PotlatchDeltic



Q1 2018 Earnings

May 4, 2018



Forward-Looking Statements & Non-GAAP Measures

FORWARD-LOOKING STATEMENTS

This presentation contains certain forward-looking statements within the meaning of the Private Litigation Reform Act of 1995 as amended, including without limitation, our expectations regarding the U.S. housing market; strong repair and remodel market; transportation shortage; increased production run rate at legacy Deltic mills; increased capital investment in manufacturing in the U.S. South; demand and pricing; future company performance; the direction of our business markets; business conditions, pricing, Adjusted EBITDDA and earnings in our Resource, Wood Products and Real Estate segments in the second quarter of 2018 and for the full year; company earnings in the second quarter of 2018 and for the full year; harvest volumes in the second quarter of 2018 and for the full year; percentage of total harvest that will occur in the North and South and the percentage of sawlogs to be harvested in the North and the South in 2018; lumber shipments in the second quarter of 2018 and for the year; real estate sales and land basis in the second quarter of 2018 and for the full year; capital projects and capital expenditures in 2018; corporate Adjusted EDITDDA in the second quarter of 2018 and for the full year; tax rate for the second quarter of 2018 and full year; debt maturities; interest expense in the second quarter of 2018 and for the full year; the proposed impact of the merger on the company's financial results, annual run-rate synergies of $40 million by the end of 2018 and $50 million by the end of 2019; completion of headcount rationalization by year-end, the estimated distribution of Deltic's accumulated earnings and profits in the fourth quarter of 2018; dividend payout ratio greater than 50% of cash available for distribution; the integration of Deltic's operations and completion of land stratification processing in 2018. You should carefully read forward-looking statements, including statements that contain these words, because they discuss the future expectations or state other "forward-looking" information about Potlatch. A number of important factors could cause actual results or events to differ materially from those indicated by such forward-looking statements, many of which are beyond Potlatch's control; the U.S. housing market, changes in timberland values; changes in timber harvest levels on the company's lands; changes in timber prices; changes in policy regarding governmental timber sales; availability of logging contractors and shipping capacity; changes in the United States and international economies; changes in interest rates; changes in the level of construction activity; changes in Asia demand; changes in tariffs, quotas and trade agreements involving wood products; currency fluctuation; changes in demand for our products; changes in production and production capacity in the forest products industry; competitive pricing pressures for our products; unanticipated manufacturing disruptions; changes in general and industry-specific environmental laws and regulations; unforeseen environmental liabilities or expenditures; weather conditions; restrictions on harvesting due to fire danger; changes in raw material, fuel and other costs; changes in share price; the successful execution of the company's strategic plans; the company's ability to meet expectations regarding the accounting and tax treatments of the merger transaction; the possibility that any of the anticipated benefits of the merger will not be realized or will not be realized within the expected time period; the risk that integration of Deltic's operations with those of Potlatch will be materially delayed or will be more costly or difficult than expected; the effect of the merger on customer relationships and operating results (including, without limitation, difficulties in maintaining relationships with employees or customers); the estimation of Deltic's accumulated earnings and profits is preliminary and may change with further due diligence; and the other factors described in the company's Annual Report on Form 10-K and in the company's other filings with the SEC. Potlatch assumes no obligation to update the information in this communication, except as otherwise required by law. Readers are cautioned not to place undue reliance on these forward-looking statements, all of which speak only as of the date hereof.

NON-GAAP MEASURES

This presentation includes non-GAAP financial information. A reconciliation of those numbers to U.S. GAAP is included in this presentation, which is available on the company's website at www.potlatchcorp.com..



Key Highlights – Q1 2018

Financial Performance

- **Adjusted EBITDDA**[1] **margin** of 32.4%, an increase of 361 bps from Q4 2017
  - Legacy Potlatch EBITDDA of $55.9 million in Q1 2018
  - Deltic EBITDDA contribution of $8.8 million in 39 days
- **Synergies:**
  - March 31, 2018 run rate of $30 million after-tax cash
  - Target $40 million run rate end 2018
  - Target $50 million run rate in 2019
- **Tax Cut and Jobs Act:** TRS[2] blended federal and state effective tax rate reduced from 39% to 26%

Strategy

- **Strong lumber fundamentals**
  - Housing demand improving
  - Restricted Canadian supply
  - Transportation constraints
- **Integrated model is a benefit**
  - Net log buyer in South
  - Low southern sawlog prices = high lumber margins
- **Northern Resource** contribution benefits from indexing Idaho sawlogs to lumber prices and from cedar sawlogs
- **Real Estate:**
  - Rural - maximize land value through land stratification
  - Development – preparing two new phases at Chenal

Capital Allocation

- **Closed Deltic merger** on Feb 20, 2018
  - Issued 22 million shares @ $52/share
  - $3.9 billion enterprise value
  - $250 million special distribution in Q4 2018
- **Dividend:**
  - Payout ratio 53%[3]
  - Dividend increased to $1.60 per share in Q4 2017
- **Debt:**
  - New $380 million revolver
  - Moody's upgrade to Baa3 (investment grade)
  - Assumed / refinanced $229 million of Deltic debt

Note: (1) Non-GAAP measure. See appendix for definition and reconciliation.
(2) Taxable REIT Subsidiary, which includes our Wood Products and Real Estate businesses.
(3) Payout ratio estimated using midpoint of 2018 outlook Cash Available for Distribution on slide 16.

