



Louisiana-Pacific Corporation

Investor Presentation

Summer 2018



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, costs for raw materials 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*

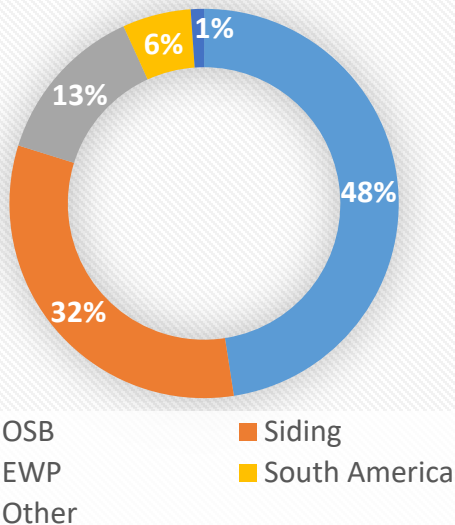
During the course of this presentation, certain non-U.S. GAAP financial information will be presented. Reconciliation of those numbers to U.S. GAAP financial measures are available on the company' s website at www.lpcorp.com under the Investor Relations Presentations section.



Introduction to LP

Proven leader in engineered wood technologies with market-leading positions

2017 Revenue by Segment



A Leader in Our Markets

Siding

- #1 producer of treated engineered wood siding with strong national presence
- Capacity expansion projects underway



OSB

- Leading producer of value-added OSB
- Positioned to compete in all North American markets



Engineered Wood Products

- #3 producer in North America and #1 producer of solid sawn I-Joist
- A leading supplier to dealers and independent two-step distribution



South America

- Only producer of OSB, OSB Siding and I-Joist in South America
- Growing demand for wood-based residential construction
- Expanding production capacity in Brazil and Chile



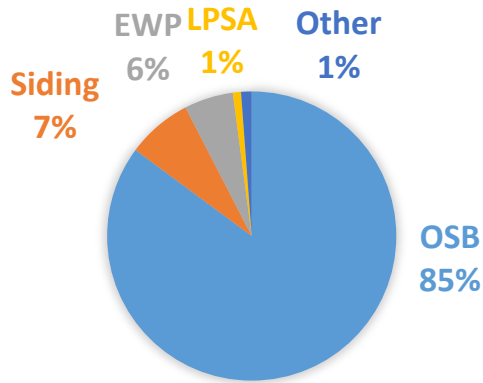
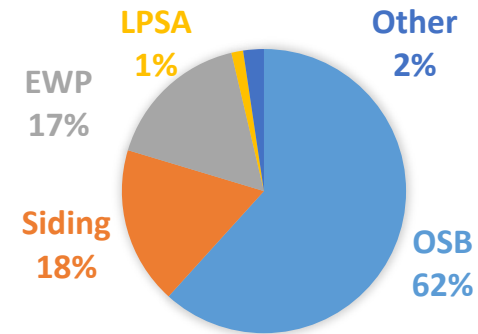
Increasing Specialty Product Mix

Revenue Mix

Profit (Loss) Mix

2005A¹

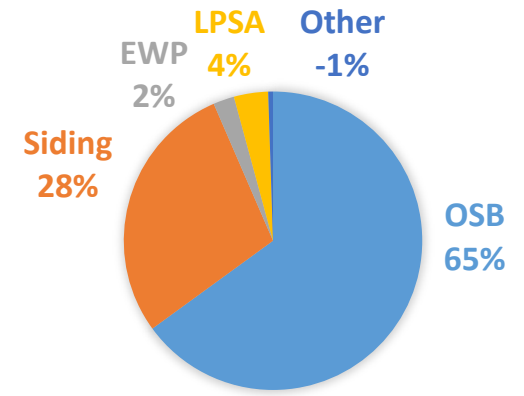
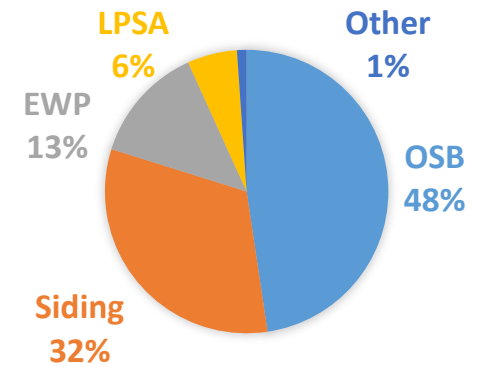
2.2m Housing Starts



