



**BUILDING
SOLUTIONS**

Q1 2024 Earnings Presentation

May 8, 2024

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 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 May 8, 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.



HIGHLIGHTS

OTHER KEY POINTS

Growth

- Siding revenue growth 9%
- Structural Solutions mix 52% (+6ppts)

Margin

- Siding EBITDA margin² 25%

Capital Allocation

- As of May 8, 2024: \$50 million spent YTD on share repurchases, 72 million shares outstanding
- Additional \$250 million authorized LP stock repurchases (\$400 million available as of May 8, 2024)
- \$800M in total liquidity

Operational Excellence

- Siding OEE: 78% (+2ppts YoY)
- OSB OEE: 78% (+1ppts YoY)
- Outstanding Safety: TIR 0.5

Q1 2024 Financial Results

\$724M

Net Sales
+24%

\$182M

Adj. EBITDA¹
\$116M

\$105M

Op. CF
\$223M

\$1.53

Adj. EPS¹
\$1.19

9%

Siding Growth

\$62M

OSB Price Impact

\$32M

Return to Shareholders³

\$41M

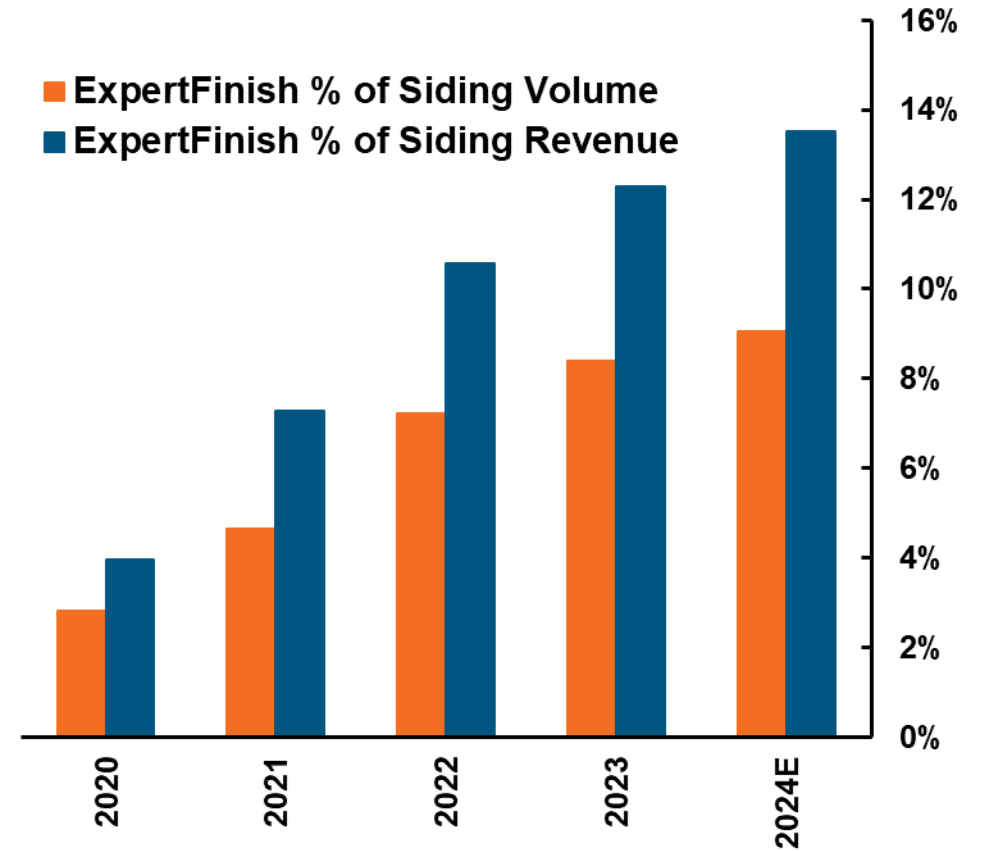
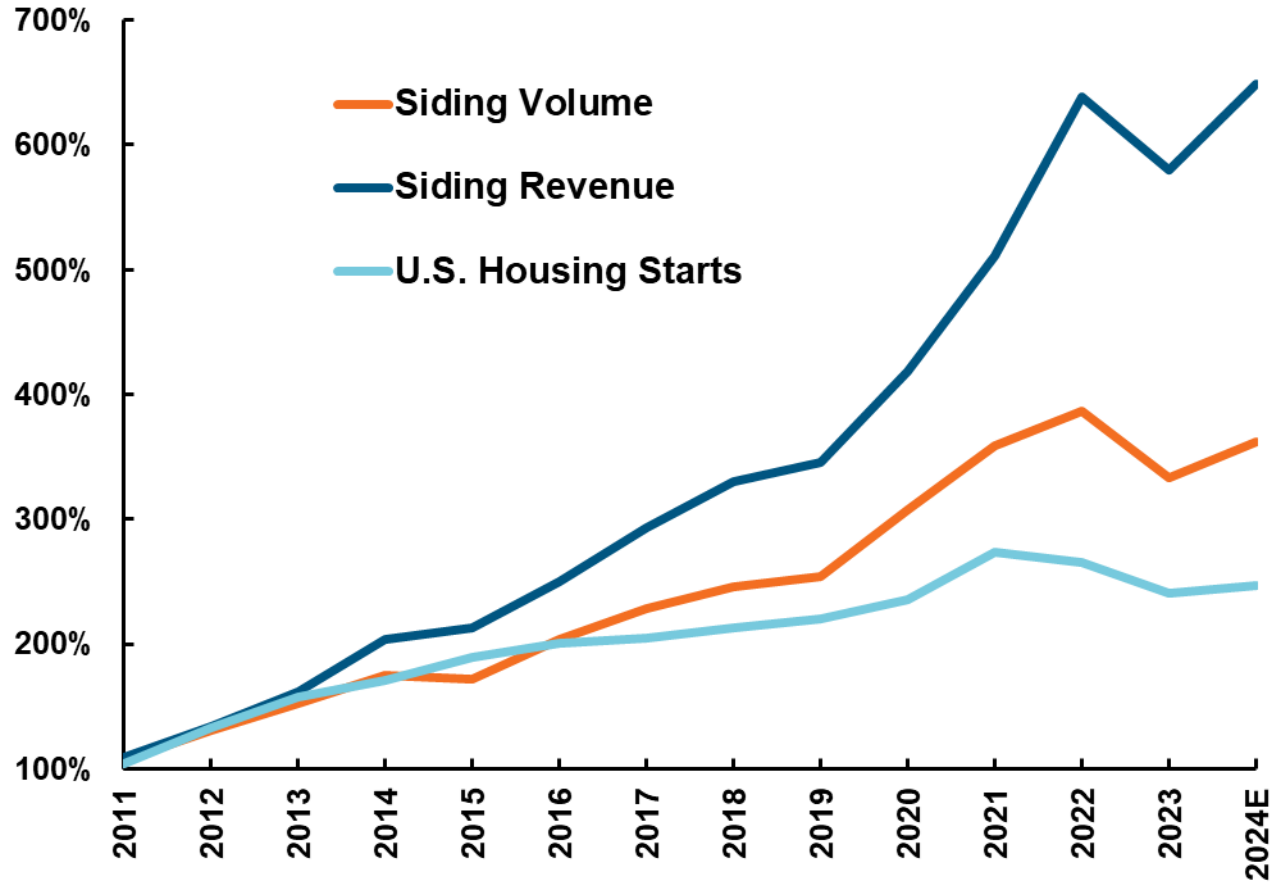
Capital Expenditures

