Q3 2021 EARNINGS

OCTOBER 26, 2021



PotlatchDeltic

FORWARD-LOOKING STATEMENTS & NON-GAAP MEASURES

FORWARD-LOOKING STATEMENTS

This presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 as amended, including without limitation, our expectations regarding the company's revenues, costs and expenses; expected liquidity; the success of the company's business strategies; the effect of the company's debt refinancing and intent to refinance debt maturing in the future; the company's capital allocation strategies, including share repurchases and dividend expectations; interest in accretive acquisitions; maintaining the company's investment grade credit rating; favorable capital structure and strong balance sheet; interest rates and expenses; corporate expenses; pension expenses; taxes; Q4 and FY 2021 outlook; the housing market and repair and remodel market; housing starts; lumber supply, demand and pricing; lumber shipment volumes; the effects of changes in lumber prices on annual EBITDDA; estimated impact from the Ola, Arkansas sawmill fire and anticipated insurance coverage; expected sawlog demand and timber harvest volumes; sawlog mix and pricing; rural real estate and development real estate sales; land basis and average price per acre and per developed lot; planned capital expenditures; number of seedlings planted; amount of greenhouse gas emitted; amount of CO2e sequestered; safety performance; planned ESG and carbon reports; business conditions; and similar matters. Words such as "anticipate," "expect," "will," "intend," "plan," "target," "project," "believe," "seek," "schedule," "estimate," "could," "can," "may," and similar expressions are intended to identify such forward-looking statements. 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 PotlatchDeltic. 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 PotlatchDeltic's control, including the impact of COVID-19 and its variants, governmental responses to such outbreaks, and anticipated recovery from the pandemic on our business, suppliers, customers and employees; changes in 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 and effects on our customers and suppliers; changes in interest rates; credit availability and homebuyers' ability to qualify for mortgages; availability of labor and developable land; changes in the level of construction and remodeling activity; changes in foreign demand; changes in tariffs, quotas and trade agreements involving wood products; currency fluctuation; changes in demand for our products and real estate; changes in production and production capacity in the forest products industry; competitive pricing pressures for our products; unanticipated manufacturing disruptions; disruptions or inefficiencies in our supply chain and/or operations; changes in general and industry-specific environmental laws and regulations; unforeseen environmental liabilities or expenditures; weather conditions; fires at our facilities and on our timberland and other catastrophic events; restrictions on harvesting due to fire danger; changes in raw material, fuel and other costs; transportation disruptions; share price; the successful execution of the company's strategic plans; the company's ability to meet expectations; and the other factors described in PotlatchDeltic's Annual Report on Form 10-K and in the company's other filings with the SEC. PotlatchDeltic 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.PotlatchDeltic.com.

KEY HIGHLIGHTS

Our strategy is well aligned with favorable industry fundamentals and our strong liquidity and prudent capital allocation strategy position us to continue increasing shareholder value.

STRATEGY

Leverage to lumber prices
- Mills & indexed Idaho logs
- Strategy aligned with fundamentals
- Provides discretionary capital

Timberlands provide stability
- >80% of gross asset value
- Sustainable management benefits society
- Supports sustainable, growing dividend

Real Estate captures incremental value

PERFORMANCE

Q3 Total Adjusted EBITDDA[1]
- $107.2 MM
- 37% margin

Q3 Segment Adjusted EBITDDA[1]
- Timberlands - $76.0MM
- 1.5MM tons harvested

- Wood Products - $26.6MM
- 265MMBF lumber shipped

- Real Estate - $9.1MM
- Sold 2K rural acres, 52 residential lots

LTM Cash Available for Distribution (CAD)[2]
- $543MM

CAPITAL ALLOCATION

Return of cash
- $110MM regular dividend run rate
- Expect $3-5/share special dividend Dec. 2021

Capital expenditures
- $45MM capital spend YTD 2021
- ~$70MM planned 2021
- $15MM Ola insurance recoveries YTD

Debt Refinancing
- Locked rates on $608MM future maturities
- Will reduce borrowing costs by ~120 bps
- Refinancing $40MM debt maturing Dec. 2021