Profit (loss): \$621M²

2017A

1.2m Housing Starts

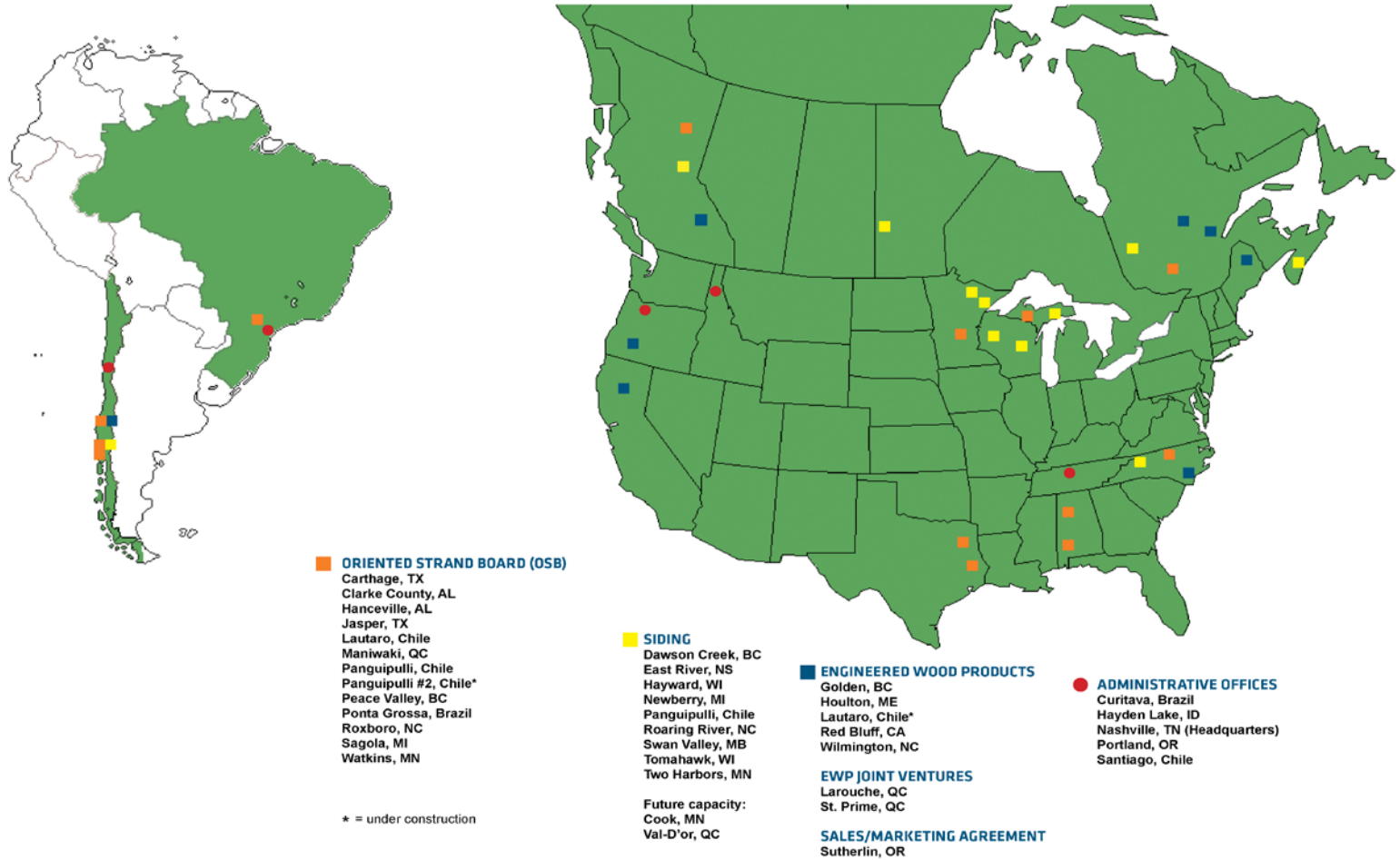


Profit (loss): \$648M²

Driving profitable and sustainable growth in our specialty products business as we continue to diversify LP away from the commodity OSB cycle

1. Restated revenue numbers based upon LP's current business
 2. Represents the sum of the profit or (loss) by segment before tax and unallocated expenses

Geographically Diverse Operating Base



KEY DRIVERS OF OSB DEMAND

- New residential construction
- Repair / remodeling
- Industrial / light commercial
- Opportunistic export

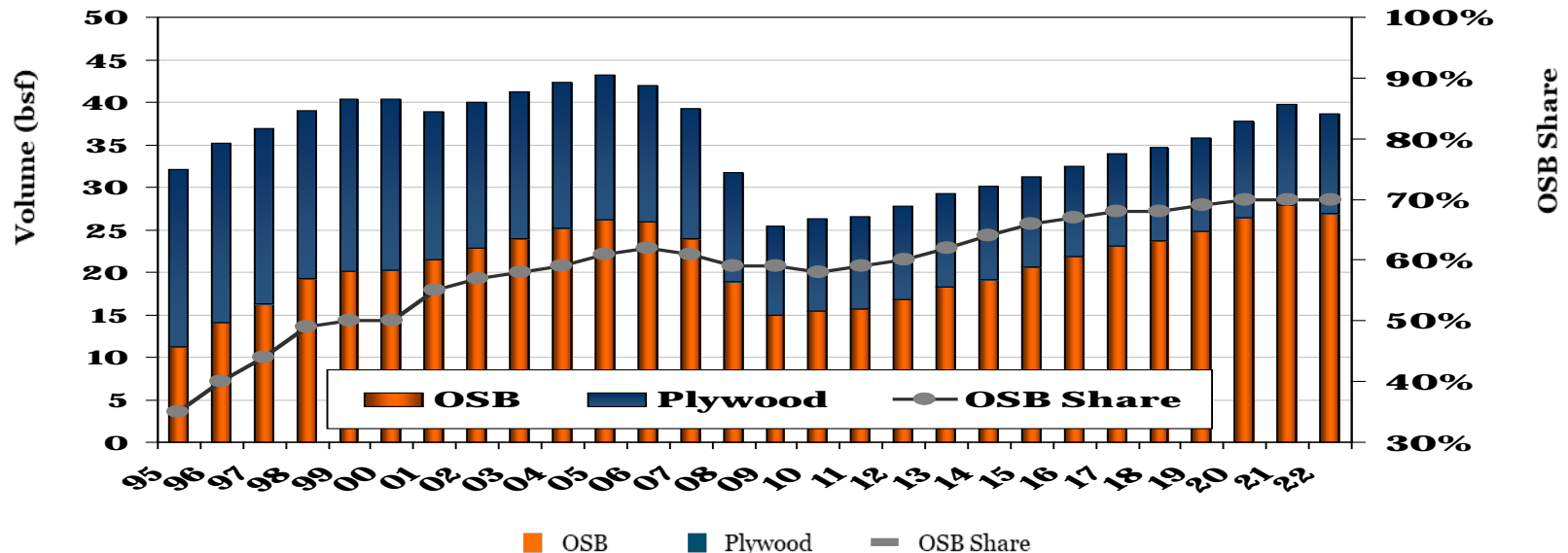
LP OSB GROWTH DRIVERS

- Value Add OSB Sales
- Operational Efficiencies
- Supply Chain Savings

OSB Market Penetration

U.S. Housing Starts S/MF/MH (millions):

