

Louisiana - Pacific Corporation  
Investor Presentation  
Goldman Sachs Basic Materials Conference  
May 25, 2006



# 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.

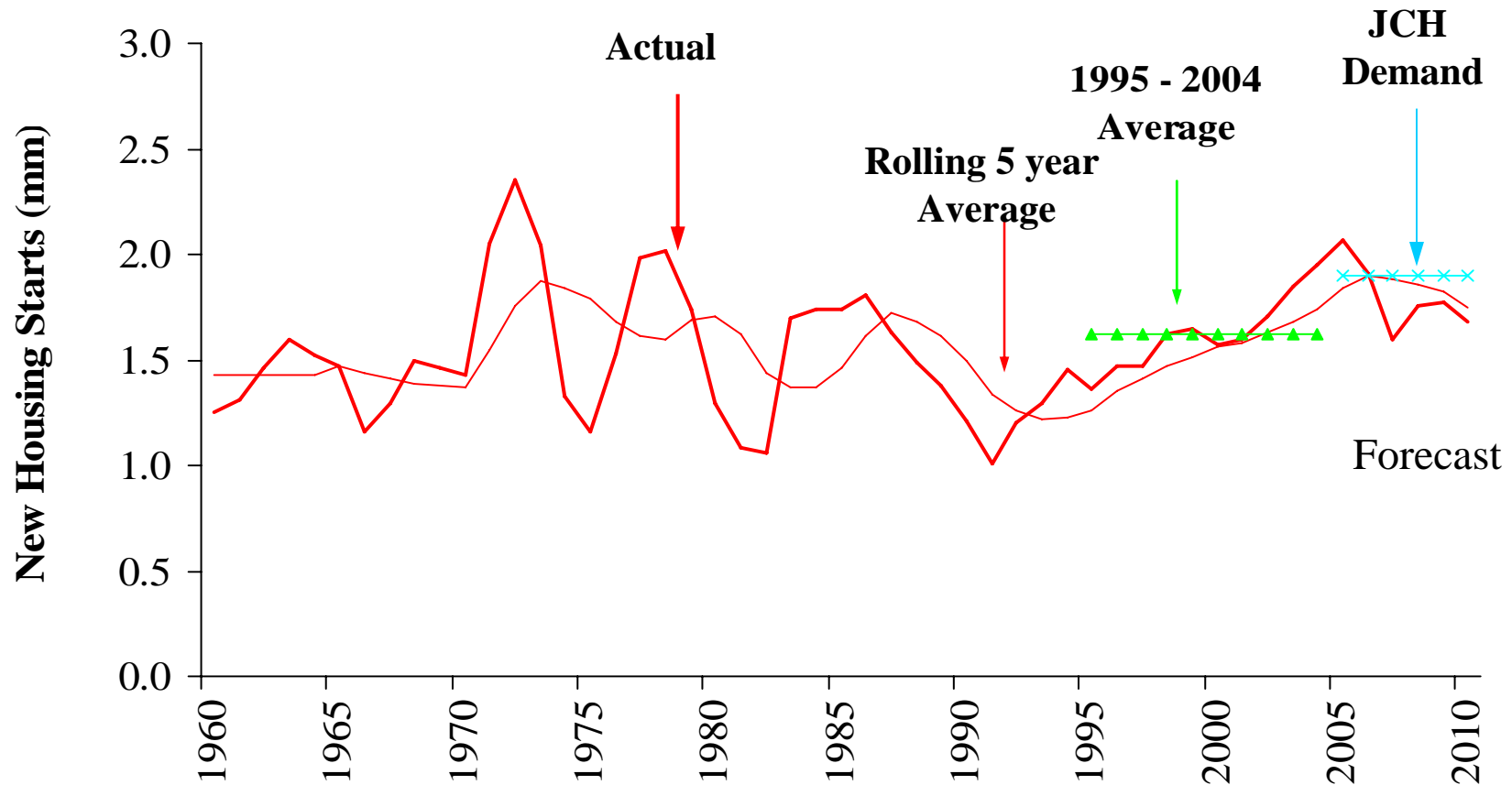
## Market Outlook – Demand

- **New construction housing demand:**
  - Positive long term trends and demographics including: household formations, immigration, low interest rates
  - Sustainable at 1.85 – 1.95 million starts per year (2005-2015)  
Source: The State of the Nation's Housing – 2004, Joint Center for Housing Studies of Harvard University
  - Despite a better than expected Q1, clouds on the horizon ... slowing trend in new home orders, unsold home inventory increasing; home prices rising more slowly; interest rates going up; and energy costs likely to impact consumer spending
- **Repair / remodel demand continues to grow:**
  - More houses in the existing stock
  - Homes are getting older
  - Rise of “big box retailers” and availability of “installed sales is making access easier
- **Commercial and light industrial picked up in 2005 and is forecasted for continued strength**