Strong liquidity position
- Investment grade rated
- $972MM of liquidity

OUR ESG COMMITMENT: ENVIRONMENTAL RESPONSIBILITY, SOCIAL RESPONSIBILITY & RESPONSIBLE GOVERNANCE

Focus on diversity and inclusion

Prioritized employee health & safety

7.5 million metric tons of CO2e sequestered

Scope 1 & 2 GHG emissions **91,347** metric tons of CO2e

Forestry practices **100%** third party certified

22 million seedlings planted

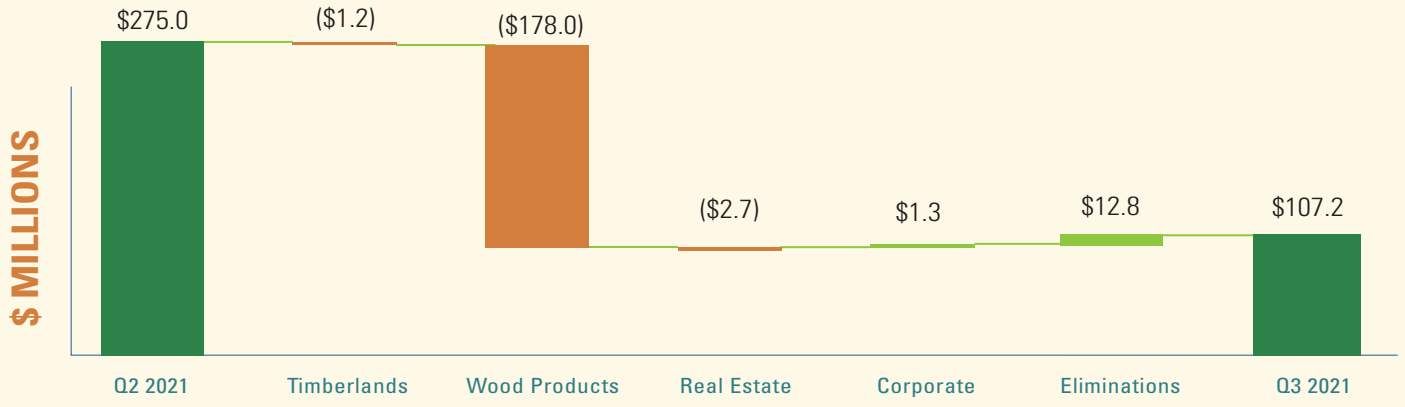
1 | Total Adjusted EBITDDA and Segment Adjusted EBITDDA are non-GAAP measures; see appendix for definitions and reconciliations. Total Adjusted EBITDDA margin is Total Adjusted EBITDDA divided by revenues.

2 | Cash Available for Distribution (CAD) is for the trailing twelve months ended September 30, 2021. CAD is a non-GAAP measure; see appendix for definition and reconciliation.

CONSOLIDATED RESULTS

Q3 2021 Total Adjusted EBITDDA of $107 million is the highest quarterly amount we have generated prior to the lumber price run that began in 2020. Lumber prices remained at historically high levels in Q3.

Total Adjusted EBITDDA – Q2 2021 to Q3 2021 Variance



Key Consolidated Highlights:

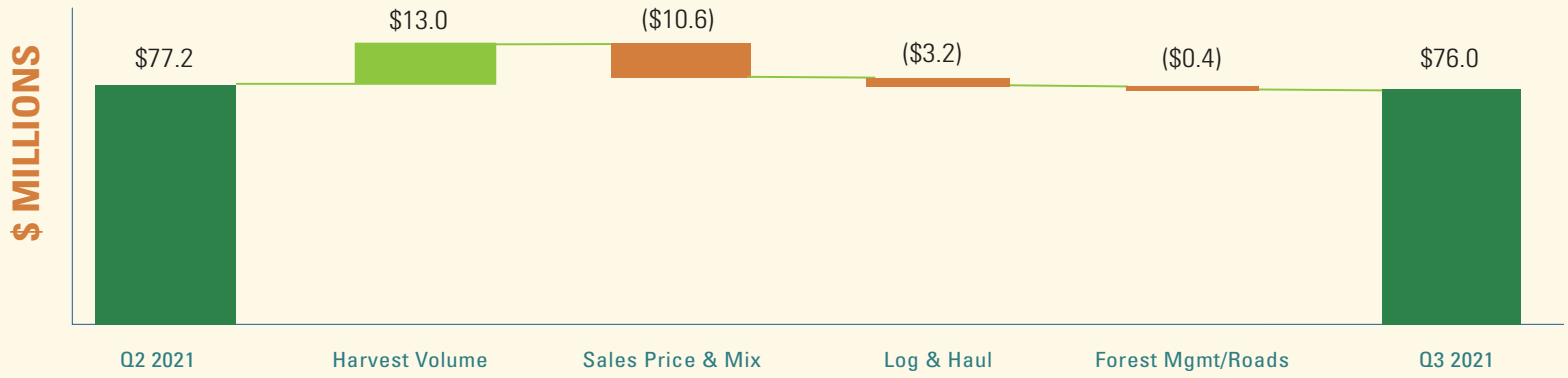
- Total Adjusted EBITDDA decreased $167.8 million from Q2 2021
- Timberlands Adjusted EBITDDA declined as lower Idaho sawlog prices were partially offset by seasonally higher harvest volumes
- Wood Products Adjusted EBITDDA decreased primarily due to lower lumber prices
- Real Estate Adjusted EBITDDA reflects lower rural land sale closings, partially offset by an increase in residential lot sales
- Eliminations reflect lower Idaho sawmill lumber inventories at lower indexed log prices

Note: Total Adjusted EBITDDA is a non-GAAP measure. See appendix for definition and reconciliation.

TIMBERLANDS RESULTS

Timberlands Adjusted EBITDDA was nearly even with a record Q2 as seasonally higher harvest volume offset lower indexed Idaho sawlog prices.