1.3 1.4 1.5 1.6 1.7 1.6



Source: FEA Q4 2017 Structural Panel Forecast

EWP is a leading supplier to dealers and two-step distribution. It is the #3 producer in North America and the #1 producer of solid sawn I-Joist

LP SolidStart I-Joist

are lightweight, straighter and more uniform in strength, stiffness and size than traditional lumber

LP SolidStart LVL

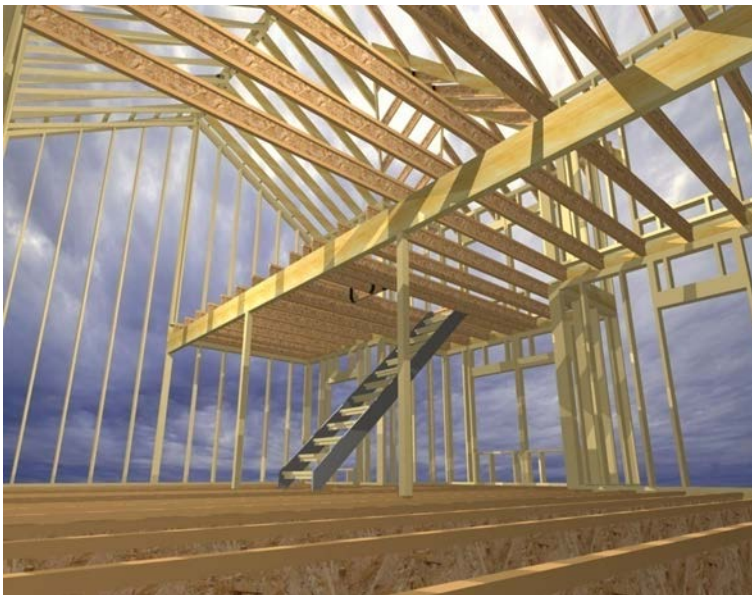
delivers greater dimensional consistency and load-carrying capacity than traditional lumber

LP SolidStart LSL

installs like traditional lumber, but surpasses it in strength and consistency. It's strong, straight and ideal for a variety of applications



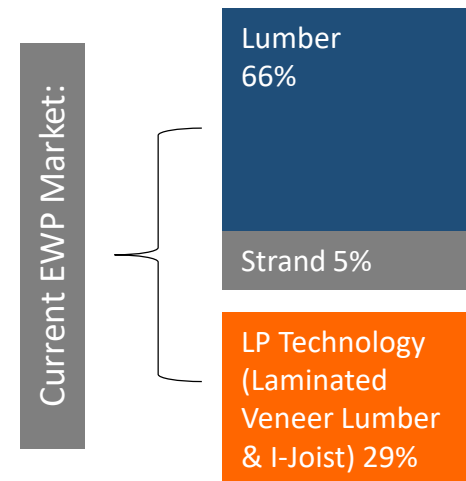
The “LP EWP House”



- EWP offers superior technology over traditional lumber
 - Design flexibility, consistency, higher quality
- Significant room for additional displacement exists
 - Potential for EWP to capture half of traditional lumber market
- Continue international and non-residential growth

Total North American EWP Potential Market

Structural Composite Lumber & I-Joist: ~5 BBF (1)



Source: APA - The Engineered Wood Association, I-Joist Market Report (August 2012), APA - Beam & Header Use in U.S., APA - The Engineering Wood Association, Beam and Header Market Report (September 2012)

¹ Volume based on 1 million housing starts.



SOUTH AMERICA

Building Another Platform for Growth

Only producer of OSB and OSB Siding in South America with 680 mmsf of capacity

CHILE

- Record quarter in Q2 2018
- 2 Chilean mills support local growth
- Panguipulli mill expansion project on time
- SmartSide Siding manufacturing
- Seeding other South American markets

BRAZIL

- Local market in early stages of adapting wood into residential construction
- Export markets – other South American countries, Asia and other countries

PERU

- Sales office is up and running

ARGENTINA

- Expanding presence with opening of new sales office





Positioned to Deliver Sustainable Growth and Value Across Market Cycles

- **Leadership team with proven track record of driving growth in specialty markets**
- **Building a best-in-class operational platform**
 - Flexible, low-cost assets
 - Optimized supply chain
 - Enhanced sales and marketing platform
 - Focused talent development and management
- **Building products leader with large and growing specialty business**
 - Siding segment has delivered 13% revenue CAGR, 26% adjusted EBITDA CAGR (2011-2017)
 - Growing share of \$5.7 billion addressable Siding & Trim market
 - Diversified, high performance product portfolio
 - Shifting production capacity from commodity OSB to specialty products
 - Long-term opportunities in high-value adjacent markets
- **Balance sheet strength provides flexibility to deploy capital to highest return opportunities**
 - Strong free cash flow and robust balance sheet with \$1 billion in cash, cash equivalents
 - Focused capital allocation strategy – investing in organic and inorganic growth, capital returns to shareholders and liquidity needs
 - 2014 \$100 million share repurchase authorization nearly complete; new \$150 million repurchase authorization announced
 - Goal to achieve investment grade credit rating