# Home Building Demand

*Housing Starts (single and multi-family)*

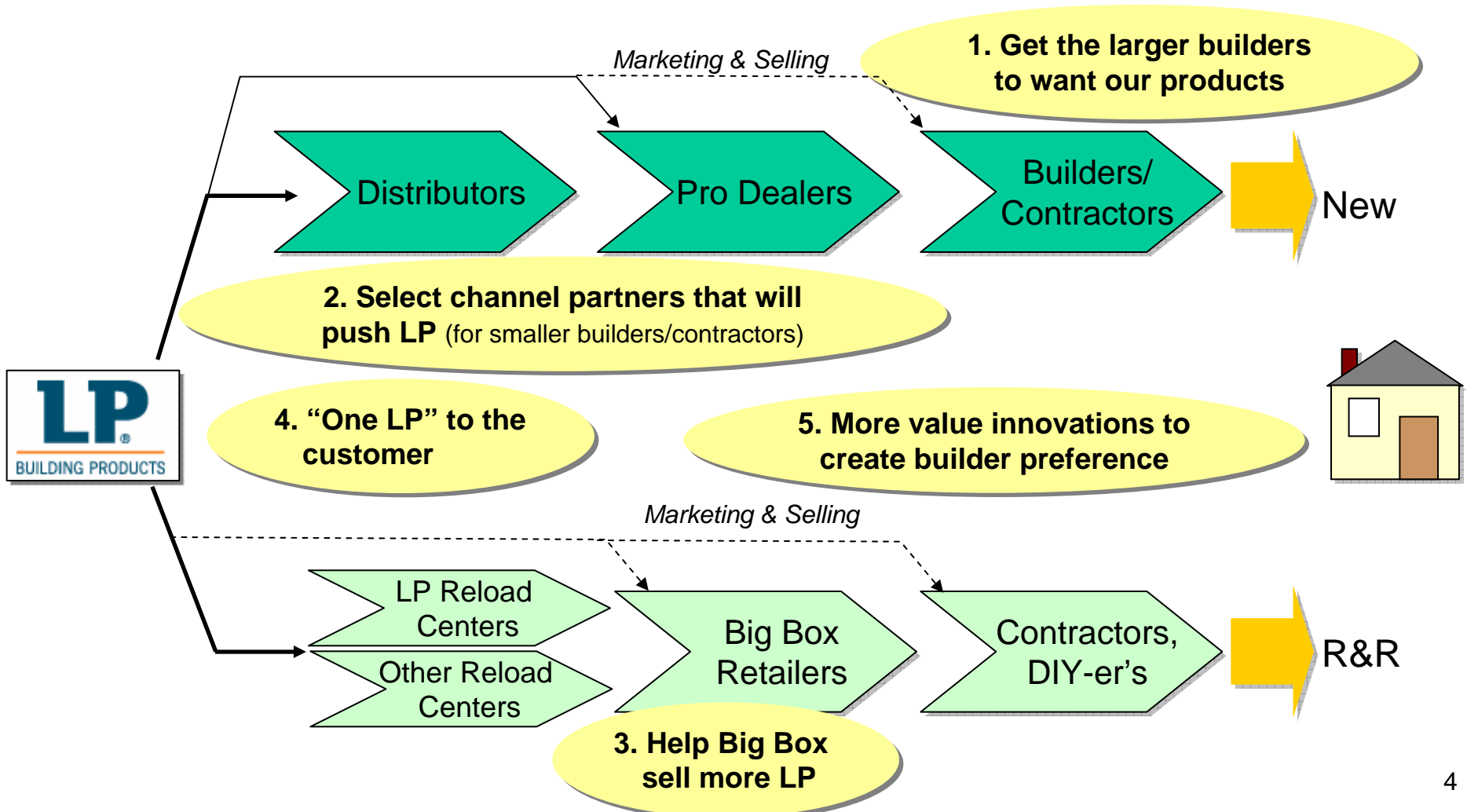


Sources: US Department of Commerce; RISI April 2006, 5 year forecast; and the State of the Nation's Housing – 2004, Joint Center for Housing Studies of Harvard University (JCH)



