	
Net income (loss)	\$	59	\$	(11)	\$ 178	\$ 1,083
Add (deduct):						
Net loss attributed to noncontrolling interest		_		3	_	3
Income from discontinued operations, net of income taxes		_		(2)		(198)
Income (loss) attributed to LP from continuing operations		59		(10)	178	888
Provision (benefit) for income taxes		7		(10)	74	274
Depreciation and amortization		32		34	119	129
Stock-based compensation expense		4		3	13	19
Loss on impairment attributed to LP		5		_	6	1
Other operating credits and charges, net		2		1	18	(16)
Business exit charges		(3)		_	32	_
Interest expense		5		2	14	11
Investment income		(8)		(6)	(18)	(14)
Pension settlement charges		(2)		78	4	82
Other non-operating items		28		8	39	15
Adjusted EBITDA	\$	129	\$	100	\$ 478	\$ 1,389



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

(\$ in millions, except per share amounts)	Quarter Ende	d December 31,		Year Ended December 31,			
•	2023	2022		2023		2022	
Net income attributed to LP from continuing operations per share - diluted	\$ 0.81	\$ (0.14	4) \$	2.46	\$	11.34	
Net income (loss)	\$ 59	\$ (1	1) \$	178	\$	1,083	
Add (deduct):							
Net loss attributed to non-controlling interest	_	. ;	3	_		3	
Income from discontinued operations, net of income taxes	_	(2	2)	_		(198)	
Net income (loss) attributed to LP from continuing operations	59	(1	0)	178		888	
Loss on impairment attributed to LP	5	_	_	6		1	
Other operating credits and charges, net	2		1	18		(16)	
Business exit charges	(3	) –	_	32		_	
Pension settlement charges	(2	7	3	4		82	
Reported tax provision	7	(1	0)	74		274	
Adjusted income before tax	68	5	9	311		1,229	
Normalized tax provision at 25%	(17	(1	5)	(78)		(307)	
Adjusted Income	\$ 51	\$ 4	4 \$	233	\$	922	
Diluted shares outstanding	72	7:	2	72		78	
Adjusted Diluted EPS	\$ 0.71	\$ 0.6	1 \$	3.22	\$	11.77	



# **NET SALES AND ADJUSTED EBITDA BY SEGMENT**

		Quarter Ended	December 31	1,	Year Ended I	Decem	ber 31,
	2023 2022		2023	2022			
Net Sales							
Siding	\$	332	\$	386	\$ 1,328	\$	1,469
OSB		272		257	1,026		2,062
LPSA		52		51	205		241
Other		1		12	22		84
Unallocated		_		_	_		(2)
	\$	658	\$	705	\$ 2,581	\$	3,854
Adjusted EBITDA							
Siding	\$	72	\$	88	\$ 269	\$	339
OSB		59		13	220		1,034
LPSA		11		12	42		77
Other		(2)		(4)	(17)		(23)
Intersegment		(10)		(9)	(36)		(38)
	\$	129	\$	100	\$ 478	\$	1,389



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

	Quarter Ended December 31,			Year Ended December 31,	
	2	023	2022	2023	2022
Income from discontinued operations	\$	<del>-</del> \$	2 \$	<u> </u>	198
Provision for income taxes		_	(2)	_	51
Depreciation and amortization		_	_	_	3
Gain on sale of discontinued operations		_	_		(158)
Adjusted EBITDA from discontinued operations	\$	<del>-</del> \$	<u>_</u>	<del>- \$</del>	95