Q1 2018 Consolidated Results

Adjusted EBITDDA – Q4 2017 to Q1 2018 Variance
($ in millions)



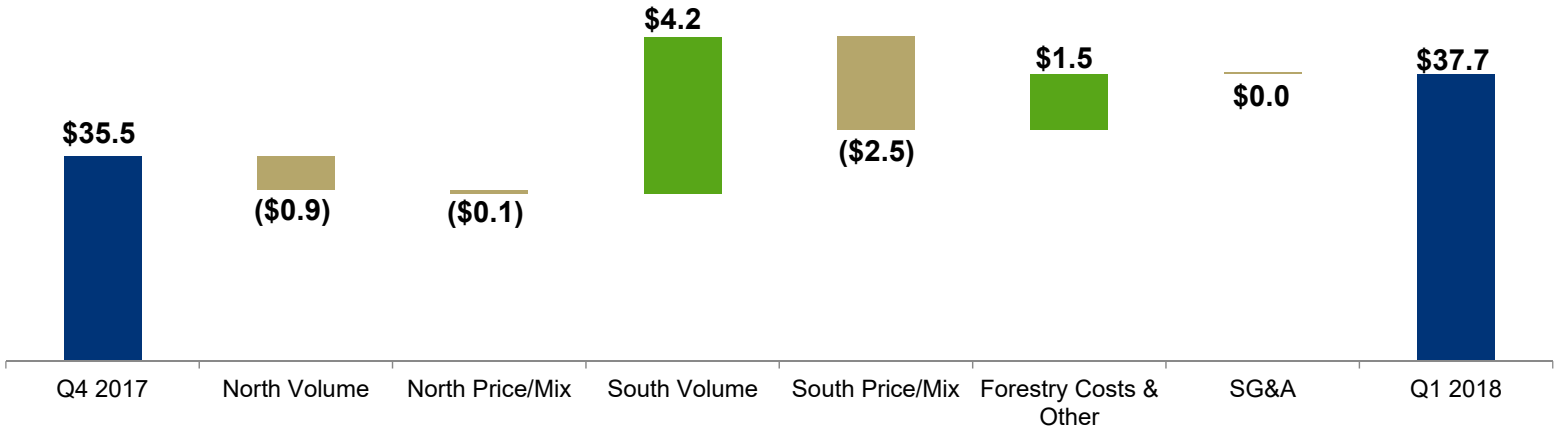
Key Consolidated Highlights:

- Adjusted EBITDDA increased $14.2 million from Q4 2017 levels
- Higher Resource results were principally due to the addition of Deltic southern harvest volumes
- Strong markets and the addition of legacy Deltic shipments drove momentum in Wood Products
- Real Estate benefitted from higher rural land sales and the addition of legacy Deltic development sales
- Corporate costs increased with the addition of Deltic, largely offset by lower bonus accruals

Note: Adjusted EBITDDA is a non-GAAP measure. See appendix for definition and reconciliation.
Adjusted EBITDDA excludes Deltic merger-related costs, acquisition costs and non-operating pension and other postretirement cost.
Q1 2018 results include Deltic operations starting February 21, 2018.
Adjusted EBITDDA contributed from Deltic operations from February 21, 2018 for Q1 2018 is $8.8 million.

Q1 2018 Resource Results

Adjusted Segment EBITDDA – Q4 2017 to Q1 2018 Variance
($ in millions)



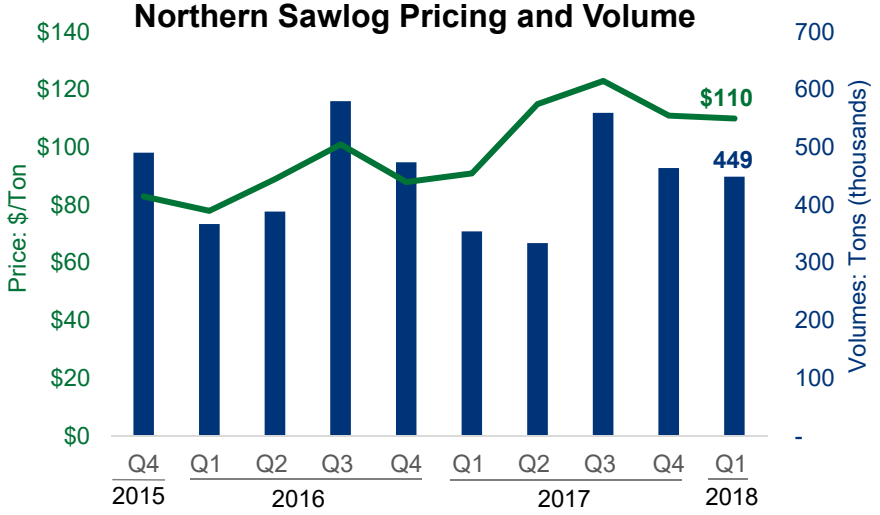
Key Resource Highlights:

- Segment Adjusted EBITDDA increased $2.2 million from Q4 2017 levels
- Northern sawlog volumes decreased, but less than typical seasonally as we took advantage of good hauling windows
- Southern sawlog volumes increased 45% due to the addition of Deltic harvests. Focused on logging Deltic tracts due to wet weather; southern sawlog prices decreased 15% due to mix
- Forestry costs declined due to accelerated southern fertilization in Q4 2017 and seasonally lower activity in Idaho in Q1 2018

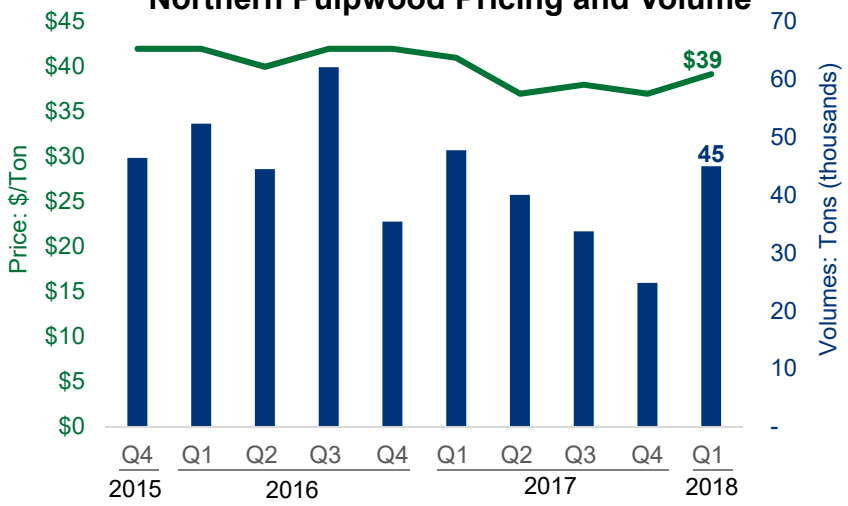
Note: Adjusted EBITDDA is a non-GAAP measure. See appendix for definition and reconciliation.
Q1 2018 results include Deltic operations starting February 21, 2018.
Resource segment Adjusted EBITDDA contribution from Deltic operations for Q1 2018 is $4.7 million.