Our Goal: Deliver Top-Tier Total Shareholder Returns



Market Update

- Key indicators that impact business remain positive, with a combination of low unemployment and income growth
- Housing starts for both single and multi-family homes remain favorable despite rising mortgage rate environment
- Improving demographics translate into strong outlook for housing for foreseeable future
- Shortage of developable land, increased regulatory headwinds, labor scarcity and conservative lending contribute to constraints on supply
- Builder sentiment remains positive



LP Positioned to Benefit from Robust Housing Market

STRENGTHS

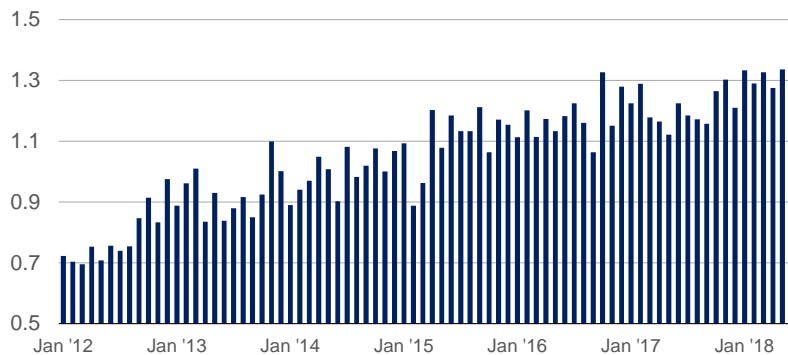
- Real economy is as healthy as its been since the late 90's
 - Low unemployment
 - Strong GDP growth and income growth
 - High builder and consumer confidence
- Continued expansion in single family home starts
- Low interest rates and affordable homes (despite strong home price growth in recent years)
- Very low home inventories
- Demographics are improving as millennials transition to late 20's
- Improvement in repair and remodel sector

POTENTIAL HEADWINDS

- Availability of construction labor
- Available lots
- Reasonable credit environment, affordable rates and appropriate regulations
- Steady employment and increasing wage growth

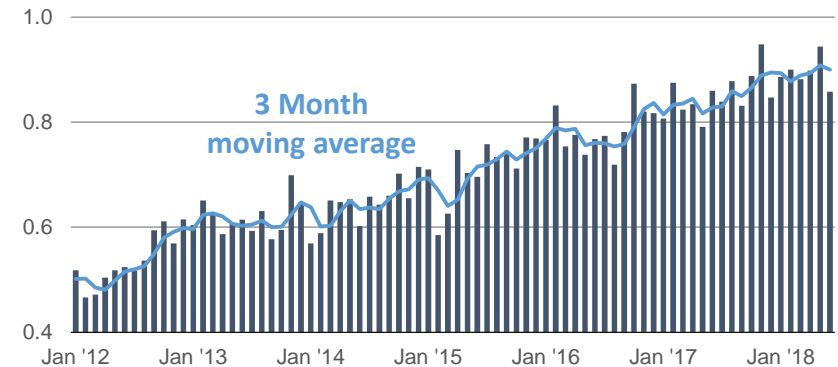
U.S. Housing Starts

Seasonally adjusted annual rate (Millions)



Single-family Starts

Seasonally adjusted annual rate (Millions)





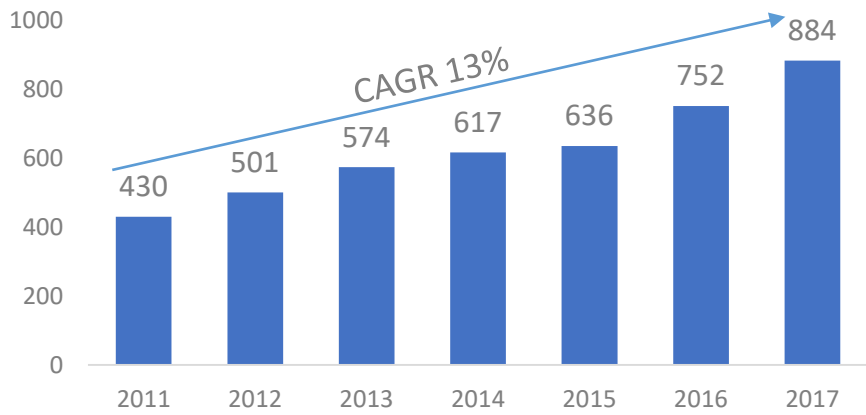
Siding Review



SIDING

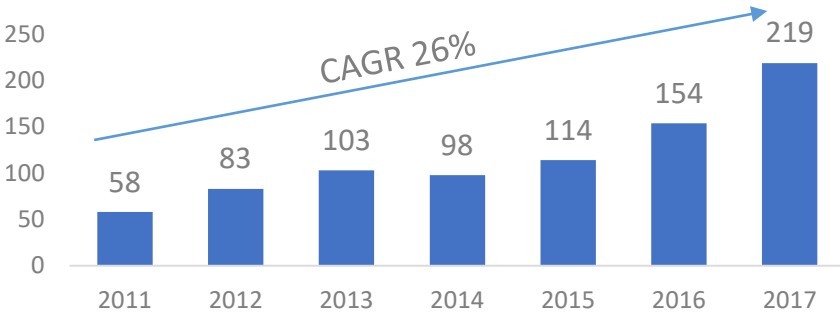
Well-Positioned for Growth

Siding Revenue¹
(\$ in millions)



Housing Starts (SF/MF) 0.61 0.78 0.93 1.00 1.11 1.13 1.21

Siding Adjusted EBITDA
(\$ in millions)