Timberlands Adjusted EBITDDA – Q2 2021 to Q3 2021 Variance

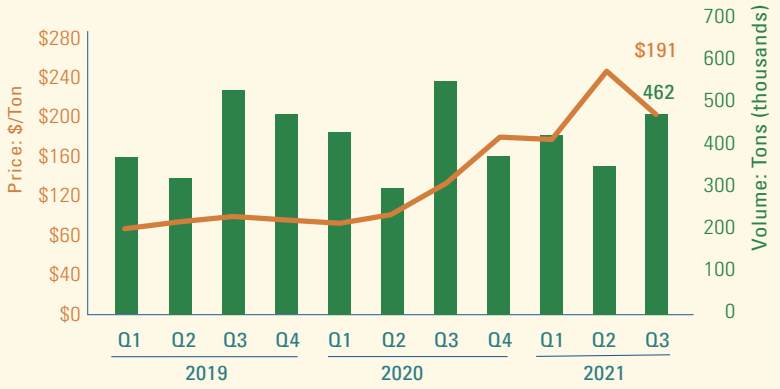


Key Timberlands Highlights:

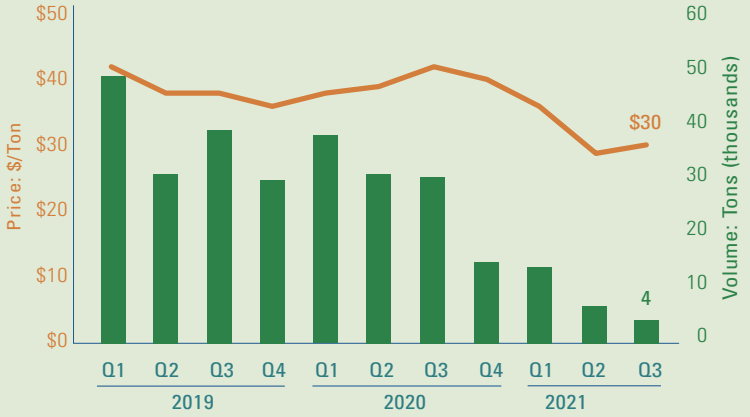
- Timberlands Adjusted EBITDDA decreased $1.2 million from Q2 2021 record level
- Northern and Southern harvest volumes increased seasonally
- Northern sawlog prices decreased 22% from historically high prices
- Southern sawlog prices increased 10% on wet weather constraining log supply and a higher mix of hardwood volumes
- Log & haul increased primarily driven by higher mix of Idaho harvest volumes

TIMBERLANDS RESULTS
NORTHERN REGION

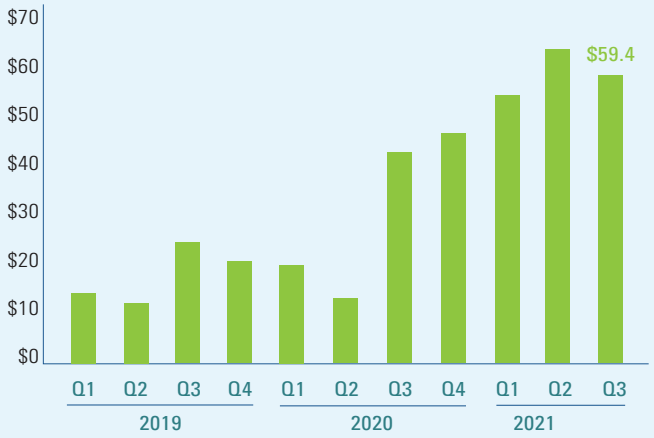
Northern Sawlog Pricing and Volume



Northern Pulpwood Pricing and Volume



Northern Timberlands Adjusted EBITDDA ($ in millions)



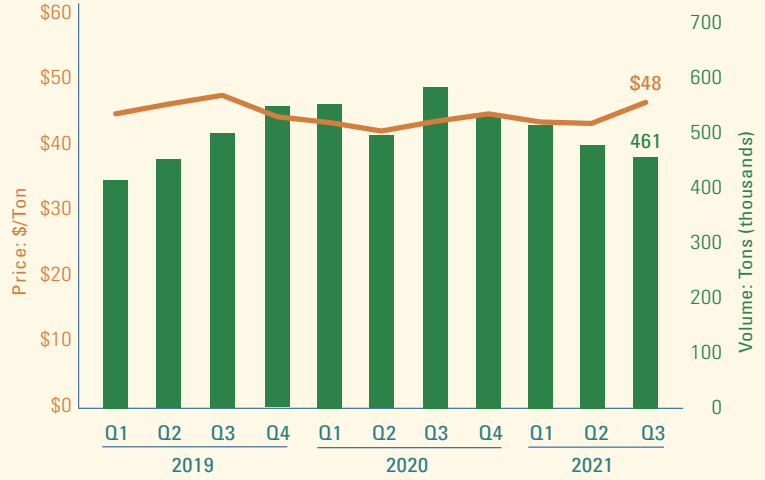
Northern Timberlands - Key Results

($ in millions - unaudited)	Q2 2021	Q3 2021	Change
Northern Revenues	$ 87.2	$ 88.6	$ 1.4
Northern Timberlands Adjusted EBITDDA	**$ 66.3**	**$ 59.4**	**$ (6.9)**
Margin (%)	76.0%	67.0%	(9.0) pts
Northern sawlog harvest volume ('000 tons)	354	462	108
Northern sawlog price ($ / ton)	$ 245	$ 191	$ (54)
Northern pulpwood harvest volume ('000 tons)	7	4	(3)
Northern pulpwood price ($ / ton)	$ 29	$ 30	$ 1