Q1 2018 Resource Results
Northern Region

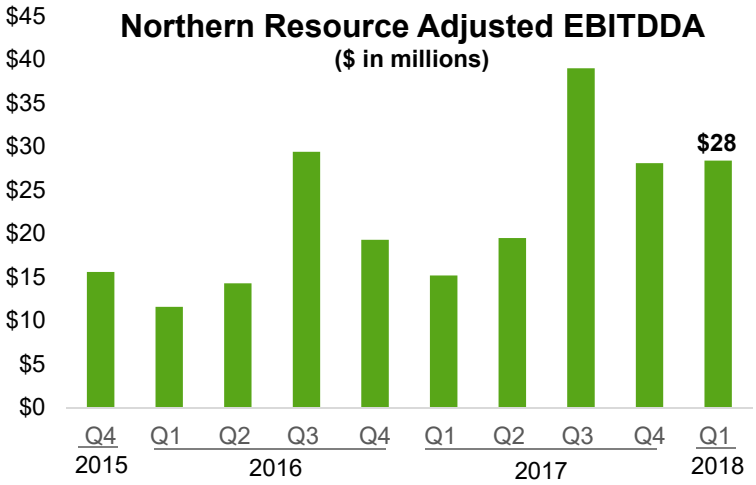
Northern Sawlog Pricing and Volume



Northern Pulpwood Pricing and Volume



Northern Resource Adjusted EBITDDA
($ in millions)



Q4 2017 vs Q1 2018

($ in millions)	Q4 2017	Q1 2018	Change
Northern Revenues	$ 53.2	$ 51.7	$ (1.5)
Adjusted Northern EBITDDA	$ 28.2	$ 28.3	$ 0.1
Margin (%)	53.1%	54.7%	1.6%
Northern sawlog harvest volume ('000 tons)	464	449	(15)
Northern sawlog price ($ / ton)	$ 111	$ 110	$ (1)
Northern pulpwood harvest volume ('000 tons)	25	45	20
Northern pulpwood price ($ / ton)	$ 37	$ 39	$ 2

Note: Adjusted EBITDDA is a non-GAAP measure. See appendix for definition and reconciliation.
Results in Q1 2018 include Deltic operations starting February 21, 2018.
Volumes include tonnage harvested from company-owned fee land, while pricing data includes revenue generated from both company-owned fee land and non-fee stumpage purchased from third parties.



Q1 2018 Resource Results
Southern Region

Southern Sawlog Pricing and Volume

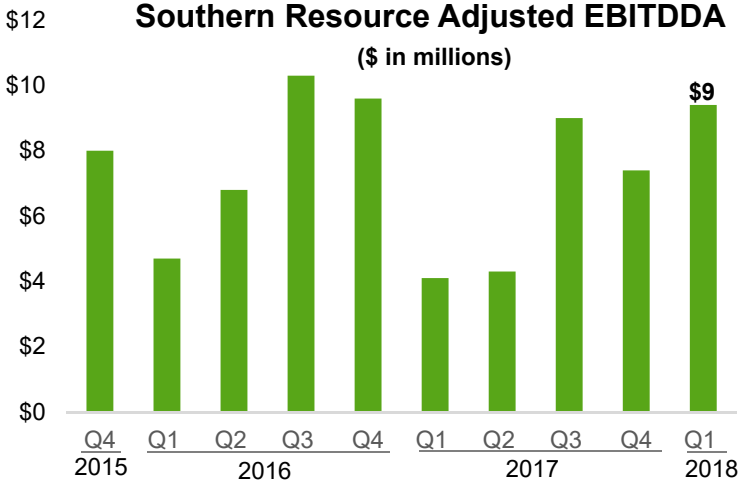


Southern Pulpwood Pricing and Volume



Southern Resource Adjusted EBITDDA

($ in millions)