# LP Channel Strategy: Supplier of Choice by Getting Customers to Have a Preference for LP Products

## 5 Strategic Goals





# LP's Business Segments

## OSB

- Commodity Panels
- Tech Shield
- Flooring

## Siding

- SmartSide OSB Siding
- Exterior Hardboard Siding

## Engineered Wood Products

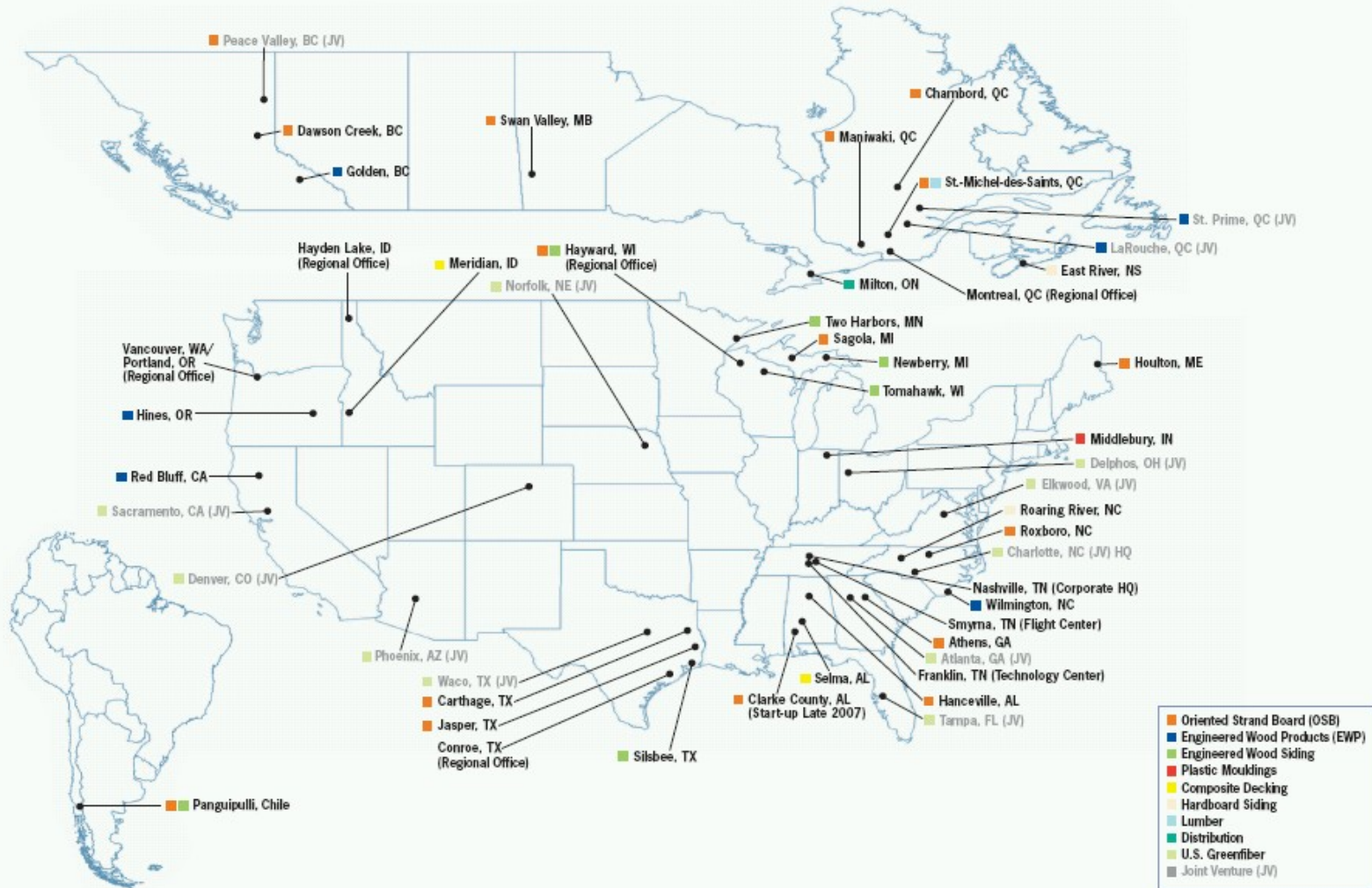
- Laminated Veneer Lumber
- I - Joist

## Other Building Products

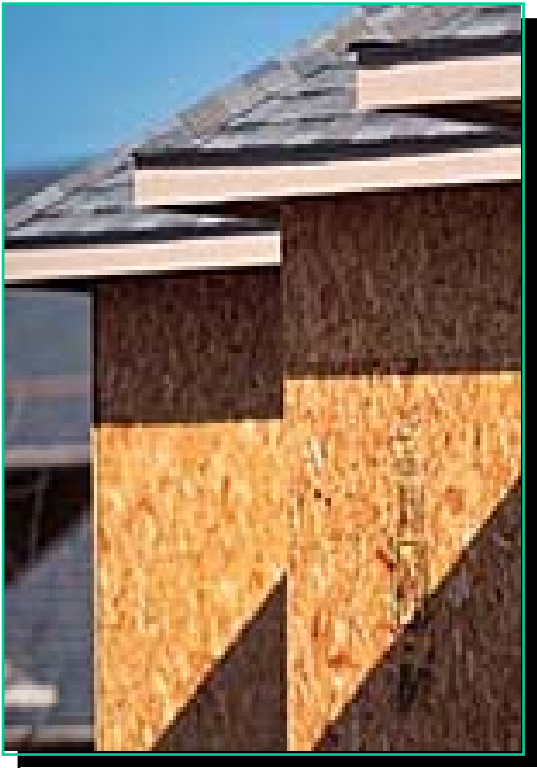
- Composite Decking
- Moulding
- Chile OSB
- U.S. Greenfiber

# Map of LP Facilities

Louisiana-Pacific Corporation Facilities (U.S., Canada and Chile)



# Oriented Strand Board (OSB)



- #1 North American OSB producer with about 23% market share ... about 15% share of structural panels
- Best geographic coverage allows for a low delivered cost
- Growth through existing mill investments and new mills

Mill capacities:

13 mills – 5.7 bsf

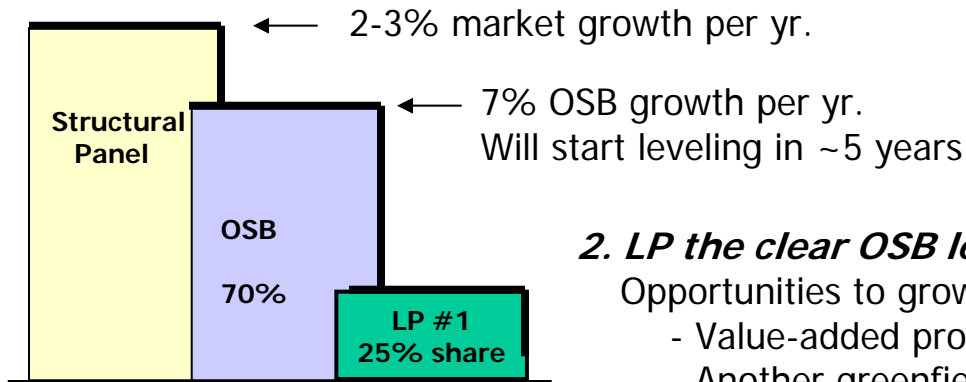
Peace Valley JV – 800 mmsf

Alabama under construction – 700 mmsf



# OSB Market Summary

## 1. OSB growth slowing, but still growing



## 2. LP the clear OSB leader

Opportunities to grow faster than market:

- Value-added products
- Another greenfield mill late in the planning cycle

## 3. Cyclical market

- New mills coming on line
- Demand remains strong
- D/C ratio will decline in near term
- Prices forecast (from RISI) to drop in 2007

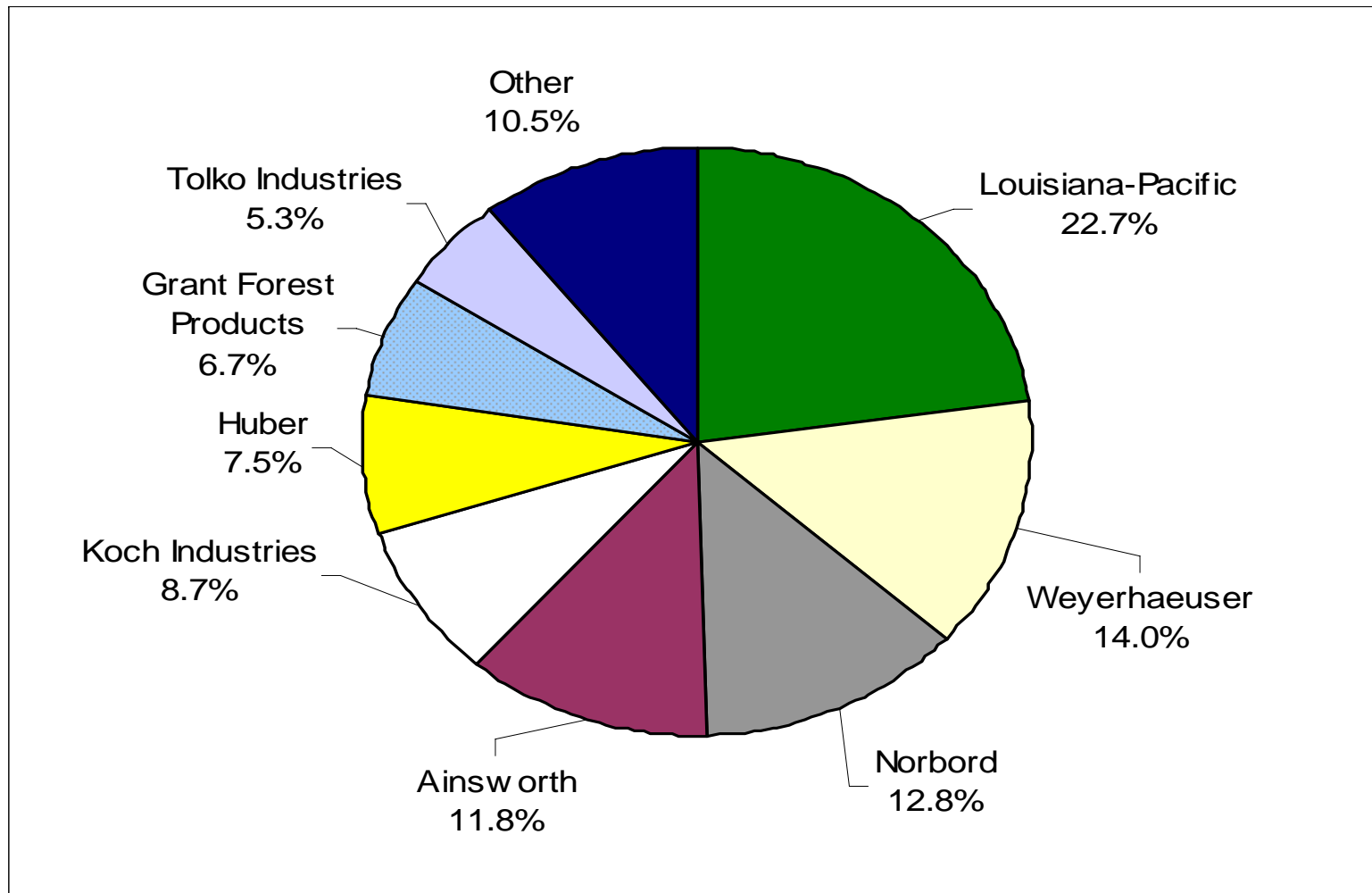
## 4. Low substitution threat

- No major new technology threats, but new building techniques could emerge following catastrophic events