Housing Starts (SF/MF) 0.61 0.78 0.93 1.00 1.11 1.13 1.21

- LP[®] SmartSide[®] Trim & Siding offers the warmth and beauty of traditional wood with the durability of treated engineered wood.
- Broad range of LP[®] SmartSide[®] products including:
 - Lap siding
 - Panel siding
 - Trim and fascia
 - Vertical siding
 - Soffit
 - Cedar texture shakes
 - Perfection shingle
- Siding growth drivers
 - Market development
 - Price realization
 - Operational flexibility and efficiency

¹ Includes OSB sold through this segment

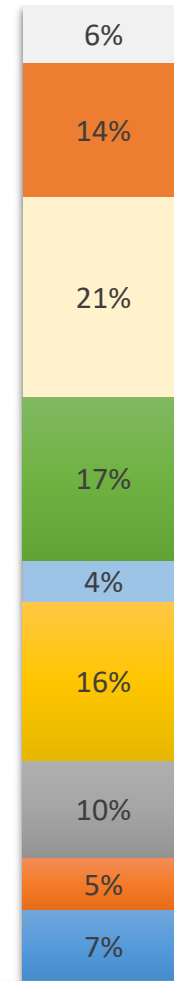


Growing Share in Large and Attractive Markets

	Total Siding & Trim Market	Addressable Siding & Trim Market
Residential New Construction	\$2.3bn	\$1.4bn
Residential Repair & Remodel	\$4.3bn	\$3.1bn
Specified Markets (Multi-Family & Commercial) New and Repair & Remodel	\$2.7bn	\$1.2bn
TOTALS	\$9.3bn	\$5.7bn

- LP currently has 10% share of the total \$5.7 bn *addressable* siding market
- Market share by segment is measured against Addressable Market = Demand for Engineered Wood, Vinyl, Stucco, Fiber Cement and Wood
- Outdoor Building Solutions (OBS) is not included in market estimates but represents an additional \$1.1 bn in addressable market revenue of which LP currently has 23% share

Total Siding & Trim Market
\$9.3bn (100%)



- Engineered Wood
- Fiber Cement
- Vinyl
- Wood
- Stucco & EIFS
- Brick
- Concrete & Stone
- Metal Panels
- Other

Total Market Share by Material

WHAT DO REMODELERS WANT?

- Support for training, marketing and lead generation
- Durable and reliable performance – at the jobsite and for the homeowner
- Products that are quick and easy to install and available where and when they need it
- Growth for their business and their reputations



LP DELIVERS:

- LP® SmartSide® Training Events & BuildSmart Loyalty Program
 - Product installation training led by experienced contractors
 - Opportunity to be part of Preferred Contractor Program with Angie’s List
 - Leads and consumer selling tools to help grow their business
- Durable products that are quick and easy to install
 - Backed by industry leading warranty (including Hail)
 - Works/cuts like traditional wood -- No special tools required
 - Lightweight product
- Products available at multiple outlets
- Online campaigns that build homeowner awareness and generate leads for remodelers

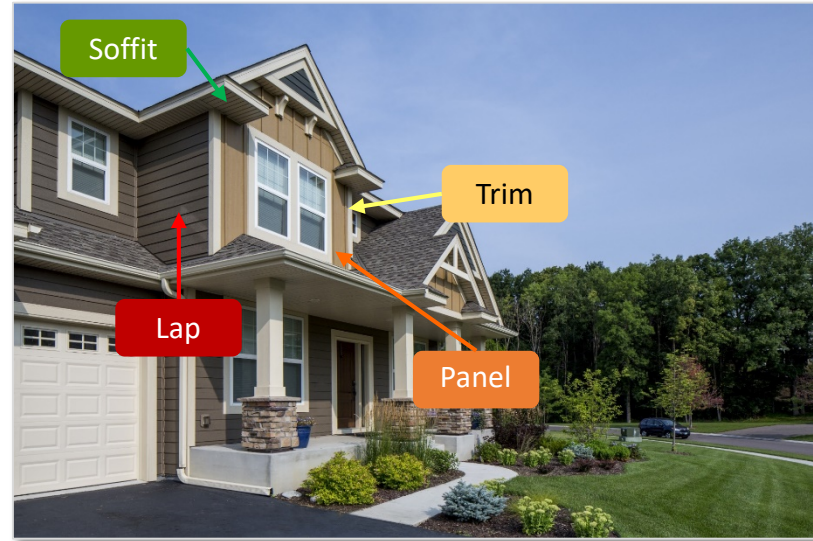


WHAT DO BUILDERS WANT?

- Products that perform – at the jobsite and for the homeowner
- Solutions to offset the shortage of labor
- Options to help lower their cost of production
- Growth for their business and their reputations

LP DELIVERS

- Long lasting durability and impact resistance
- Easier installation and finishing, resulting in less labor and fewer callbacks due to:
 - No special tools required
 - Works/cuts like traditional wood
 - Lightweight product
- Trusted manufacturer with an industry leading warranty
- Marketing Cooperatives
 - Partnerships with builders to promote their brand
 - Regional incentives and promotions



WHAT DO ARCHITECTS/GENERAL CONTRACTORS WANT?

- Durable and sustainable products to specify
- Design flexibility/code compliance
- Cost competitive products that offer value to their clients
- Reputation of manufacturer, product and warranty



LP DELIVERS:

- Products with long-lasting durability and impact resistance at a competitive cost
- Accurate and reliable specification, customer, technical and jobsite support
- Face-to-face engagement through education and training opportunities
- Trusted manufacturer with an industry leading warranty

WHAT DO OBS FABRICATORS WANT?