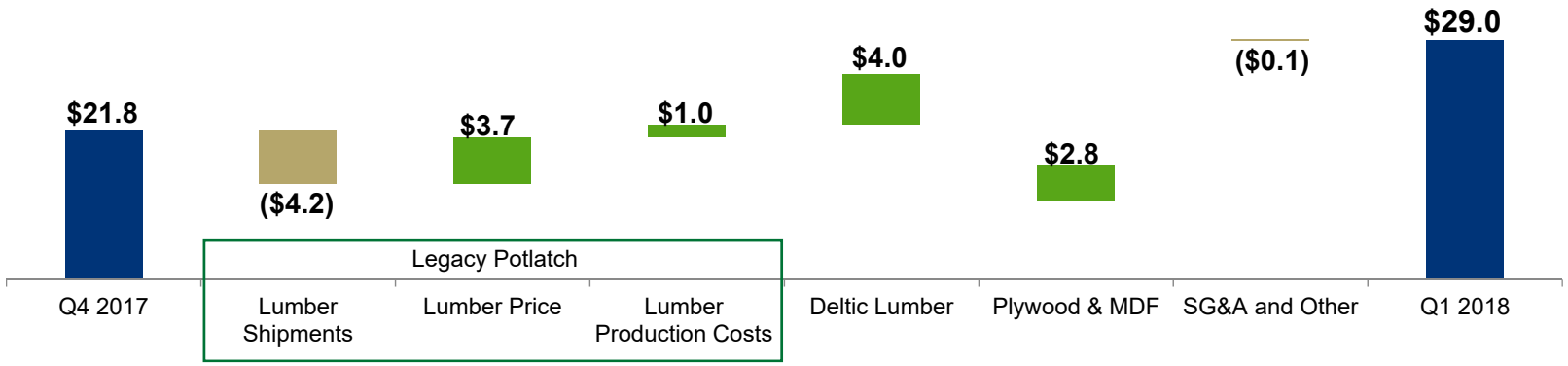
Q4 2017 vs Q1 2018

($ in millions)	Q4 2017	Q1 2018	Change
Southern Revenues	$ 22.6	$ 24.8	$ 2.2
Adjusted Southern EBITDDA	$ 7.3	$ 9.4	$ 2.1
Margin (%)	32.2%	37.8%	5.6%
Southern sawlog harvest volume ('000 tons)	234	339	105
Southern sawlog price ($ / ton)	$ 49	$ 41	$ (8)
Southern pulpwood harvest volume ('000 tons)	335	295	(40)
Southern pulpwood price ($ / ton)	$ 30	$ 30	$ -

Note: Adjusted EBITDDA is a non-GAAP measure. See appendix for definition and reconciliation.
Results in Q1 2018 include Deltic operations starting February 21, 2018.
Volumes include tonnage harvested from company-owned fee land, while pricing data includes revenue generated from both company-owned fee land and non-fee stumpage purchased from third parties.

Q1 2018 Wood Products Results

Adjusted Segment EBITDDA – Q4 2017 to Q1 2018 Variance
($ in millions)



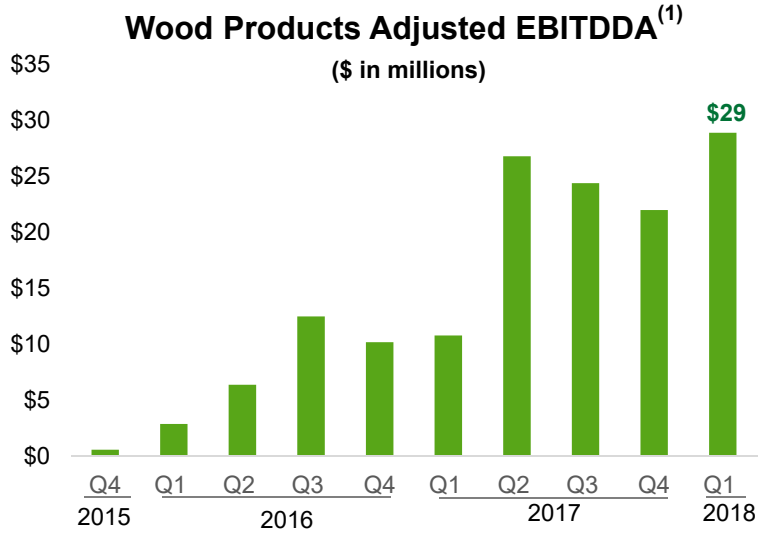
Key Wood Products Highlights:

- Segment Adjusted EBITDDA increased $7.2 million from Q4 2017 levels
- Lumber shipments increased 11%; addition of Deltic more than offset seasonal decline in legacy Potlatch
- Average lumber prices increased 4% to $465/MBF; lumber markets were strong in Q1 2018 due to improving demand and transportation disruptions
- Legacy Potlatch lumber cost of sales were impacted primarily by higher lumber-indexed log costs for Idaho lumber partially offset by the effect of lower shipments
- Adjusted EBITDDA increased due to the addition of El Dorado MDF; in addition, higher industrial plywood shipments and realizations more than offset higher log costs

Note: Adjusted EBITDDA is a non-GAAP measure. See appendix for definition and reconciliation.
Q1 2018 results include Deltic operations starting February 21, 2018.
Wood Products segment EBITDDA contribution from Deltic operations for Q1 2018 is $5.6 million.

Q1 2018 Wood Products Results





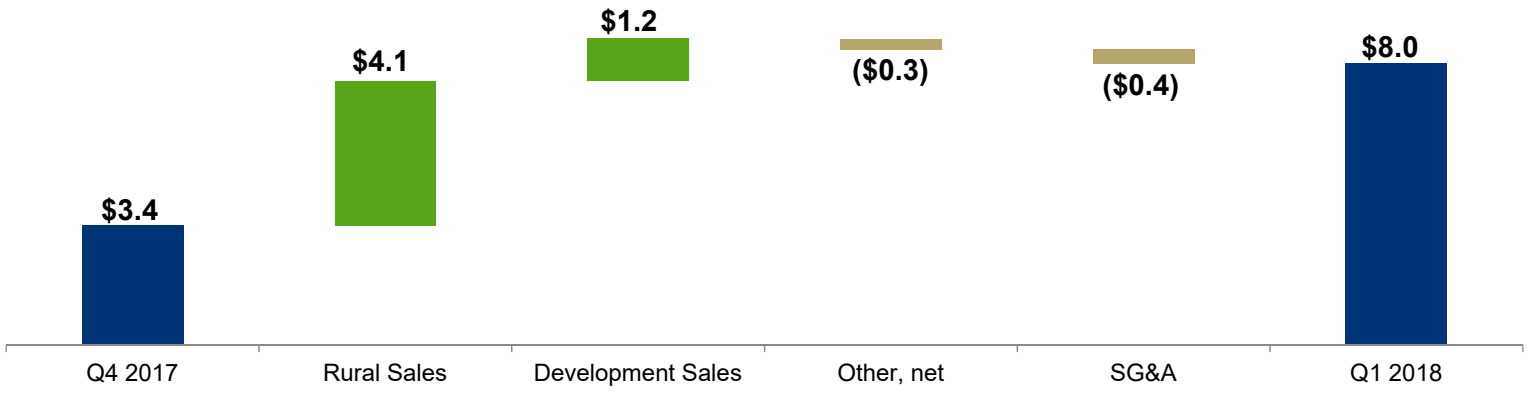
Q4 2017 vs Q1 2018

($ in millions)	Q4 2017	Q1 2018	Change
Segment Revenues	$ 114.6	$ 139.8	$ 25.2
Adjusted Segment EBITDDA	$ 21.80	$ 29.00	$ 7.2
Margin (%)	19.0%	20.7%	1.7%
Lumber shipment volume (MMBF)	184	204	20
Lumber price ($ / MBF)	$ 447	$ 465	$ 18

Note: Adjusted EBITDDA is a non-GAAP measure. See appendix for definition and reconciliation.
Q1 2018 results include Deltic operations starting February 21, 2018.
(1) Excludes gain of $3.3 million in Q2 2017, a loss of $2.1 million in Q3 2017 and a loss of $0.1 million in Q4 2017 on lumber price swap.