## 5. Competitive dynamics

- Share determined by quality of service, cost and footprint
- Profitability determined by relative delivered cost and product mix
- Rationalization will occur (plywood and high-cost OSB mill closures)

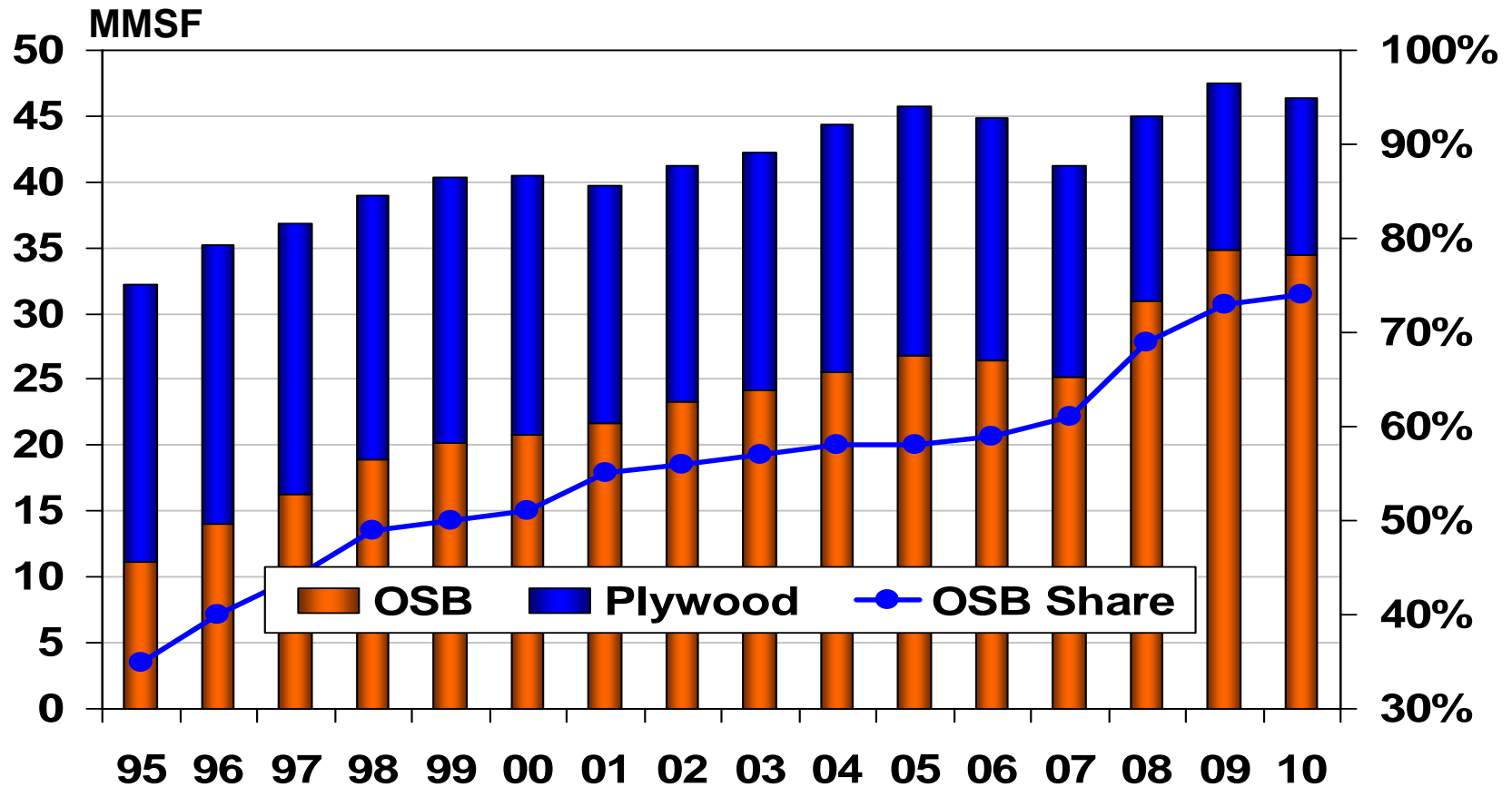
# OSB Market Share - 2005



Source: RISI 2005 Capacity Survey

# Structural Panel Demand

## North America Structural Panel Demand

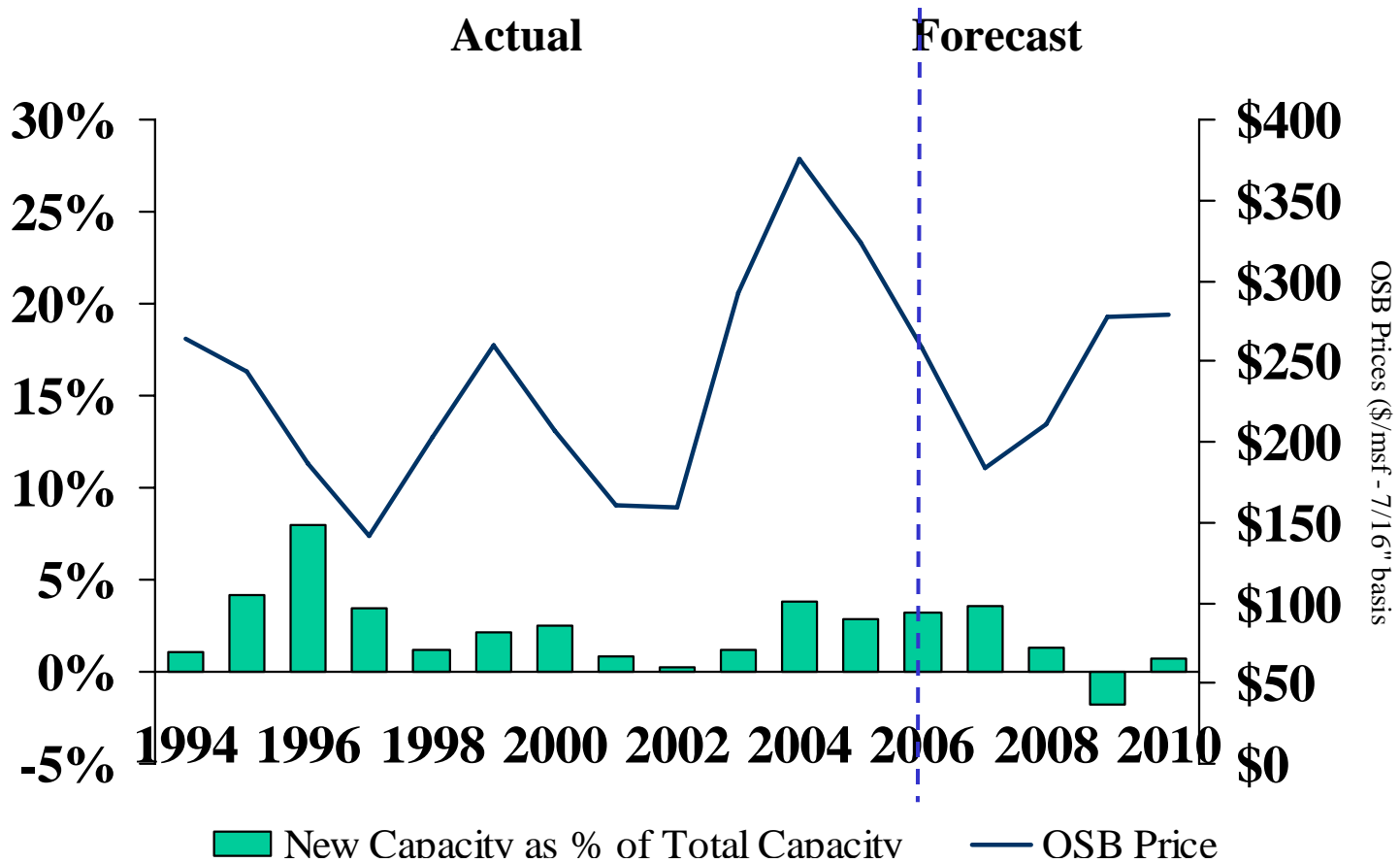


Source: RISI April 2006, 5 year forecast



# Favorable OSB Supply Outlook

## Net Additions and OSB Prices – Structural Panels



Source: RISI April 2006, 5 year forecast, includes greenfield and “creep” capacity

# Engineered Wood Products



- #1 position in solid-sawn I-Joist