- Products with high performance and aesthetic appeal, specifically designed for use in sheds
- Increased sales via qualified traffic to shed dealer lots
- Marketing services and support



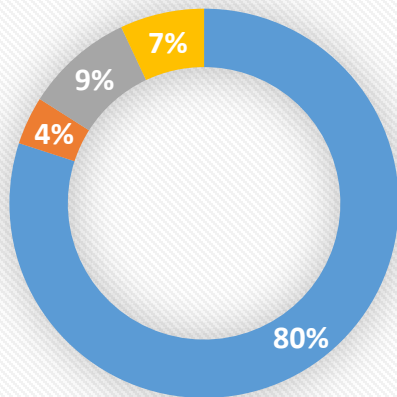
LP DELIVERS:

- Specialized products enhanced and warranted for shed applications:
 - SmartFinish® and SilverTech® panels
 - ProStruct® roofing with SilverTech®
 - ProStruct® flooring with SmartFinish®
- Best-in-class marketing services, including complimentary training and point of sale merchandising, designed to increase dealer lot traffic and preference for LP products
- B2B and B2C media campaigns designed to drive homeowner preference and sales for LP products at the dealer lot level
- Support for DIY: Tools and support for consumers who desire to build their own sheds



~150 sales people in the market to drive Siding demand in our segments and channels

Salesforce by Segment | Channel



- Remodelers | Builders
- Architects | Gen Contractors
- Retail
- Technical Sales

Market Focused Sales Organization

Remodelers & Builders – Residential and Shed

- Sales personnel working in the markets to drive product placement and pull through demand with the end user



Architects and General Contractors

- Team of specialists driving early specifications for multi-family and light commercial buildings



Retail Sales Team

- Sales representatives supporting in-store product placement, training, and pro-desk activation for Home Depot, Lowes and Menards



Field Technical Sales

- Experts focused on ensuring building code understanding and accessibility and providing field technical support for installation



Expanding Siding Capacity to Support Growing Demand



Dawson, British Columbia OSB Mill – 300 msf

- Proximity to our West Coast customer base
- Currently running OSB; preparing for conversion into a siding mill later this year
- Anticipated production start-up Q1 2019



Val-d'Or, Quebec – 225 msf

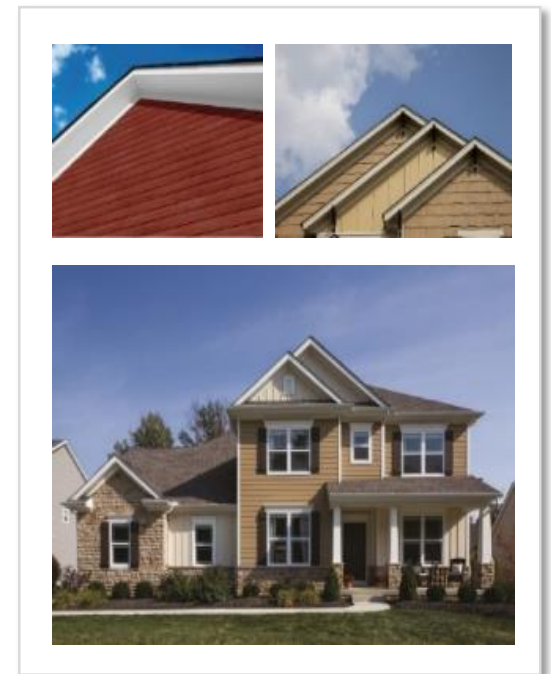
- Press better suited for lap and trim siding
- Mill idled since 2012



Cook, Minnesota – 400 msf

- Some infrastructure in place
- Support from state of Minnesota

- LP SmartSide is a superior high performing product with an industry leading warranty
- Significant room for share growth in all market segments
- Broad range of products that meet the needs of all our diverse customers
- Robust salesforce focused on driving Siding demand in the market
- Expanding capacity to meet growing demand





Investing for Growth & Innovation

	Market Demand	LP Products	
Energy Efficiency	Products that reduce home energy costs and carbon footprint of single family homes	LP TechShield Radiant Barrier Sheathing	The #1 brand of radiant barrier that blocks up to 97% of radiant heat to lower home attic temperatures and reduce overall cooling cost
Fire Resistance	Growth in 5-6 story multi-family construction that utilizes fire resistant wood sheathing	Barrier Acquisition - LP FlameBlock Fire-Rated OSB Sheathing	Meets fire codes and exceeds expectations with more strength, labor savings, and greater design flexibility
Durability	Demand for Hardwood flooring that need high performance sub-floor in single family homes	LP Legacy Super-Tough, Moisture Resistant Sub-Flooring	Premium sub-flooring and one of the strongest, stiffest sub-flooring in the market, made with Gorilla Glue Technology
Productivity	Pre-fabricated floor and wall panels that increases job site efficiency and reduces labor cost	LP SolidStart LSL - Laminated Strand Lumber	Consistently strong, durable and reliable building components replacing lumber in pre-fab panels
	The current labor shortage is constraining the ability of builders to meet demand for housing	ENTEKRA JV – A LP Building Solutions Company	Fully integrated off-site framing Joint-Venture that reduces builder cycle time by 10 days
Aesthetics	Preference for architectural accents such as a gable or accent wall, and Board & Batten design	LP SmartSide Perfection Shingle and Vertical Siding	Smoother texture, straight edge, and Narrow Panel for use with SmartSide Trim



LP ArmorStrand Substrate with Dryvit TAFS 3 Technology

- One-coat acrylic top coat substrate applied to SmartPanel which resists termites and decay
- Faster installation process performed by builders saves time and money
- Primary markets are Northern FL and TX