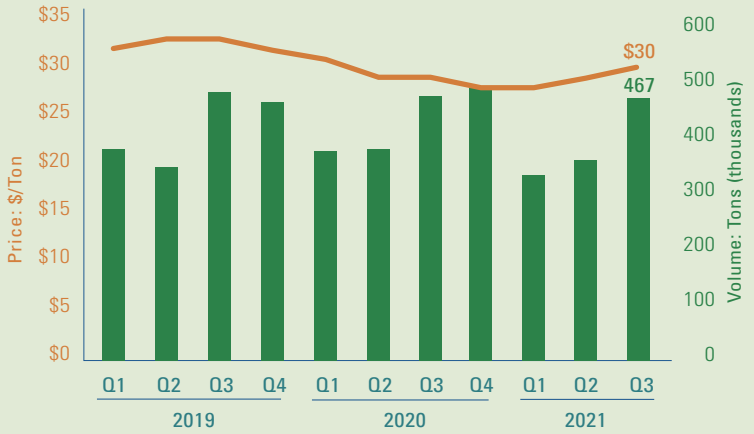
Volumes include tonnage harvested from company-owned fee land, while pricing data includes revenue generated from both company-owned fee land and non-fee stumpage purchased from third parties.

TIMBERLANDS RESULTS
SOUTHERN REGION

Southern Sawlog Pricing and Volume



Southern Pulpwood Pricing and Volume



Southern Timberlands Adjusted EBITDDA ($ in millions)



Southern Timberlands - Key Results

($ in millions - unaudited)	Q2 2021	Q3 2021	Change
Southern Revenues	$ 34.0	$ 41.0	$ 7.0
Southern Timberlands Adjusted EBITDDA	**$ 10.9**	**$ 16.6**	**$ 5.7**
Margin (%)	32.1%	40.5%	8.4 pts
Southern sawlog harvest volume ('000 tons)	480	461	(19)
Southern sawlog price ($ / ton)	$ 44	$ 48	$ 4
Southern pulpwood harvest volume ('000 tons)	352	467	115
Southern pulpwood price ($ / ton)	$ 29	$ 30	$ 1

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.

WOOD PRODUCTS RESULTS

The Q3 Wood Products Adjusted EBITDDA decline reflects the correction of lumber prices from unsustainable levels. Prices appear to have bottomed in Q3 and are moving up.

Wood Products Adjusted EBITDDA – Q2 2021 to Q3 2021 Variance

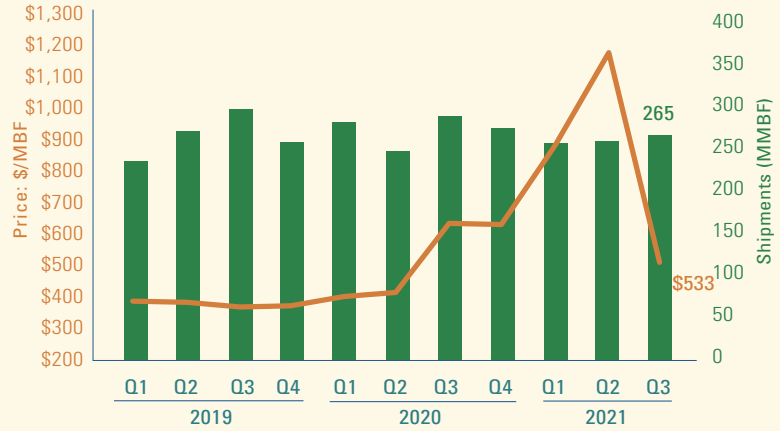


Key Wood Products Highlights:

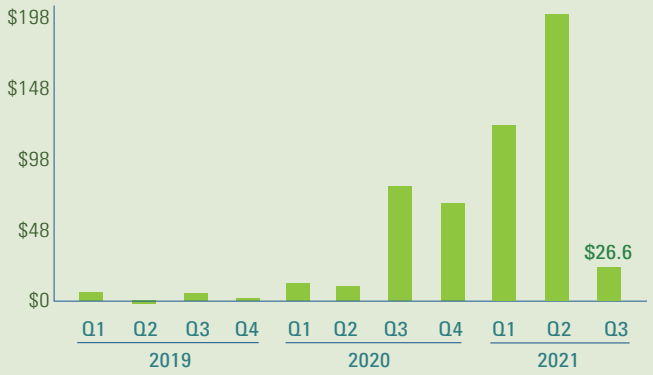
- Wood Products Adjusted EBITDDA decreased $178 million from Q2 2021 levels
- Average lumber price was $533 per MBF in Q3 2021, 55% lower than Q2 2021 historic prices
- Log costs increased due to higher index pricing in Idaho earlier in the year
- Inventory at end of Q3 2021 was written down $6.4 million due to high indexed Idaho log costs