- #3 position in LVL / I-Joist
- Steady demand growth
- Aligned and supportive customer base (#1 supplier to 2-step independent distribution)

Mill capacities:

LVL - 12.1 mmcf

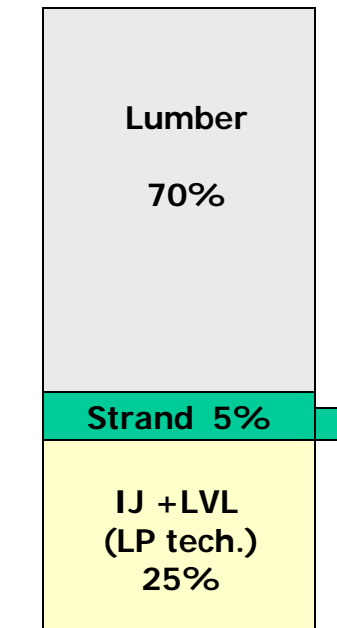
I-Joist - 80 mmlf

- 140 mmlf (Abitibi JV)

OSL – 7 mmcf (2008)

# EWP Market Summary

## ***1. High EWP Potential: \$9 Billion as Engineered Wood***



## ***2. Strand will win future growth***

- Distributors want full line suppliers
- Strand price/performance will displace other technologies
- New applications (beam / header; tall wall)

***Growing 15-20%***

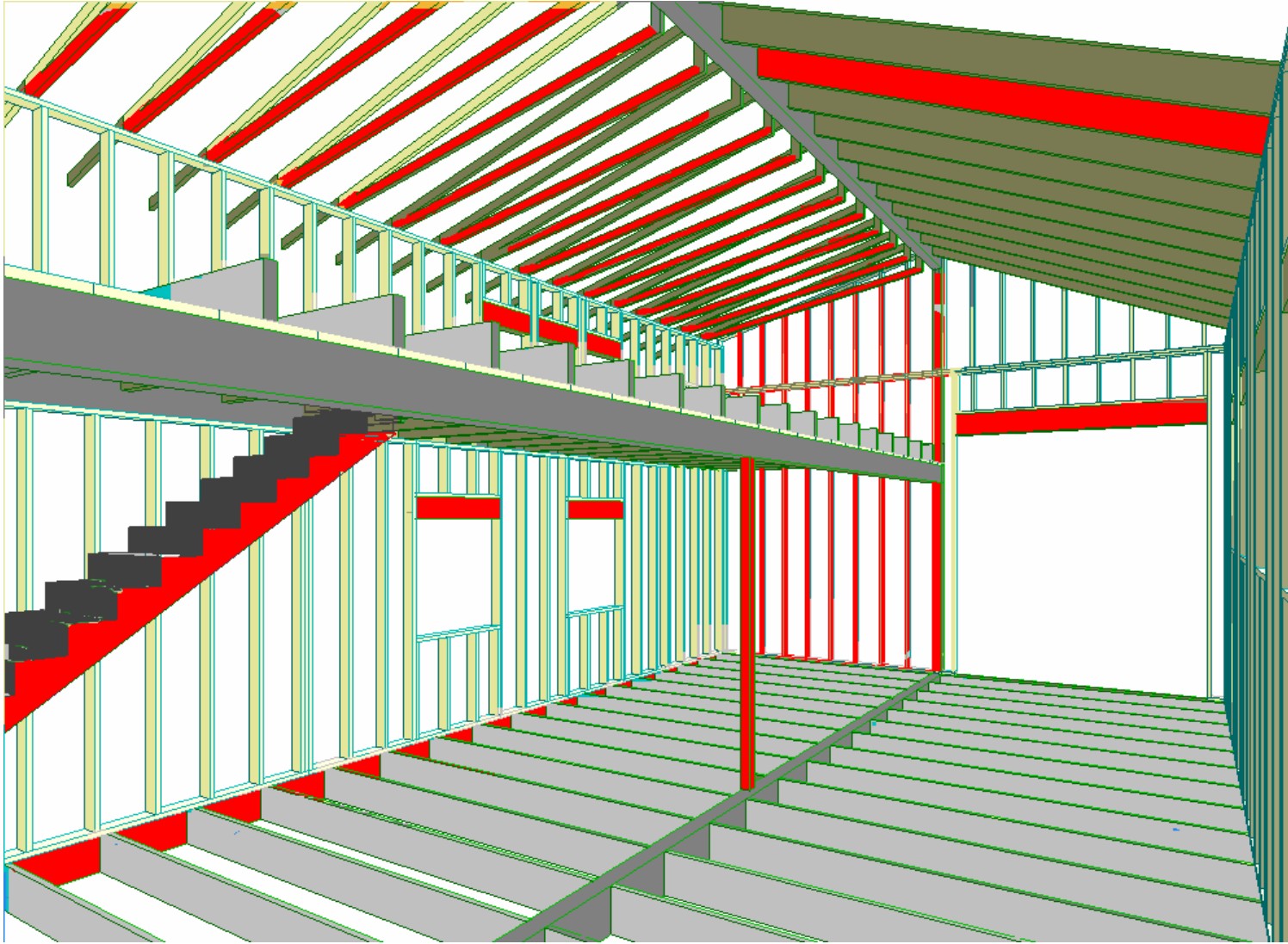
***Was growing 5-10%; forecast slower, cyclical growth (LP has 12% of this segment)***