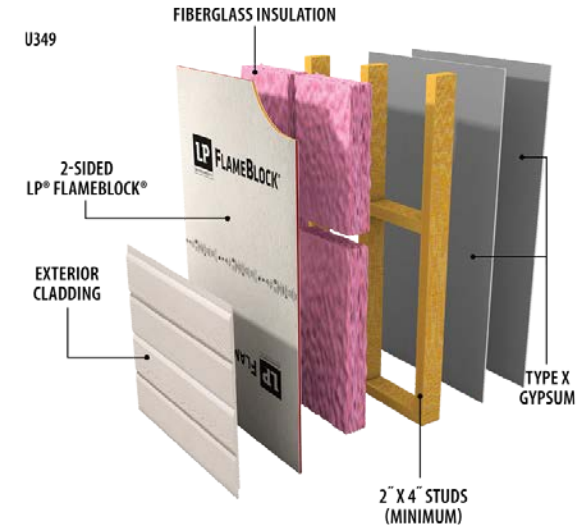
LP PurposeBuilt Garage Door Overlays

- Leveraging SmartSide panel and trims to create a more aesthetically pleasing and premium garage door appearance
- 4 out of top 5 largest manufacturers are purchasing or testing PurposeBuilt overlay products



LP FlameBlock Fire Rated OSB Sheathing allows customers to build fire rated wall assemblies and roof decks faster and with reduced labor costs than common alternatives

LP Legacy Super Tough Moisture Resistant Sub-Flooring, with Gorilla Glue Technology, is the stiffest and one of the strongest sub-floors and comes with an industry leading Covered Until Its Covered Warranty™




LP FlameBlock Fire Rated Sheathing

- 30% CAGR since 2012
- New production line at Clarke County ...
Commissioned 40mmsf capacity
- New national Specified Markets Sales team



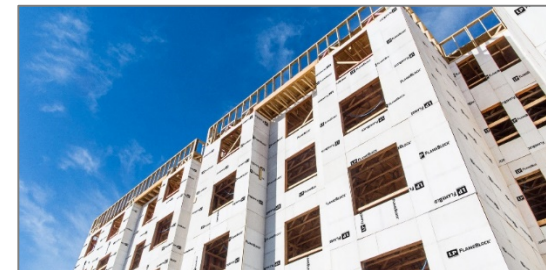
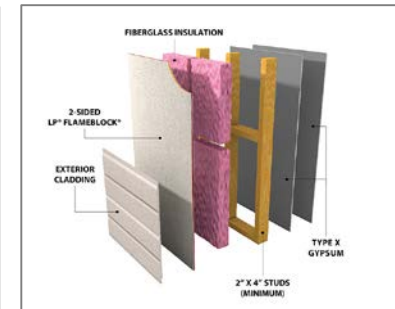
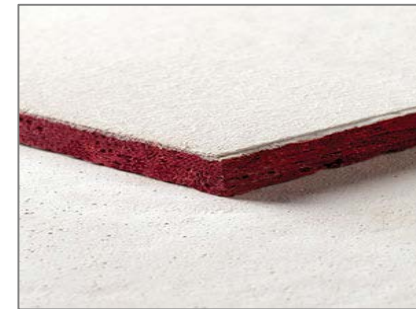
Type V, Single Family New Construction



Exterior walls, Type III Construction
The Varsity, University of Maryland, College Park, MD

Oct. 2017: LP Acquires Barrier Technology

- Acquired IP, know how and margin expansion opportunity
- Barrier manufactures fire retardant coatings used in FlameBlock® fire rated products
- LP Watkins
 - Watkins, Minnesota Opened: 1995
 - Formerly known as Barrier International
- Products produced:
 - LP FlameBlock® Fire Rated OSB Sheathing
 - Blazeguard® FR Deck Panel

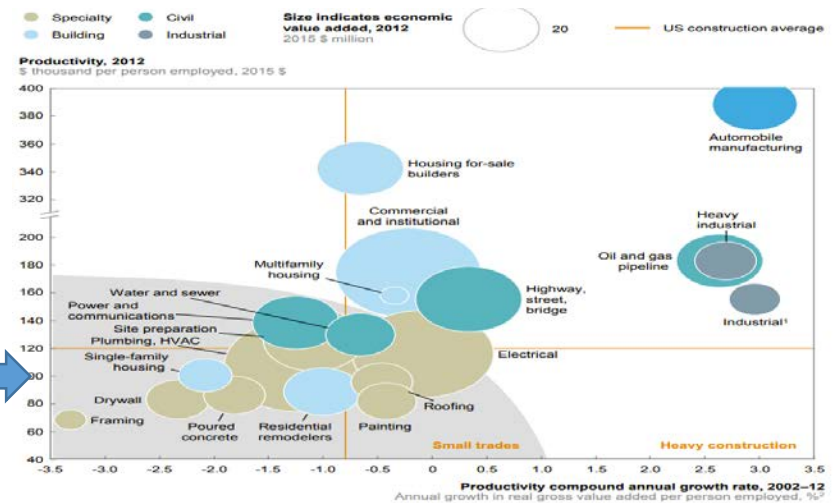


LP's Solution to Increase Productivity

Lack of Productivity in US construction has raised costs significantly

- Productivity in US construction has declined at 1% CAGR between 1995-2015, trailing all other industries
- Framing productivity has declined by 3%
- As illustrated, framing has shown the least progress as it relates to productivity gains
- Factory automation can add to productivity and create value for builders:
 - ✓ Ensures a higher quality home or structure
 - ✓ Reduces the amount of job site skilled labor needed
 - ✓ Provides a faster build cycle
 - ✓ Eliminate jobsite waste associated with on-site framing