WOOD PRODUCTS RESULTS

Lumber Pricing and Shipments



Wood Products Adjusted EBITDDA ($ in millions)





Wood Products - Key Results

($ in millions - unaudited)	Q2 2021	Q3 2021	Change
Wood Products Revenues	$ 357.7	$187.8	$ (169.9)
Wood Products Adjusted EBITDDA	**$ 204.6**	**$ 26.6**	**$ (178.0)**
Margin (%)	57.2%	14.2%	(43.0) pts
Lumber shipment volume (MMBF)	260	265	5
Lumber price ($ / MBF)	$ 1,185	$ 533	(652)

REAL ESTATE RESULTS

Real Estate Adjusted EBITDDA declined as lower rural land sale closings quarter-over-quarter were partially offset by an increase in residential lot sales in our Chenal Valley master planned community in Little Rock, Arkansas.

Real Estate Adjusted EBITDDA – Q2 2021 to Q3 2021 Variance



Key Real Estate Highlights:

- Real Estate Adjusted EBITDDA decreased $2.7 million from Q2 levels

Real Estate - Rural:

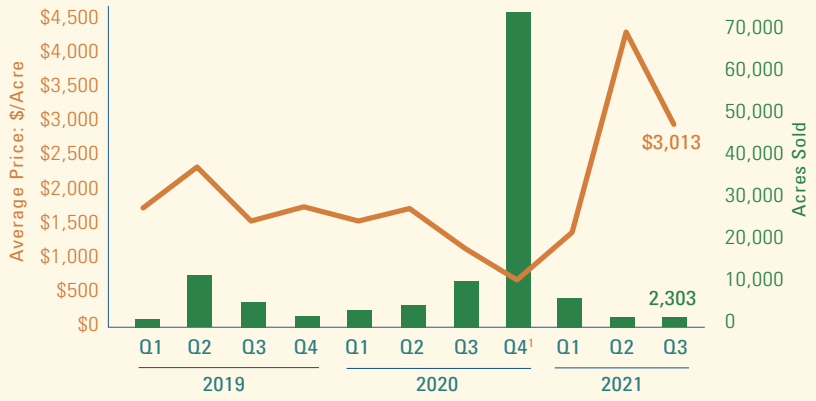
- Sold 2,303 acres
- Average price of $3,013/acre

Real Estate - Development:

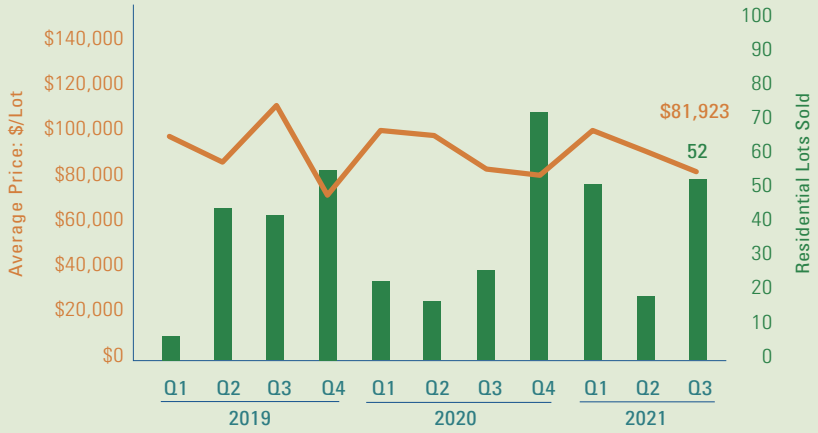
- Sold 52 residential lots
- Average price of $82,000/lot

REAL ESTATE RESULTS

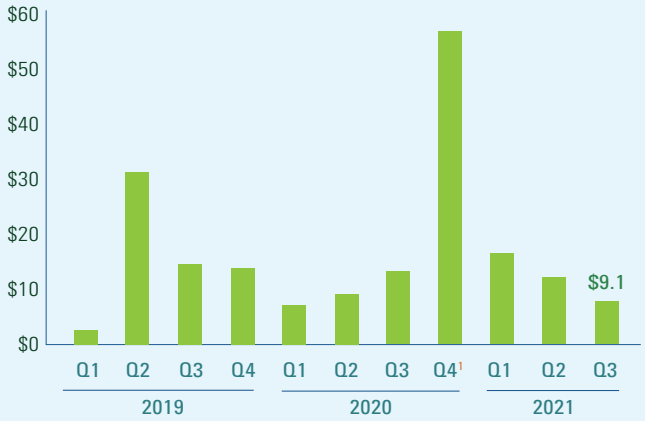
Rural - Acres Sold and Avg. Price



Development – Residential Lots Sold and Avg. Price



Real Estate Adjusted EBITDDA ($ in millions)



