



# Louisiana-Pacific Corporation

Q4 2015 Financial Results  
February 11, 2016

These slides were prepared and should be read in conjunction with the earnings release by LP's management on February 11, 2016 relating to LP's financial condition and results of operations as of and for the quarter ended December 31, 2015. 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 February 11, 2016.

# 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](http://www.lpcorp.com) under the Investor Relations Presentations section.



# Financial Results

Dollar amounts in millions, except per share amounts

	<u>Q4 15</u>	<u>Q3 15</u>	<u>Q4 14</u>	<u>YTD 2015</u>	<u>YTD 2014</u>
<b>Net sales</b>	\$ 462.9	\$ 464.9	\$ 453.5	\$ 1,892.5	\$ 1,934.8
<b>Income (loss) from continuing operations</b>	\$ (7.4)	\$ (24.6)	\$ (43.0)	\$ (86.0)	\$ (73.4)
<b>Net income (loss)</b>	\$ (7.6)	\$ (26.5)	\$ (42.9)	\$ (88.1)	\$ (75.4)
<b>Diluted EPS from continuing operations</b>	\$ (0.05)	\$ (0.17)	\$ (0.30)	\$ (0.60)	\$ (0.52)
<b>Diluted EPS</b>	\$ (0.05)	\$ (0.19)	\$ (0.30)	\$ (0.62)	\$ (0.53)
<b><u>Non-GAAP financial results</u></b>					
<b>Adjusted operating income (loss)</b>	\$ 5.7	\$ (15.5)	\$ (41.5)	\$ (44.9)	\$ (68.5)
<b>Adjusted income (loss) from continuing operations</b>	\$ 0.8	\$ (16.2)	\$ (32.1)	\$ (46.1)	\$ (59.7)
<b>Adjusted diluted EPS from continuing</b>	\$ 0.01	\$ (0.12)	\$ (0.23)	\$ (0.32)	\$ (0.42)
<b>Adjusted EBITDA from continuing</b>	\$ 33.8	\$ 11.0	\$ (16.8)	\$ 67.0	\$ 44.1
<b>Average shares outstanding</b>					
<b>Basic and diluted</b>	142.7	142.6	141.7	142.4	141.1

Note: Refer to LP Form 8K filed on February 11, 2016 for the reconciliation of Adjusted operating income (loss), EBITDA and Adjusted EBITDA



# OSB

Dollar amounts in millions

	<u>Q4 2015</u>	<u>Q3 2015</u>	<u>Q4 2014</u>	<u>YTD 2015</u>	<u>YTD 2014</u>
<b>Sales</b>	\$ 206.3	200.0	\$ 203.2	\$ 807.5	\$ 855.2
<b>Operating income (loss)<sup>a</sup></b>	\$ 11.3	(11.1)	\$ (28.8)	\$ (46.3)	\$ (52.6)
<b>Adjusted EBITDA<sup>b</sup></b>	\$ 24.9	3.9	\$ (15.0)	\$ 11.7	\$ 4.4
<b>Percentage Changes:</b>					
<b>Sales</b>		3 %	2 %		(6)%
<b>Adjusted EBITDA</b>		538 %	NM		166 %
<b><u>Volume</u></b>		(11)%	(7)%		2 %
<b><u>Price</u></b>		16 %	10 %		(7)%

<sup>a</sup> Operating income (loss) equals sales less cost of sales, depreciation and amortization and selling and administration directly associated with the segment.

<sup>b</sup> Adjusted EBITDA from continuing operations



# Siding

Dollar amounts in millions

	<u>Q4 2015</u>	<u>Q3 2015</u>	<u>Q4 2014</u>	<u>YTD 2015</u>	<u>YTD 2014</u>
<b>Sales</b>	\$ 141.2	\$ 157.8	\$ 140.9	\$ 636.4	\$ 617.3
<b>Operating income<sup>a</sup></b>	\$ 13.9	\$ 17.2	\$ 13.9	\$ 93.2	\$ 79.8
<b>Adjusted EBITDA<sup>b</sup></b>	\$ 18.7	\$ 22.3	\$ 18.5	\$ 113.7	\$ 97.9
<b>Percentage Changes:</b>					
<b>Sales</b>		(11)%	— %		3 %
<b>Adjusted EBITDA</b>		(16)%	— %		16 %
<b>Volume</b>					
<b>Smart Side</b>		(6)%	(5)%		(2)%
<b>CanExel</b>		(40)%	(34)%		(13)%
<b>Price</b>					
<b>Smart Side</b>		(2)%	2 %		5 %
<b>CanExel</b>		(3)%	(11)%		(7)%

<sup>a</sup> Operating income equals sales less cost of sales, depreciation and amortization and selling and administration directly associated with the segment.