Framing is a big part of the problem



Source: US Economic Census; McKinsey Consulting

May 2018: LP Invests in ENTEKRA

1 Design & Engineering

- Entekra generates CAD drawings and specs, and proceeds with necessary steps for value engineering, as well as compliance and implementation
- All aspects of each project are continually reviewed to ensure efficiency in cost, materials, production plan, logistics and building completion

2 Off-Site Manufacturing

- Detailed CAD/CAM files with all specifications are transferred into the production program to optimize the fully-automated manufacturing of the structural shell elements
- Wall panels, floor panels, roof trusses and all relevant materials are manufactured under factory-controlled conditions with tolerances narrower than the width of a typical saw blade

3 Delivery

- All structural elements are sequentially loaded in reverse order to facilitate on-site efficiency and safety
- Load is delivered to job site

4 On-Site Assembly

- Structural elements are sequentially off-loaded and assembled by framers with crane assistance for efficiency and safety
- The structural shell can be assembled and made weather-tight in an average of three to four days

5 Finishing

- Trades can begin working as soon as the structural shell is made weather tight, with work executed on both the interior and exterior simultaneously



Helps builders meet market demand, while increasing productivity, reducing waste and improving quality of the home construction process.



Financial Review



Q2 2018 Results

SIDING

- Record quarter driven by increases in net sales, EBITDA, Strand volume and Strand order intake.
- On track to deliver anticipated 12% to 14% annualized revenue growth target for SmartSide Strand.
- On time and on budget for Dawson Creek conversion project

ORIENTED STRAND BOARD (OSB)

- Delivered best quarter since 2005, despite ongoing transportation issues in Canada.
- Record quarterly sales for both FlameBlock and Legacy flooring – in line with focus on increasing sales of value-added OSB products.
- Overall demand for products remains robust and inventories at normal levels; pricing down from historically high levels.

ENGINEERED WOOD PRODUCTS (EWP)

- Best quarter since Q1 2006, with sales up 19 percent year-over-year.
- Strong demand continued for LSL during quarter, with softer demand for I-Joist and LVL.
- Long-term outlook remains positive, with near-term headwinds in 2H18 as raw material prices are anticipated to increase.

SOUTH AMERICA

- Strongest quarter ever, with \$45 million in net sales and \$12 million in EBITDA, both up year-over-year and sequentially.
- In Chile, delivered a record quarter and expect to deliver a record year.
- Panguipulli mill expansion project continues to progress on time; continued progress in Peru and Argentina, following the opening of the new Argentina sales office.

FOCUSED EXECUTION TO SUPPORT GROWTH INITIATIVES IN 2018



Financial Results

(\$ amounts in millions, except per share amounts)

	Q2 2018	Q1 2018	Q2 2017
Net Sales	\$810.8	\$691.3	\$694.1
Income from Continuing Operations	\$162.9	\$94.9	\$94.5
Net Income	\$162.7	\$90.9	\$94.5
Diluted EPS from Continuing Operations	\$1.11	\$0.65	\$0.65
Diluted EPS	\$1.11	\$0.62	\$0.65
Non-GAAP Financial Results			
Adj. Income from Continuing Operations	\$157.2	\$92.7	\$84.1
Adj. EPS	\$1.08	\$0.63	\$0.58
Adj. EBITDA	\$242.0	\$159.4	\$166.6
Adj. EBITDA Margin	30%	23%	24%
Avg. Shares Outstanding Diluted	146.2	146.7	146.2



*Delivering Sustainable Growth and
Shareholder Value*

HOUSING

- Anticipated Single and Multi-Family starts to continue to rebound given high builder confidence
- Combination of low unemployment and income growth to contribute to higher than expected housing starts

INVENTORY LEVELS

- OSB, EWP and SmartSide inventories are at normal levels

DEMAND

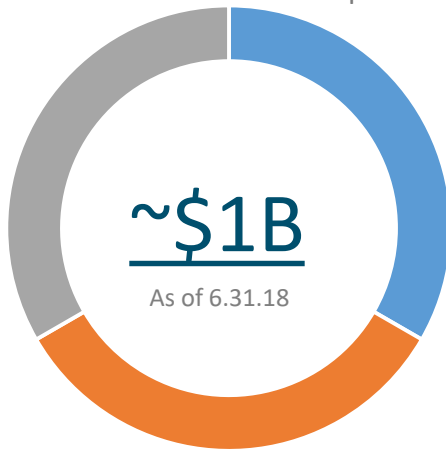
- SmartSide Strand underlying demand remains solid across all market segments
- OSB overall demand remains robust, while pricing has come down from historically high levels
- EWP continues strong demand for LSL, with softer demand for I-Joist and LVL.

~\$300M

Liquidity Requirements & Working Capital Needs

~\$300M

Organic growth initiatives and pursue value-enhancing M&A



~\$300M

Dividend & opportunistic share repurchases

- \$29M remaining on 2014 repurchase authorization¹
- New \$150M share repurchase authorization
- \$75M per year in dividend payments

Capital Allocation Priorities

- Actively manage the balance sheet
- Leverage existing cash and excess cash flows to enhance shareholder returns
- Maintain sufficient conservatism to support ongoing liquidity requirements

Strategically deploying capital where we can drive the greatest value for shareholders

¹ As of August 3, 2018



A Compelling Investment Opportunity

- ✓ **Leadership team with proven track record of driving growth in specialty markets**
- ✓ **Building a best-in-class operational platform**
- ✓ **Building products leader with large and growing specialty business**
- ✓ **Balance sheet strength provides flexibility to deploy capital to highest return opportunities**