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”

² This is a non-GAAP financial measure and is calculated as Adjusted EBITDA¹ divided by net sales

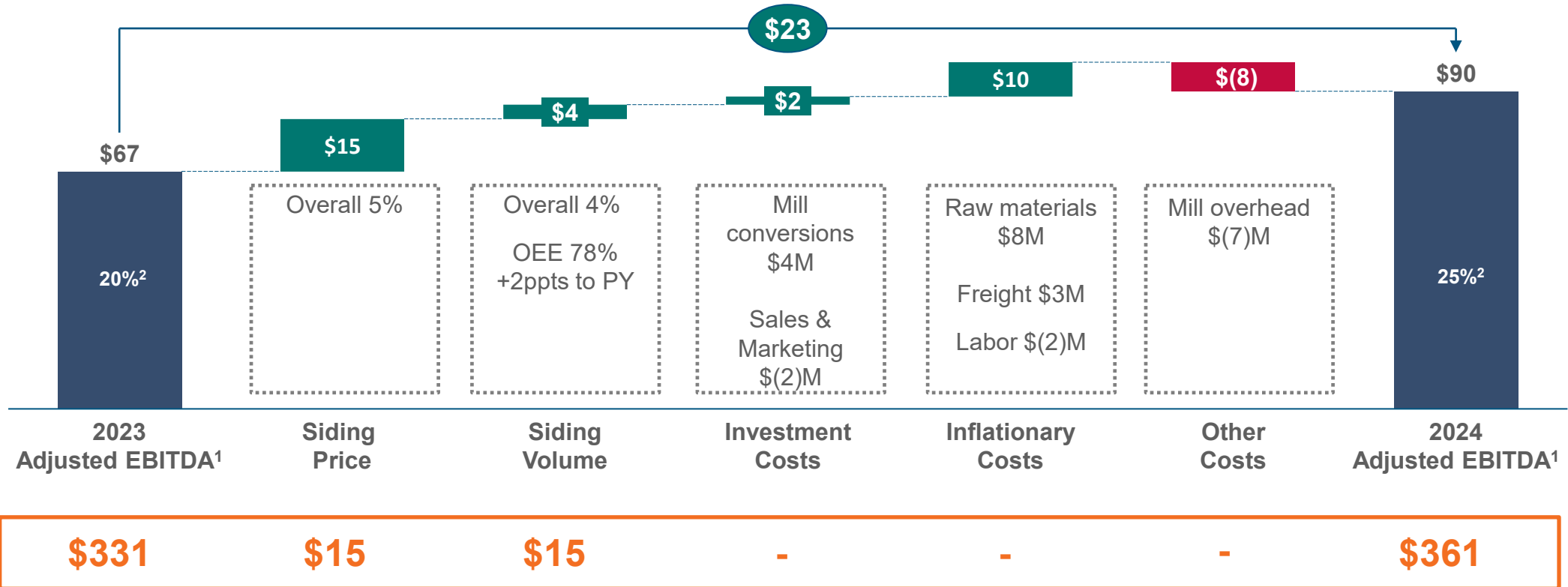
³ For the year-to-date period ending May 8, 2024, LP paid \$50 million to repurchase 0.6 million common shares (\$13 million during the three months ended March 31, 2024), leaving \$150 million remaining under the under the pre-existing share repurchase program authorized in May 2022

SIDING GROWTH AND INNOVATION



SIDING – Q1 2024 VS. Q1 2023

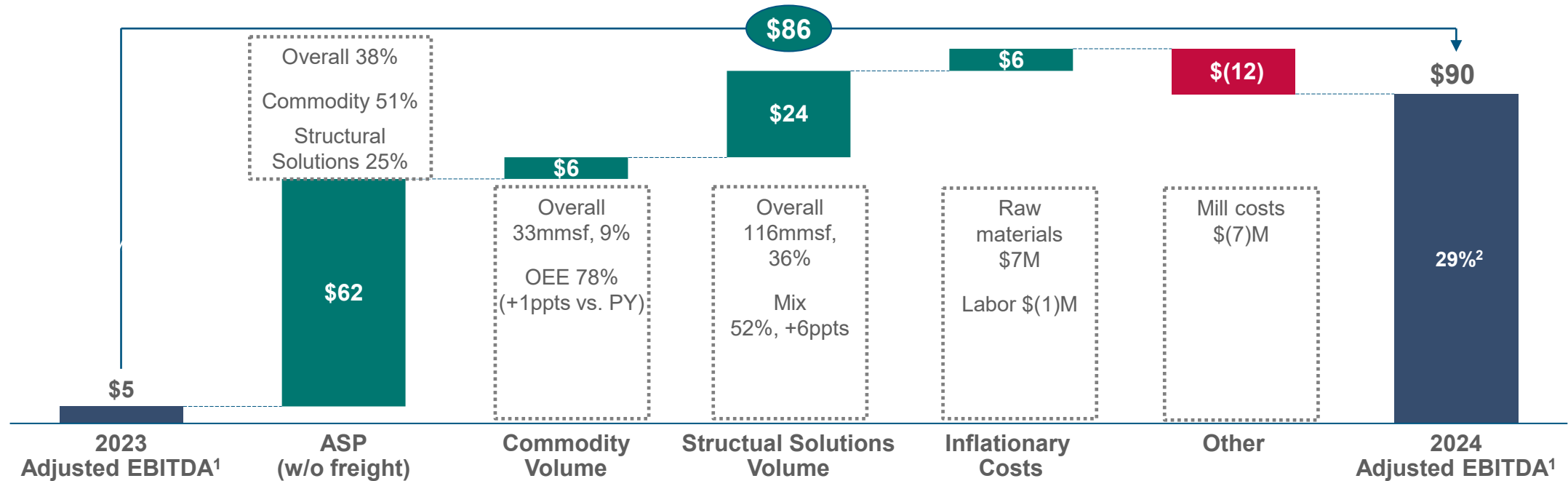
(\$ in millions)



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."
 2 This is a non-GAAP financial measure and is calculated as Adjusted EBITDA¹ divided by net sales.