Real Estate - Key Results

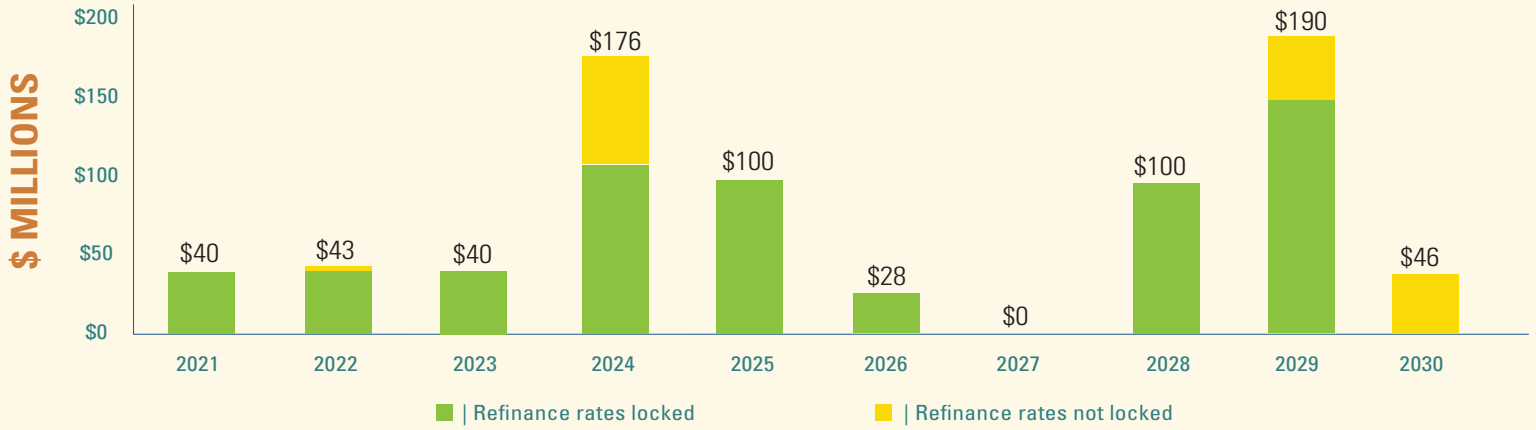
($ in millions - unaudited)	Q2 2021	Q3 2021	Change
Real Estate Revenues	$ 16.0	$ 13.5	$ (2.5)
Real Estate Adjusted EBITDDA	**$ 11.8**	**$ 9.1**	**$ (2.7)**
Margin (%)	73.8%	67.4%	(6.4) pts
Rural acres sold	2,605	2,303	(302)
Price ($ / acre)	$ 4,416	$ 3,013	$ (1,403)
Residential lots sold	19	52	33
Price ($ / lot)	$ 90,874	$ 81,923	$ (8,951)

1 | Includes sale of 72,440 acres to The Conservation Fund for nearly $48 million.

FAVORABLE CAPITAL STRUCTURE

Liquidity of $972 million and declining cost of capital provide a strong platform to continue growing shareholder value. We expect to pay a $3-$5/share special dividend in December 2021.

Debt Maturities



Unaudited, $ in millions	September 30, 2021
Market capitalization[1]	$ 3,461
Net debt[2]	165
Enterprise value	$ 3,626
Cash and cash equivalents	$ 593
Net debt to enterprise value[2]	4.6%
EBITDDA leverage[3]	0.2X
Weighted average cost of debt[4]	3.2%
Dividend yield[1]	3.2%

Key Highlights:

- Investment grade rated by Moody's and S&P
- Undrawn $380 million revolver
  - Maturity: April 2023
  - Accordion: $420 million
- All interest rates on outstanding debt are fixed
- Refinance rates locked at historically low levels will reduce debt cost by ~ 120 bps
- Refinancing $40 million of debt maturing December 2021

1 | Based on closing stock price of $51.58 on September, 30 2021.
2 | Net debt and net debt to enterprise value are non-GAAP measures. See appendix for definitions.
3 | EBITDDA leverage is a non-GAAP measure for the twelve months ended September 30, 2021. See appendix for definition.
4 | Weighted average cost of debt excludes amortization of deferred issuance costs and credit facility fees and includes annual estimated patronage credit on term loan debt.

OUTLOOK

We anticipate Q4 2021 Total Adjusted EBITDDA will be lower than Q3 2021 due to seasonally lower harvest volumes and a decline in sawlog prices.

TIMBERLANDS

	Q4 2021	FY 2021
Harvest volume	1.3 - 1.5 million tons	5.4 - 5.6 million tons
Geographic harvest	~ 70% of volume in South	~ 70% of volume in South
Sawlog mix	North: ~ 97% sawlogs South: ~ 45% sawlogs	North: ~ 98% sawlogs South: ~ 50% sawlogs
Sawlog pricing	North: ⬇ South: ⬇	

WOOD PRODUCTS

Lumber shipments	240 - 250 MMBF	1.0 - 1.1 BBF
Lumber prices	⬇	

REAL ESTATE

	Rural	Development	Rural	Development
Land sales	~ 4,500 acres	~ 35 lots	~ 16,500 acres	~ 157 lots
Average price	~ $1,000/acre	~ $70,000/lot	~ $2,000/acre	~ $86,000/lot
Land basis	~ 10%	~ 90%	~ 40%	~ 90%

OTHER

Corporate	~ $13 million[1]	~ $49 million[1]
Non-Op pension & OPEB	~ $3 million	~ $13 million
Interest expense	~ $9 million	~ $29 million
Income taxes	~ 15%	~ 20%

1 | Includes higher estimated incentive compensation related to strong company performance.