Q1 2018 Real Estate Results

Adjusted Segment EBITDDA – Q4 2017 to Q1 2018 Variance
($ in millions)



Key Real Estate Highlights:

- Segment Adjusted EBITDDA increased $4.6 million from Q4 2017 levels

Real Estate - Rural:

- Sold 6,144 acres – 52 transactions
- Average rural price $1,438/acre
- 29% HBU / 56% Recreation / Non-Strategic 15%
- EBITDDA contribution = $7.5 million

Real Estate - Development:

- Sold 12 lots at average $99,000/lot; higher price due to mix
- Preparing mix of two residential phases at Chenal for sale in H2 2018 – total 116 lots under development
- Lot demand from builders remains strong
- No commercial sales; commercial interest increasing with higher rooftop density

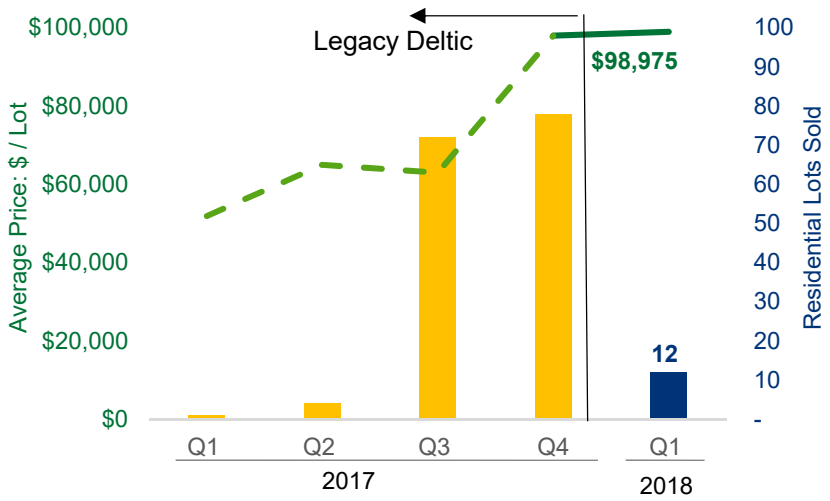
Note: Adjusted EBITDDA is a non-GAAP measure. See appendix for definition and reconciliation.
Q1 2018 results include Deltic operations starting February 21, 2018.
Real estate segment EBITDDA contribution from Deltic operations for Q1 2018 is $0.5 million.

Q1 2018 Real Estate Results

Rural - Acres Sold and Avg. Price

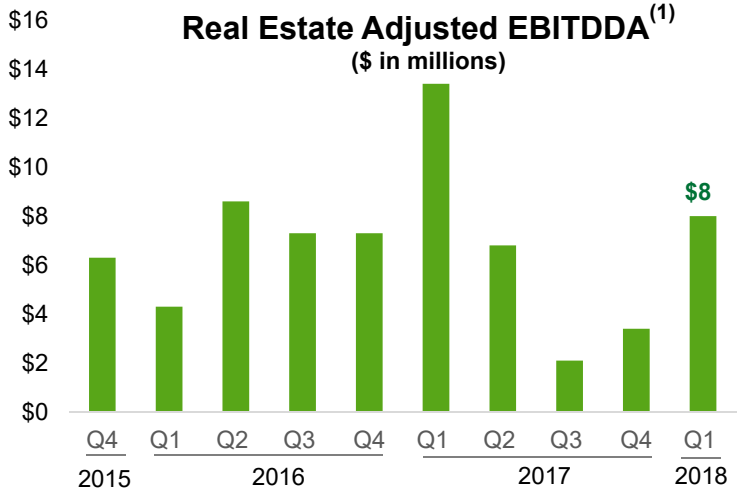


Development – Lots Sold and Avg. Price



Real Estate Adjusted EBITDDA[(1)]

($ in millions)



Q4 2017 vs Q1 2018

($ in millions)	Q4 2017	Q1 2018
Segment Revenues	$ 4.8	$ 10.6
Adjusted Segment EBITDDA	$ 3.4	$ 8.0
Margin (%)	70.8%	75.5%
Rural acres sold	3,007	6,144
Price ($ / acre)	$ 1,574	$ 1,438
Residential lots sold	-	12
Price ($ / lot)	$ -	$98,975