## ***3. LP position in LVL, IJ needs to be solidified ... but fit with LP is very strong***

- JV in Quebec gives LP low cost position in I-Joist
- Good LVL position in the West but need more Eastern capacity
- LP #3 share; BC and TJ have own distribution and broader product lines



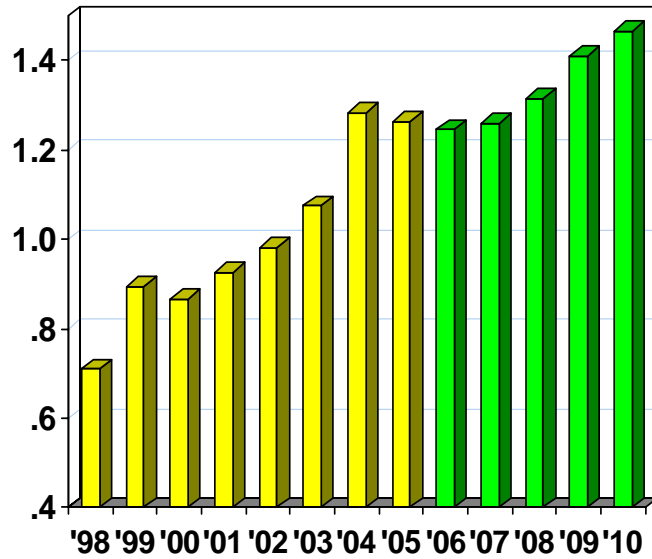
OSL will be pushed into the existing “LP House” and will substitute for current lumber applications



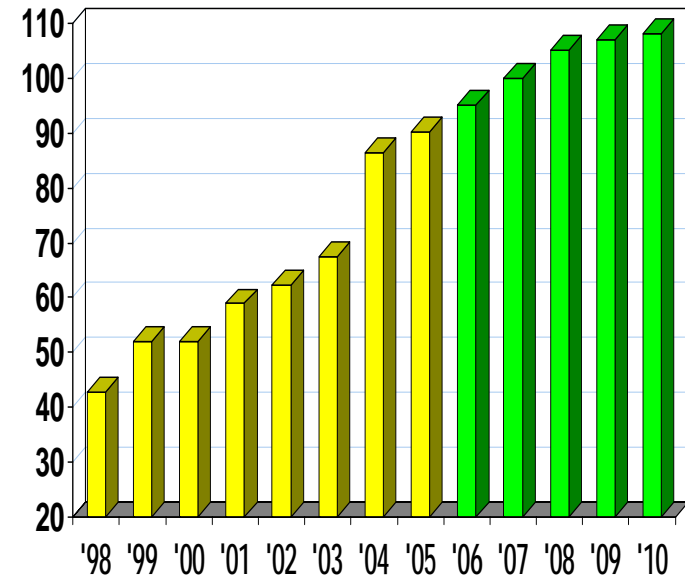


# EWP Demand Growth

### I-Joist – Billion Linear Ft.



### LVL – Million Cubic Ft.



Source: APA-The Engineered Wood Association





- Smart Side product line exhibiting strong growth:
  - Family of products – lap, panel, trim, fascia, soffit
  - Lower installed cost than Fiber Cement, Aluminum, and Wood
  - Curb appeal / outstanding performance
  - Hayward conversion in production
- Hardboard – lowest cost and broadest product line in the industry

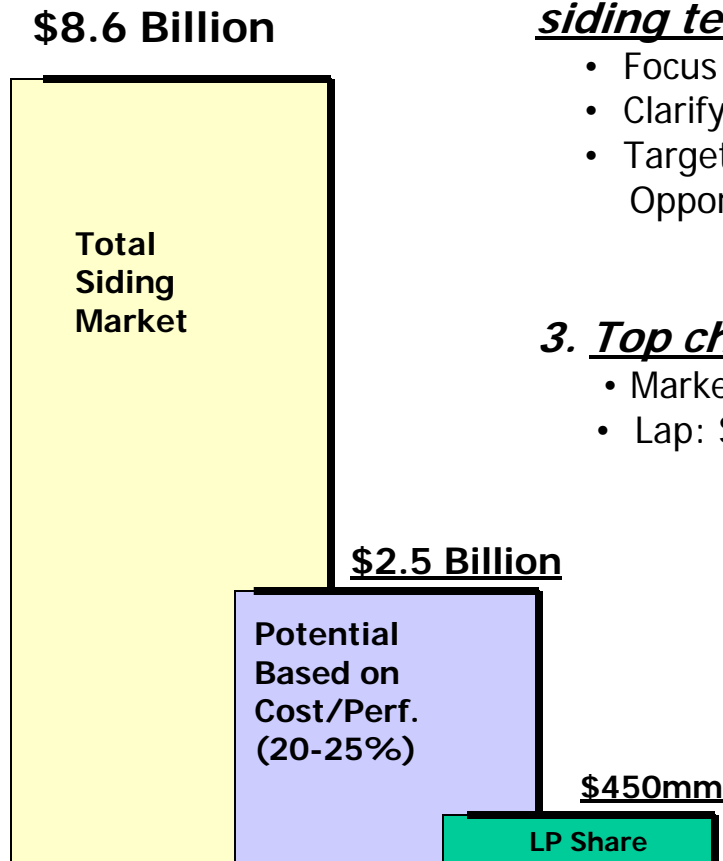
Mill capacities:

4 SmartSide mills – 900 mmsf

2 Hardboard mills – 550 mmsf

# Siding Market Summary

## 1. Huge LP opportunity



## 2. Growth opportunity: displace other siding technologies via:

- Focus by product (lap, panel, trim, fascia, soffit)
- Clarify and better communicate superior value propositions
- Targets: Plywood, solid sawn, fiber cement and vinyl  
Opportunity to convert additional older OSB mills