APPENDIX

Q3 2021



TOTAL COMPANY SUMMARY

in millions except per-share amounts – unaudited

	2020					2021			
Operating Income	Q1	Q2	Q3	Q4	TOTAL	Q1	Q2	Q3	TOTAL
Timberlands	$ 22.4	$ 14.0	$ 45.9	$ 49.4	$ 131.7	$ 56.5	$ 66.7	$ 64.1	$ 187.3
Wood Products	7.8	5.1	75.7	63.9	152.5	119.3	197.6	16.6	333.5
Real Estate	0.6	6.0	8.0	45.3	59.9	7.5	4.8	2.2	14.5
Corporate	(8.9)	(10.8)	(15.5)	(14.3)	(49.5)	(10.9)	(13.0)	(11.7)	(35.6)
Net gain on insurance recoveries	—	—	—	—	—	—	—	4.4	4.4
Eliminations	0.7	0.6	(4.1)	(11.2)	(14.0)	(4.3)	(5.8)	7.0	(3.1)
Total operating income	22.6	14.9	110.0	133.1	280.6	168.1	250.3	82.6	501.0
Interest expense, net	(3.7)	(8.3)	(8.6)	(8.9)	(29.5)	(3.6)	(8.2)	(8.6)	(20.4)
Pension settlement charge	(43.0)	—	—	—	(43.0)	—	—	—	—
Non-operating pension and OPEB costs	(3.6)	(3.5)	(3.6)	(3.5)	(14.2)	(3.4)	(3.3)	(3.3)	(10.0)
Income (loss) before taxes	(27.7)	3.1	97.8	120.7	193.9	161.1	238.8	70.7	470.6
Income taxes	10.9	(0.5)	(16.8)	(20.7)	(27.1)	(30.0)	(50.9)	(5.0)	(85.9)
Net income (loss) (GAAP)	**$ (16.8)**	**$ 2.6**	**$ 81.0**	**$ 100.0**	**$ 166.8**	**$ 131.1**	**$ 187.9**	**$ 65.7**	**$ 384.7**
Diluted EPS (GAAP)	**$ (0.25)**	**$ 0.04**	**$ 1.20**	**$ 1.48**	**$ 2.47**	**$ 1.94**	**$ 2.77**	**$ 0.97**	**$ 5.69**
Distributions per share	**$ 0.40**	**$ 0.40**	**$ 0.40**	**$ 0.41**	**$ 1.61**	**$ 0.41**	**$ 0.41**	**$ 0.41**	**$ 1.23**

OPERATING SEGMENT ADJUSTED EBITDDA

Non - GAAP Reconciliation

in millions – unaudited

	2020					2021			
	Q1	Q2	Q3	Q4	TOTAL	Q1	Q2	Q3	TOTAL
TIMBERLANDS									
Northern Timberlands operating income	$ 17.8	$ 10.9	$ 40.5	$ 44.5	$ 113.7	$ 52.2	$ 64.4	$ 57.2	$ 173.8
Depreciation, depletion and amortization	2.1	1.8	2.3	2.0	8.2	2.0	1.9	2.2	6.1
Northern Timberlands Adjusted EBITDDA	19.9	12.7	42.8	46.5	121.9	54.2	66.3	59.4	179.9
Southern Timberlands operating income	4.6	3.1	5.4	4.9	18.0	4.3	2.3	6.9	13.5
Depreciation, depletion and amortization	10.5	9.8	11.5	11.1	42.9	9.4	8.6	9.7	27.7
Southern Timberlands Adjusted EBITDDA	15.1	12.9	16.9	16.0	60.9	13.7	10.9	16.6	41.2
Timberlands Adjusted EBITDDA	**$ 35.0**	**$ 25.6**	**$ 59.7**	**$ 62.5**	**$ 182.8**	**$ 67.9**	**$ 77.2**	**$ 76.0**	**$ 221.1**
WOOD PRODUCTS									
Operating income	$ 7.8	$ 5.1	$ 75.7	$ 63.9	$ 152.5	$ 119.3	$ 197.6	$ 16.6	$ 333.5
Depreciation, amortization, & eliminations	5.6	5.8	6.0	6.2	23.6	6.2	6.2	8.9	21.3
(Gain) loss on fixed assets	(0.2)	—	—	0.2	—	—	0.8	1.1	1.9
Wood Products Adjusted EBITDDA	**$ 13.2**	**$ 10.9**	**$ 81.7**	**$ 70.3**	**$ 176.1**	**$ 125.5**	**$ 204.6**	**$ 26.6**	**$ 356.7**
REAL ESTATE									
Operating income	$ 0.6	$ 6.0	$ 8.0	$ 45.3	$ 59.9	$ 7.5	$ 4.8	$ 2.2	$ 14.5
Basis of land and depreciation	6.7	3.3	5.4	11.2	26.6	9.1	7.2	6.9	23.2
Gain on fixed assets	—	—	—	—	—	—	(0.2)	—	(0.2)
Real Estate Adjusted EBITDDA	**$ 7.3**	**$ 9.3**	**$ 13.4**	**$ 56.5**	**$ 86.5**	**$ 16.6**	**$ 11.8**	**$ 9.1**	**$ 37.5**
Eliminations	$ 0.7	$ 0.1	$ (4.0)	$(11.5)	$ (14.7)	$ (4.3)	$ (5.8)	$ 7.0	$ (3.1)
CORPORATE									
Corporate expense	$ (8.9)	$ (10.8)	$ (15.6)	$(14.2)	$ (49.5)	$ (10.9)	$ (13.0)	$ (11.7)	$ (35.6)
Depreciation and eliminations	0.3	0.2	0.2	0.3	1.0	0.2	0.2	0.2	0.6
Corporate Adjusted EBITDDA	**$ (8.6)**	**$ (10.6)**	**$ (15.4)**	**$(13.9)**	**$ (48.5)**	**$ (10.7)**	**$ (12.8)**	**$ (11.5)**	**$ (35.0)**
Total Adjusted EBITDDA	**$ 47.6**	**$ 35.3**	**$ 135.4**	**$163.9**	**$ 382.2**	**$ 195.0**	**$ 275.0**	**$ 107.2**	**$ 577.2**