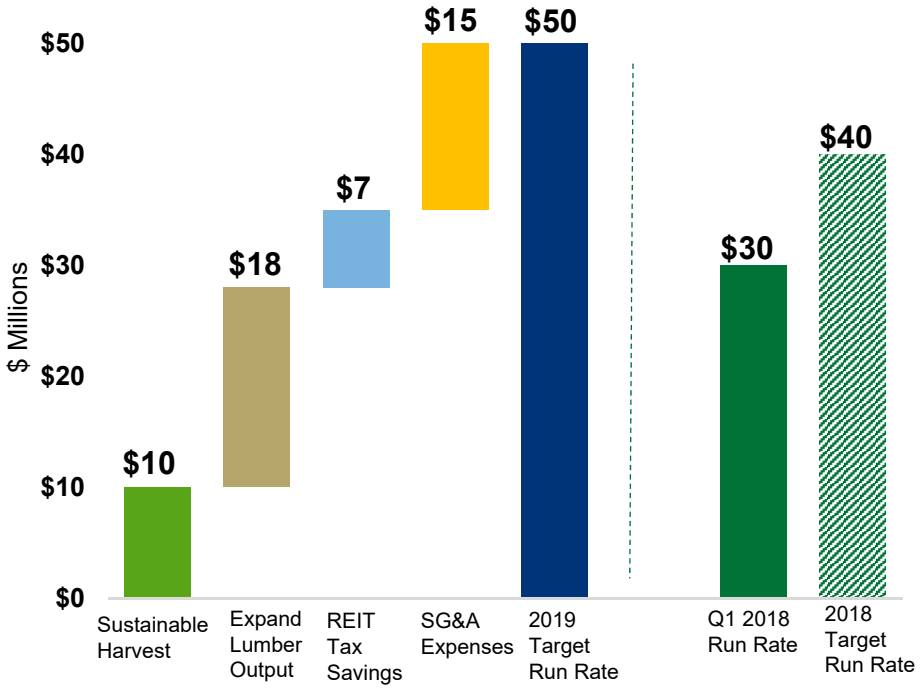
Residential lots sold by price range

Up to $80K	$80 - $100K	$100 - $150K	$150K +
9	0	1	2

Note: Adjusted EBITDDA is a non-GAAP measure. See appendix for definition and reconciliation.
Q1 2018 results include Deltic operations starting February 21, 2018.
(1) Excludes loss of $48.5 million in Q2 2016 on central Idaho timberland sale.

Synergies & Operational Efficiencies

After-Tax Cash Synergies Goal $50 Million



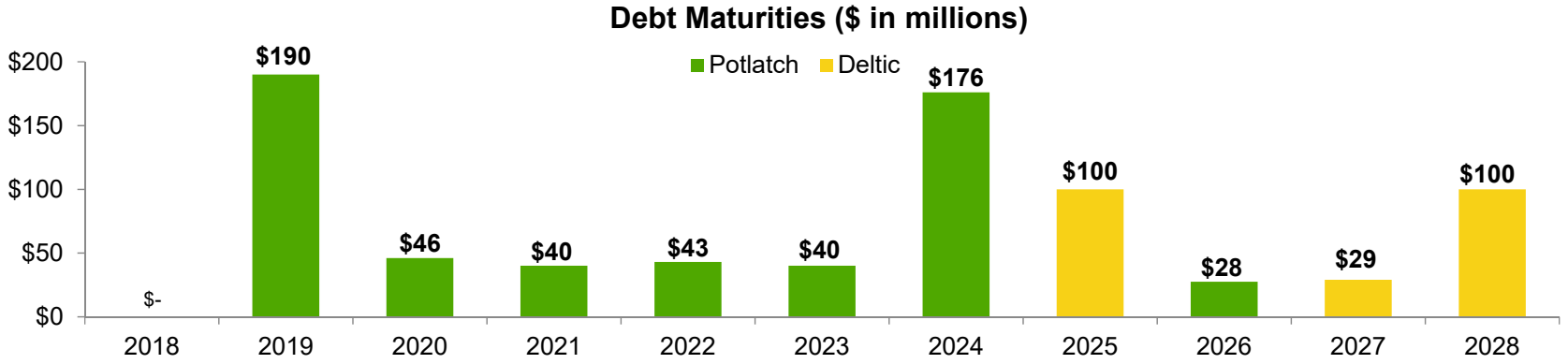
Target synergy run rate by end of 2018: $40 million

Synergy	Q1 2018 Run Rate ($ millions)	$50 Million Synergy Target: Achieved	$50 Million Synergy Target: On-Track
Sustainable Harvest	$ 10	✓	
Successful harvest ramp-up			
Expand Lumber Output	$ 4		✓
Waldo kiln conversion completed in April, 2018 – lumber production gains from additional drying capacity			
Two full shift capability at Waldo and Ola			
REIT Tax Savings	$ 7	✓	
Deltic assets taxed as REIT. Benefit partially offset by tax reform and lower corporate tax rates			
SG&A Expenses	$ 9		✓
System and personnel integration underway			

Q1 2018 run rate: $30 million

Note: Contribution from Deltic rural land stratification and from improving El Dorado MDF operations not included in $50 million synergies goal.

Favorable Capital Structure



Unaudited, $ in millions	PotlatchDeltic 3/31/2018
Market capitalization [1]	$ 3,266
Net debt	681
Enterprise value	$ 3,947
Cash and cash equivalents	$ 102
Revolver availability	$ 379
Net debt to enterprise value [2]	17.2%
EBITDDA leverage [3]	2.7x
Weighted average cost of debt, after tax [4]	4.1%
Dividend yield [5]	3.1%
Adjusted payout ratio [6]	53%

Key Highlights:

- No significant maturities until November 2019
- Closed new $380 million revolver February 2018
  - Maturity: April 2023
  - Accordion: $420 million
- Moody's upgrade to Baa3 (investment grade) in April 2018
- Assumed / refinanced $229 million Deltic debt

Note:
(1) Market capitalization based on closing stock price of $52.05 on March 29, 2018.
(2) Net debt to enterprise value is a non-GAAP measure and is calculated as net debt divided by enterprise value. Net debt is calculated as long-term debt and revolving line of credit borrowings, less cash and cash equivalents. Net debt plus market capitalization equals enterprise value.
(3) EBITDDA leverage is a non-GAAP measure and is estimated using 2018 outlook EBITDDA on slide 16. See appendix for definition.
(4) Weighted average cost of debt excludes amortization of deferred issuance costs and credit facility fees.
(5) Based on the closing stock price as of March 29, 2018.
(6) Adjusted payout ratio estimated using midpoint of 2018 outlook Cash Available for Distribution on slide 16.