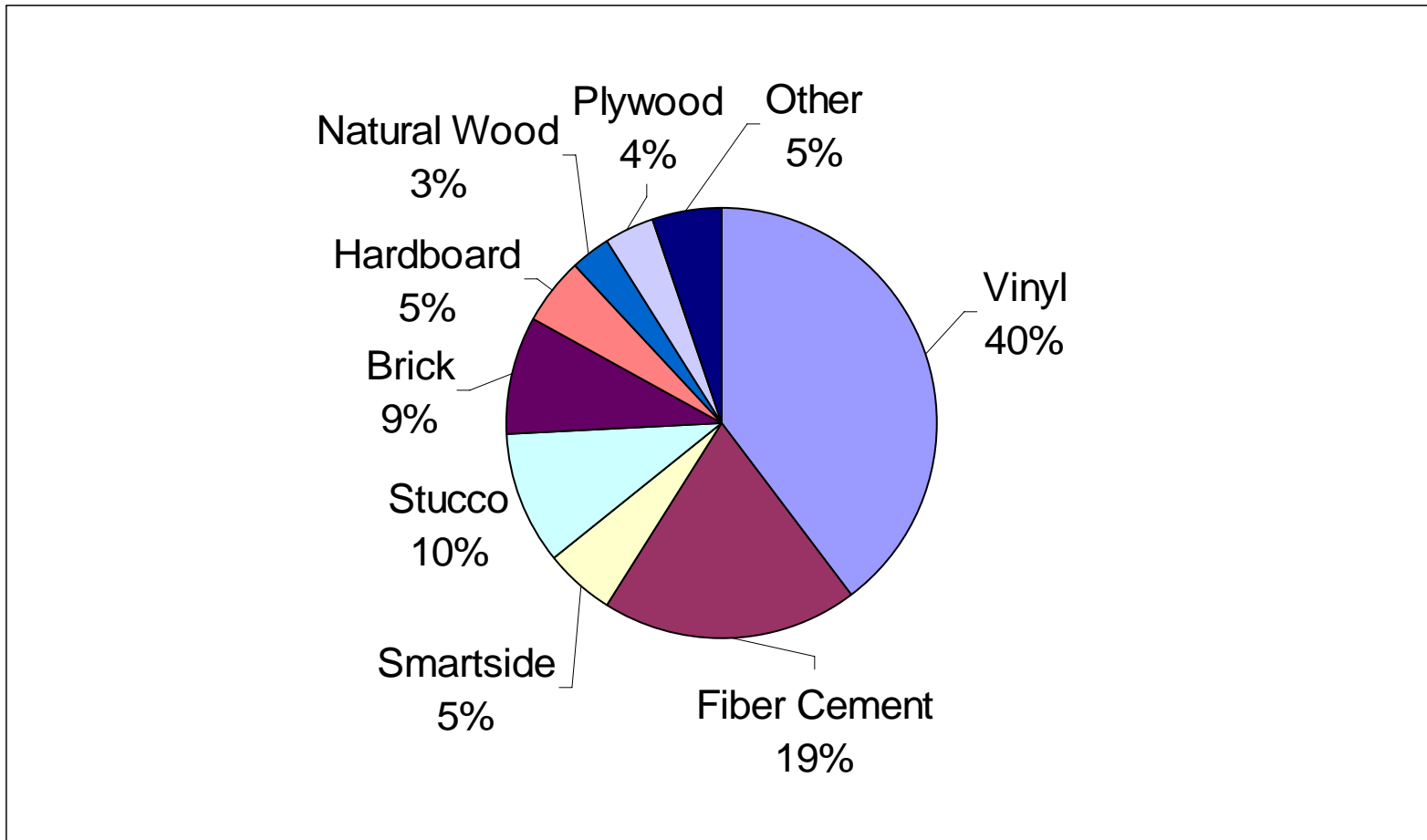
## 3. Top challenges

- Marketing execution
- Lap: Shifting criteria to installed cost

*LP dominates  
"Composite Wood" niche*



# Exterior Siding Market – Market Share by Category – 2005



**Total Siding Demand in North America in 2005 = 11 billion square feet**

Source: Ciprus, Freedonia, James Hardie, LP Internal

## Other Building Products



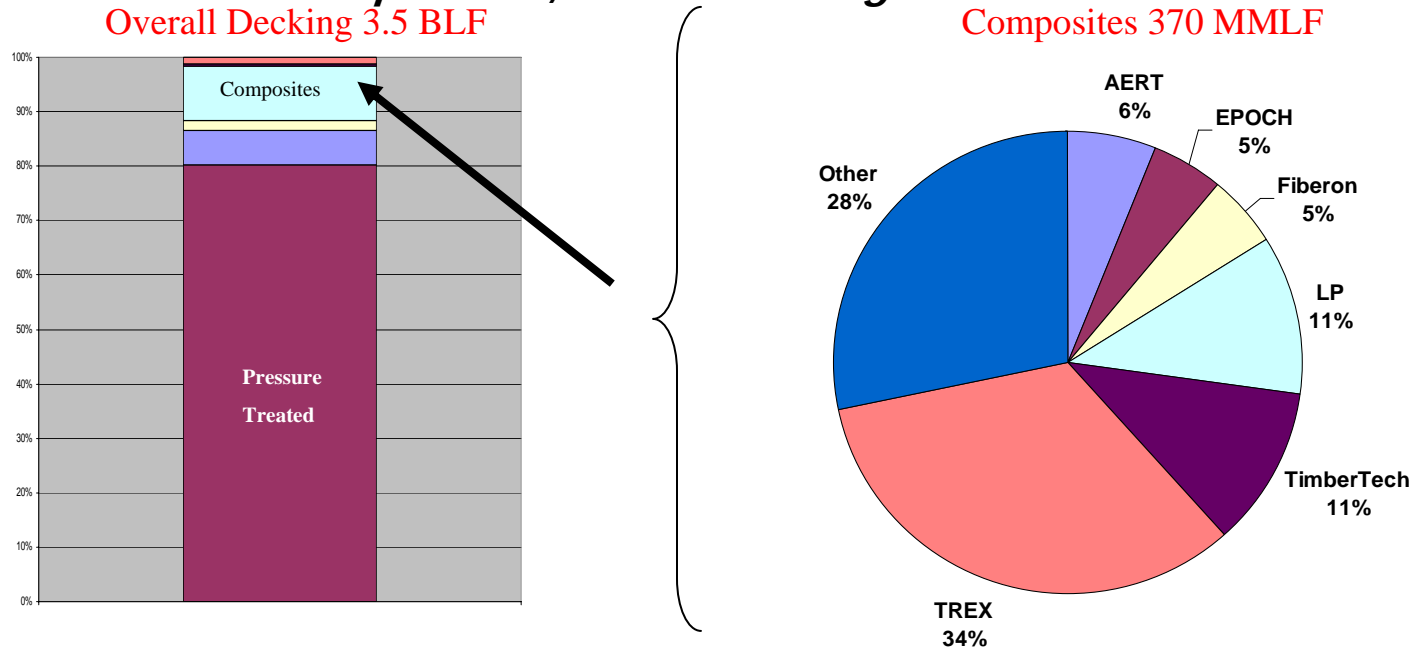
- Outdoor Living – #2-3 position, excellent decking products (good/better/best strategy)
- Chile – operation supporting early South American growth; one mill, another to be completed 2007
- Mouldings – profitable interior business with ability to broaden product line
- U.S. GreenFiber – largest cellulose insulation business in North America (50%-owned JV)  
Mill capacities:
  - Decking – 90 mmlf
  - Chile – 130 mmsf; 150 mmsf to be added
  - Moulding – 300 mmlf
  - U.S. GreenFiber – 14 facilities