OSB – Q1 2024 VS. Q1 2023

(\$ in millions)



Net sales

\$189	\$62	\$11	\$45	-	\$5	\$313
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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."

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

CASH FLOW

(\$ in millions)

	Three Months Ended March 31,	
	2024	2023
Beginning cash	\$ 222	\$ 383
Adjusted EBITDA ¹	182	66
Change in working capital	(66)	(144)
Interest (net)	(1)	(6)
Cash taxes (net)	(10)	(33)
Other operating	—	(1)
Operating cash flow	105	(119)
Capital expenditures	(41)	(114)
Purchase of stock	(13)	—
Payment of cash dividends	(19)	(17)
Other investing and financing	(9)	(7)
Net change in cash	22	(257)
Ending cash	\$ 244	\$ 126

2024 GUIDANCE AND SENSITIVITIES

Siding Growth and Margin	Full Year	2 nd Quarter
Siding Revenue	~ \$1.5B (+11-13% growth)	\$380-400M (+20-25% growth)
Siding Adjusted EBITDA ¹	\$340-360M (~23% margin ⁵)	\$95-105M (~25% margin ⁵)
OSB Cycle Average Annual Adjusted EBITDA^{1,2} : (\$60 EBITDA / MSF) x (4 BSF Capacity) x (~85% Capacity Utilization) ≈ \$200M		
OSB Adjusted EBITDA ^{1,2,3}	\$315-325M	\$125-135M
Total LP Adjusted EBITDA^{1,2,3,4}	\$655-685M	\$220-240M

Adjusted EBITDA ¹ Sensitivities	Change	Annual Adjusted EBITDA ¹ 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 third 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 second 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.



APPENDIX

FINANCIAL PERFORMANCE

(\$ in millions, except per share amounts)

	Three Months Ended March 31,	
	2024	2023
Net sales	\$ 724	\$ 584
Cost of sales	(511)	(483)
Gross profit	214	101
Selling, general, and administrative expenses	(69)	(66)
Other charges and credits	1	(5)
Income from operations	145	30
Non-operating expense	3	(6)
Provision for taxes	(41)	(1)
Equity in unconsolidated affiliate	1	—
Net income	108	22
Noncontrolling interest	—	(1)
Net income attributed to LP	\$ 108	\$ 21
Net income attributed to LP per share - diluted	\$ 1.48	\$ 0.29
Average shares outstanding - diluted	72	72

RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED EBITDA

(\$ in millions)

	Three Months Ended March 31,	
	2024	2023
Net income	\$ 108	\$ 22
Add (deduct):		
Net income attributed to non-controlling interest	—	(1)
Income attributed to LP	108	21
Provision for income taxes	41	1
Depreciation and amortization	31	28
Stock-based compensation expense	6	4
Other operating credits and charges, net	—	5
Business exit charges	(1)	—
Interest expense	4	3
Investment income	(6)	(5)
Pension settlement charges	—	6
Other non-operating items	(1)	3
Adjusted EBITDA	\$ 182	\$ 66

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

(\$ in millions, except per share amounts)

	Three Months Ended March 31,	
	2024	2023
Net income per share - diluted	\$ 1.48	\$ 0.29
Net income	\$ 108	\$ 22
Add (deduct):		
Net income attributed to non-controlling interest	—	(1)
Income attributed to LP	108	21
Other operating credits and charges, net	—	5
Business exit charges	(1)	—
Pension settlement charges	—	6
Reported tax provision	41	1
Adjusted income before tax	148	33
Normalized tax provision at 25%	(37)	(8)
Adjusted Income	\$ 111	\$ 25
Diluted share outstanding	72	72
Adjusted Diluted EPS	\$ 1.53	\$ 0.34

NET SALES AND ADJUSTED EBITDA BY SEGMENT

(\$ in millions)

	Three Months Ended March 31,	
	2024	2023
Sales		
Siding	\$ 361	\$ 331
OSB	313	189
South America	47	55
Other	3	8
	\$ 724	\$ 584
Segment Adjusted EBITDA		
Siding	\$ 90	\$ 67
OSB	90	5
South America	10	12
Other	(1)	(9)
Unallocated	(7)	(9)
	\$ 182	\$ 66