Q2 and Full-Year 2018 Outlook

	Q2 2018 Outlook	FY 2018 Outlook
RESOURCE		
Harvest volume	1.4 - 1.5 million tons	5.5 - 5.9 million tons
Geographic harvest	70% of volume in South	70% of volume in South
Sawlog mix	North: sawlogs ~90% of volume South: sawlogs ~55% of volume	North: sawlogs ~90% of volume South: sawlogs ~50% of volume
Sawlog pricing	North: ↑ lumber indexed South: → flat	North: ↑ lumber indexed South: ↑ modestly
WOOD PRODUCTS		
Lumber shipments	~275 million board feet	~1.0 billion board feet
Lumber prices	↑ ~5%	↑ remain strong
REAL ESTATE		
Rural land sales	> 10,000 acres	20,000 - 25,000 acres
Residential lot sales	10 -12 lots	155 - 160 lots
OTHER		
Corporate	~$10 million	~$40 - $45 million
Interest expense	~$10 million	~$34 - $36 million
Consolidated tax rate	~20 - 25%	~20%


Appendix



2018 Outlook

	2018 Projected Guidance Range	Lower	Upper
RESOURCE			
	Resource Segment Adjusted EBITDDA	**$160**	**$180**
WOOD PRODUCTS			
	Wood Products Segment Adjusted EBITDDA	**$130**	**$150**
REAL ESTATE			
	Real Estate Segment Adjusted EBITDDA	**$35**	**$45**
CORPORATE	Corporate expense	($77)	($70)
	Non-operating pension and other postretirement benefits	8	8
	Deltic merger-related costs	22	20
	Inventory purchase price adjustment in cost of goods sold	2	2
	Corporate Adjusted EBITDDA[(1)]	**($45)**	**($40)**
	Total Consolidated Adjusted EBITDDA[(1)]	**$280**	**$335**

CASH FLOW FROM OPERATIONS	Cash flow from operations[(2)]	$225	$270
CAPITAL EXPENDITURES	Capital expenditures	(60)	(55)
	Cash Available for Distribution[(1)]	**$165**	**$215**

Note: Non-GAAP measure. See page 22 for definition.
(1) Excludes Deltic merger-related costs of $22 - 20 million and acquisition costs included in costs of goods sold of $2 million.



Total Company Summary

	2017				2018
	Q1	Q2	Q3	Q4	Q1
Operating income:					
Resource	$ 14.9	$ 19.6	$ 41.8	$ 29.9	$ 29.0
Wood Products[(1)]	9.0	24.9	19.5	19.7	25.6
Real Estate	8.7	5.7	1.4	2.8	4.3
Eliminations	1.1	1.0	(3.1)	(1.7)	(1.1)
Total operating income	33.7	51.2	59.6	50.7	57.8
Corporate[(2)]	(7.9)	(9.1)	(14.2)	(12.1)	(30.0)
Interest expense, net	(5.0)	(7.3)	(7.4)	(7.3)	(5.7)
Non-operating pension and other post-retirement benefit costs	(1.9)	(1.3)	(1.6)	(1.6)	(1.8)
Income (loss) before taxes	18.9	33.5	36.4	29.7	20.3
Income taxes[(3)]	(2.0)	(9.2)	(2.7)	(18.1)	(5.7)
Net income (GAAP)	**$ 16.9**	**$ 24.3**	**$ 33.7**	**$ 11.6**	**$ 14.6**
Diluted EPS (GAAP)	**$ 0.41**	**$ 0.59**	**$ 0.82**	**$ 0.28**	**$ 0.29**
Distributions per share	**$ 0.375**	**$ 0.375**	**$ 0.375**	**$ 0.40**	**$ 0.40**

Note: (1) Includes gain of $3.3 million Q2 2017, loss of $2.1 million Q3 2017 and loss of $0.1 million in Q4 2017 on lumber price swap.
(2) Includes environmental charges for Avery Landing of $5 million Q3 2017 and Deltic merger-related costs of $3.4 million Q4 2017and $19.3 million Q1 2018.
(3) Includes charge of $10.7 million Q4 2017 related to tax legislation.
Q1 2018 results include Deltic operations from February 21, 2018.



Non-GAAP Reconciliation:
Operating Segment Adjusted EBITDDA

	2017				2018
Resource	**Q1**	**Q2**	**Q3**	**Q4**	**Q1**
Northern Operating Income	$ 13.4	$ 17.8	$ 36.8	$ 26.0	$ 26.2
Depreciation, depletion and amortization	1.8	1.7	2.2	2.2	2.1
Northern Adjusted EBITDDA	15.2	19.5	39.0	28.2	28.3
Southern Operating Income	1.5	1.8	5.0	3.9	2.8
Depreciation, depletion and amortization	2.6	2.6	4.0	3.4	6.6
Southern Adjusted EBITDDA	4.1	4.4	9.0	7.3	9.4
Resource Adjusted EBITDDA	**$ 19.3**	**$ 23.9**	**$ 48.0**	**$ 35.5**	**$ 37.7**
Wood Products					
Operating income	$ 9.0	$ 24.9	$ 19.5	$ 19.7	$ 25.6
Depreciation, amortization, & eliminations	1.8	1.9	1.8	1.8	3.4
Loss on fixed assets	—	—	—	0.1	—
Lumber price swap	—	(3.3)	3.1	0.2	—
Wood Products Adjusted EBITDDA	**$ 10.8**	**$ 23.5**	**$ 24.4**	**$ 21.8**	**$ 29.0**
Real Estate					
Operating Income (loss)	$ 8.7	$ 5.7	$ 1.4	$ 2.8	$ 4.3
Basis of land and depreciation	4.8	1.0	0.7	0.6	3.7
Real Estate Adjusted EBITDDA	**$ 13.5**	**$ 6.7**	**$ 2.1**	**$ 3.4**	**$ 8.0**
Eliminations	1.1	1.0	(3.3)	(1.7)	(1.3)
Corporate					
Corporate expense[(2)]	$ (7.9)	$ (9.1)	$ (14.2)	$ (12.1)	$ (30.0)
Depreciation and eliminations	0.1	0.1	0.2	0.1	0.2
Deltic merger-related costs	—	—	—	3.4	19.3
Environmental charges for Avery Landing	—	—	5.0	—	—
Inventory purchase price adjustment in P&L	—	—	—	—	1.8
Corporate Adjusted EBITDDA	**$ (7.8)**	**$ (9.0)**	**$ (9.0)**	**$ (8.6)**	**$ (8.7)**
Total Adjusted EBITDDA	**$ 36.9**	**$ 46.1**	**$ 62.2**	**$ 50.4**	**$ 64.7**

Note: (1) Lumber price swap adjusted to exclude the change in unrealized (gain) loss and include cash settlements during the period.
(2) Includes non-operating pension and other post-retirement benefit costs.
Q1 2018 results include Deltic operations from February 21, 2018.
Segment operating income changed to reflect reclassification of non-operating pension and OPEB required by a new accounting rule.