<sup>b</sup> Adjusted EBITDA from continuing operations



# Engineered Wood Products

Dollar amounts in millions

	<u>Q4 15</u>	<u>Q3 15</u>	<u>Q4 14</u>	<u>YTD 2015</u>	<u>YTD 2014</u>
<b>Sales</b>	\$ 74.9	\$ 74.4	\$ 65.6	\$ 286.1	\$ 281.0
<b>Operating loss<sup>a</sup></b>	\$ —	\$ (0.9)	\$ (5.5)	\$ (7.3)	\$ (14.0)
<b>Adjusted EBITDA<sup>b</sup></b>	\$ 3.1	\$ 2.5	\$ (3.6)	\$ 5.8	\$ 0.3
<b>Percentage Changes:</b>					
<b>Sales</b>		1 %	14 %		2%
<b>Adjusted EBITDA</b>		24 %	NM		1,833%
<b>Volume</b>					
<b>LVL / LSL</b>		6 %	29 %		9%
<b>I-Joist</b>		(4)%	21 %		1%
<b>Price</b>					
<b>LVL / LSL</b>		(2)%	(1)%		4%
<b>I-Joist</b>		2 %	4 %		6%

<sup>a</sup> Operating loss equals sales less cost of sales, depreciation and amortization and selling and administration directly associated with the segment.

<sup>b</sup> Adjusted EBITDA from continuing operations



# South America

## Dollar amounts in millions

	<u>Q4 2015</u>	<u>Q3 2015</u>	<u>Q4 2014</u>	<u>YTD 2015</u>	<u>YTD 2014</u>
<b>Sales</b>	\$ 33.5	\$ 26.8	\$ 35.9	\$ 134.9	\$ 150.4
<b>Operating income<sup>a</sup></b>	\$ 3.0	\$ 2.4	\$ 2.8	\$ 9.8	\$ 11.3
<b>Adjusted EBITDA<sup>b</sup></b>	\$ 4.7	\$ 4.4	\$ 5.0	\$ 17.7	\$ 20.4
<b>Percentage Changes:</b>					
<b>Sales</b>		25 %	(7)%		(10)%
<b>Adjusted EBITDA</b>		7 %	(6)%		(13)%
<b>Volume</b>					
<b>Chile</b>		14 %	9 %		17 %
<b>Brazil</b>		9 %	15 %		(8)%
<b>Price</b>					
<b>Chile</b>		(4)%	(12)%		(11)%
<b>Brazil</b>		(6)%	(23)%		(22)%
<b>Local Currency price</b>					
<b>Chile</b>		(1)%	3 %		2 %
<b>Brazil</b>		— %	13 %		10 %

<sup>a</sup> Operating income equals sales less cost of sales, depreciation and amortization and selling and administration directly associated with the segment.

<sup>b</sup> Adjusted EBITDA from continuing operations





# Balance Sheet and Other Statistics

Dollar amounts in millions, except per share amounts

	<u>December 31, 2015</u>		<u>December 31, 2014</u>
<b>Total cash and investments</b>	\$ 454.7	\$	547.7
<b>Working capital</b>	\$ 626.1	\$	777.6
<b>Net cash (debt)</b>	\$ 87.8	\$	176.5
<b>Capital expenditures (excludes investments in / acquisition of JVs)</b>	\$ 113.8	\$	80.1

# APPENDIX

Note: Refer to LP Form 8K filed on February 11, 2016  
for the reconciliation of Adjusted income (loss), EBITDA  
and Adjusted EBITDA





# Appendix

## Dollar amounts in millions

	<u>December 31,</u> <u>2015</u>	<u>December 31,</u> <u>2014</u>
<b><u>Calculation of "Working Capital"</u></b>		
Current assets	\$ 769.1	\$ 950.3
Current liabilities	(143.0)	(172.7)
Working capital	<u>\$ 626.1</u>	<u>\$ 777.6</u>
<b><u>Calculation of "Net Cash (Debt)"</u></b>		
Long-term debt	\$ (751.8)	\$ (754.8)
Deferred debt costs	(3.7)	(4.7)
Current portion of long-term debt and short-term notes payable	(2.1)	(2.4)
Notes receivable from asset sales (current and long-term)*	390.7	390.7
Total cash and investments	<u>454.7</u>	<u>547.7</u>
Net cash and investments	<u>\$ 87.8</u>	<u>\$ 176.5</u>
<b><u>Calculation of "Total Cash and Investments"</u></b>		
Cash and cash equivalents	\$ 434.7	\$ 532.7
Restricted cash	14.3	10.4
Long-term investments	5.7	4.6
Total cash and investments	<u>\$ 454.7</u>	<u>\$ 547.7</u>

\* Portion of the notes receivable that equates to the limited recourse notes payable