# Composite Decking Market Summary

## 1. The market continues to grow at double digits

- Displacement of treated lumber, now at about 13%, shows no sign of leveling off (forecast: 25-30%)
- Wood treaters response: forecasting decline; some entering composites

## 2. LP in the #2 or #3 position, but had little growth in 2005



## 3. LP aggressive response:

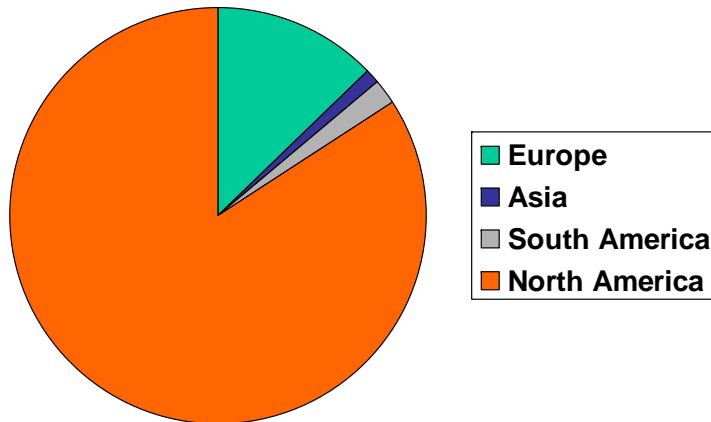
- Actions to grow faster than market
- Capacity in place ahead of demand (recent Meridian and Selma expansions)

# International – Situation Analysis

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

## 2005 Global OSB Demand

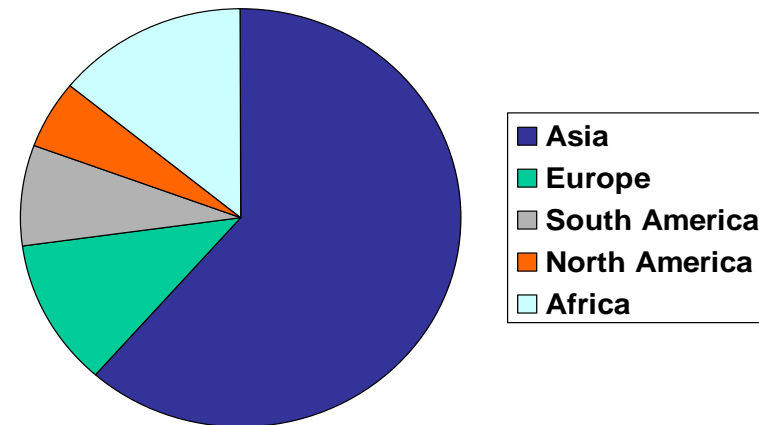
27 Billion SF



*Current market*

## World Population By Region

6.4 Billion People



*Theoretical opportunity*

The opportunity for OSB is just emerging



# Very Strong Balance Sheet

In millions except per share

|  | <b>2006</b>     | <b>December 31</b> |             |
|--|-----------------|--------------------|-------------|
|  | <b>March 31</b> | <b>2005</b>        | <b>2004</b> |
| Total Cash and Cash<br>Equivalents *                                 | \$ 1,374        | \$ 1,395           | \$ 1,249    |
| Working Capital *  | 1,524           | 1,451              | 1,164       |
| Net Cash and Investments *   | 966             | 968                | 845         |
| Capital Expenditures (YTD)   | 42              | 258                | 180         |
| Depreciation, amortization,<br>and cost of timber harvested<br>(YTD) | 35              | 133                | 141         |
| Book Value per Share   | 19.95           | 19.31              | 16.05       |

\* See appendix for reconciliations



# Conclusions

LP has ...

- Leadership position in OSB with exceptional geographic distribution
- Specialty businesses with sales > \$1 billion and growing profitability
- A focused business model
- Continuing drive to be the low cost producer
- Growth opportunities in OSB (commodity and specialty), EWP and specialty exterior products
- Discipline in capital deployment
- Strong balance sheet ... financial flexibility





# Q1 Highlights

- Net Sales \$680 million
- Net Income \$84 million ... EPS \$0.79
- OSB volume up 19% from Q4 and 14% from Q1 05
- EWP profit up 22% from Q4 and 83% from Q1 05
- Siding volume up 10% from Q4 and 13% from Q1 05
- Decking volume up 89% from Q4 and 35% from Q1 05
- Spent \$42 million in capital (includes JVs)



# Questions



# Appendix



|  | March 31,<br>2006 | December 31,<br>2005 | December 31,<br>2004 |
|--|-------------------|----------------------|----------------------|
| <u>Calculation of "Working Capital"</u>                |                   |                      |                      |
| Current assets   | \$ 1,851          | \$ 1,797             | \$ 1,604             |
| Current liabilities                                    | (327)             | (346)                | (440)                |
| Working capital  | <u>\$ 1,524</u>   | <u>\$ 1,451</u>      | <u>\$ 1,164</u>      |
| <br><u>Calculation of "Net Cash and Investments"</u>   |                   |                      |                      |
| Long-term debt   | \$ (734)          | \$ (735)             | \$ (623)             |
| Current portion of long term debt                      | (1)               | (19)                 | (178)                |
| Current portion of limited recourse debt               | (70)              | (70)                 | -                    |
| Notes receivable from assets sales                     | 397               | 397                  | 397                  |
| Total cash and investments                             | 1,374             | 1,395                | 1,249                |
| Net cash and investments                               | <u>\$ 966</u>     | <u>\$ 968</u>        | <u>\$ 845</u>        |
| <br><u>Calculation of "Total Cash and Investments"</u> |                   |                      |                      |
| Cash and cash equivalents                              | \$ 698            | \$ 608               | \$ 545               |
| Short term investments                                 | 613               | 717                  | 608                  |
| Restricted cash  | 40                | 56                   | 66                   |
| Long-term investments                                  | 23                | 14                   | 30                   |
| Total cash and investments                             | <u>\$ 1,374</u>   | <u>\$ 1,395</u>      | <u>\$ 1,249</u>      |