Statistics:
Resource and Wood Products (unaudited)

Resource	2017					2018
Fee Volumes (tons)	**Q1**	**Q2**	**Q3**	**Q4**	**Total**	**Q1**
Northern Region						
Sawlog	354,104	333,926	559,580	463,978	1,711,588	448,782
Pulpwood	47,785	40,054	33,742	24,821	146,402	45,428
Stumpage	10,693	-	1,434	-	12,127	5,836
Total	412,582	373,980	594,756	488,799	1,870,117	500,046
Southern Region						
Sawlog	216,097	192,391	290,362	234,378	933,228	338,623
Pulpwood	247,999	251,167	334,399	334,660	1,168,225	295,304
Stumpage	5,674	9,782	14,024	11,671	41,151	32,332
Total	469,770	453,340	638,785	580,709	2,142,604	666,259
Total Fee Volume	882,352	827,320	1,233,541	1,069,508	4,012,722	1,166,305
Sales Price/Unit ($ per ton)						
Northern Region						
Sawlog	$ 91	$ 115	$ 123	$ 111	$ 111	$ 110
Pulpwood	$ 41	$ 37	$ 38	$ 37	$ 38	$ 39
Stumpage	$ 13	$ -	$ 7	$ -	$ 13	$ 14
Southern Region						
Sawlog	$ 40	$ 39	$ 46	$ 49	$ 44	$ 41
Pulpwood	$ 31	$ 29	$ 30	$ 30	$ 30	$ 30
Stumpage	$ 14	$ 15	$ 14	$ 12	$ 14	$ 12
Wood Products						
Lumber shipments (MBF)	167,559	189,781	195,296	184,031	736,666	204,145
Lumber sales prices ($ per MBF)	$ 387	$ 431	$ 431	$ 447	$ 425	$ 465

Note: Q1 2018 results include Deltic operations from February 21, 2018.



Statistics:
Real Estate (unaudited)

	2017					2018
	Q1	Q2	Q3	Q4	Total	Q1
Real Estate						
Rural						
Acres Sold						
HBU Development	4,628	700	628	484	6,440	1,796
Rural Real Estate	1,740	4,523	1,207	2,523	9,993	3,461
Non-Strategic Timberlands	197	186	191	-	574	887
	6,565	5,409	2,026	3,007	17,007	6,144
Revenues by Product Type (millions)						
HBU Development	$ 11.7	$ 1.8	$ 1.4	$ 1.2	$ 16.1	$ 4.3
Rural Real Estate	2.6	6.1	1.7	3.5	13.9	3.7
Non-Strategic Timberlands	0.2	0.2	0.2	-	0.6	0.8
	$ 14.5	$ 8.1	$ 3.3	$ 4.7	$ 30.6	$ 8.8
Sales Price per Acre						
HBU Development	$ 2,523	$ 2,577	$ 2,278	$ 2,526	$ 2,505	$ 2,395
Rural Real Estate	$ 1,510	$ 1,356	$ 1,375	$ 1,391	$ 1,394	$ 1,075
Non-Strategic Timberlands	$ 1,019	$ 1,074	$ 1,007	$ -	$ 1,033	$ 913
Transactions by Product Type						
HBU Development	18	21	14	15	68	23
Rural Real Estate	9	38	22	32	101	24
Non-Strategic Timberlands	4	5	6	-	15	5
	31	64	42	47	184	52
Development						
Residential lots						
Lots or acres sold	—	—	—	—	—	12
Average price per lot or acre	—	—	—	—	—	$ 98,975
Commercial Acres						
Commercial acres sold	—	—	—	—	—	—
Average price per acres	—	—	—	—	—	—

Note: Q1 2018 results include Deltic operations from February 21, 2018.

Definitions

Adjusted EBITDDA is a non-GAAP measure and is calculated as net income (loss) adjusted for interest expense, provision (benefit) for income taxes, depletion, depreciation and amortization, basis of real estate sold, non-operating pension and other post-retirement benefit costs, gains and losses on disposition of fixed assets, acquisition costs included in cost of goods sold, environmental charges, Deltic merger-related costs, non-cash impairments and other special items.

Adjusted Net Income is a non-GAAP measure and is net income (loss) adjusted for acquisition costs included in cost of goods sold, environmental charges, Deltic merger-related costs, non-cash impairments and other special items.

EBITDDA Leverage is a non-GAAP measure and is calculated as net debt divided by Adjusted EBITDDA.

Segment Adjusted EBITDDA is a non-GAAP measure and is calculated as segment operating income (loss) adjusted for depletion, depreciation and amortization, basis of real estate sold, gains and losses on disposition of fixed assets, non-cash impairments and other special items.

Cash Available for Distribution (CAD) is a non-GAAP measure and is calculated as cash from operations adjusted for cash-basis Deltic merger-related costs and other special items, minus capital expenditures and timberland acquisitions.

Net debt to enterprise value is a non-GAAP measure and is calculated as net debt divided by enterprise value. Net debt is calculated as long-term debt, less cash and cash equivalents.



PotlatchDeltic (NASDAQ: PCH)

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