TOTAL ADJUSTED EBITDDA & CAD

Non - GAAP Reconciliation

in millions – unaudited

	2020					2021			
	Q1	Q2	Q3	Q4	TOTAL	Q1	Q2	Q3	TOTAL
TOTAL ADJUSTED EBITDDA									
Net (loss) Income (GAAP)	$ (16.8)	$ 2.6	$ 81.0	$ 100.0	$ 166.8	$ 131.1	$ 187.9	$ 65.7	$ 384.7
Interest expense, net	3.7	8.3	8.6	8.9	29.5	3.6	8.2	8.6	20.4
Income taxes	(10.9)	0.5	16.8	20.7	27.1	30.0	50.9	5.0	85.9
Depreciation, depletion and amortization	18.7	17.7	20.2	19.7	76.3	18.0	17.0	21.2	56.2
Basis of real estate sold	6.5	2.7	5.2	10.9	25.3	8.9	7.1	6.7	22.7
Net gain on insurance recoveries	—	—	—	—	—	—	—	(4.4)	(4.4)
Pension settlement charge	43.0	—	—	—	43.0	—	—	—	—
Non-operating pension and OPEB costs	3.6	3.5	3.6	3.5	14.2	3.4	3.3	3.3	10.0
(Gain) loss on fixed assets	(0.2)	—	—	0.2	—	—	0.6	1.1	1.7
Total Adjusted EBITDDA	**$ 47.6**	**$ 35.3**	**$ 135.4**	**$ 163.9**	**$ 382.2**	**$ 195.0**	**$ 275.0**	**$ 107.2**	**$ 577.2**
CASH AVAILABLE FOR DISTRIBUTION									
Cash from operating activities[1]	$ 48.1	$ 39.8	$ 102.9	$ 144.5	$ 335.3	$ 169.9	$ 171.4	$ 111.9	$ 453.2
Capital expenditures & timberland acquisitions	(13.5)	(9.3)	(8.9)	(14.1)	(45.8)	(11.7)	(14.4)	(14.9)	(41.0)
Cash Available for Distribution	**$ 34.6**	**$ 30.5**	**$ 94.0**	**$ 130.4**	**$ 289.5**	**$ 158.2**	**$ 157.0**	**$ 97.0**	**$ 412.2**
Net cash used in investing activities	$ (11.0)	$ (8.7)	$ (8.6)	$ (13.9)	$ (42.2)	$ (11.5)	$ (14.0)	$ (1.2)	$ (26.7)
Net cash used in financing activities	$ (39.5)	$ (30.1)	$ (27.2)	$ (28.2)	$ (125.0)	$ (28.1)	$ (28.1)	$ (29.9)	$ (86.1)

1 | Real Estate development capital expenditures included in cash from operations.

STATISTICS: TIMBERLANDS

unaudited

	2020					2021			
	Q1	Q2	Q3	Q4	TOTAL	Q1	Q2	Q3	TOTAL
TIMBERLANDS									
Fee Volumes (tons)									
Northern Region									
Sawlog	433,870	302,917	554,845	377,685	1,669,317	427,255	353,792	462,492	1,243,539
Pulpwood	37,801	31,463	29,910	14,707	113,881	13,884	6,813	4,039	24,736
Stumpage	23,178	—	—	—	23,178	—	—	—	—
Total	494,849	334,380	584,755	392,392	1,806,376	441,139	360,605	466,531	1,268,275
Southern Region									
Sawlog	548,467	490,754	577,975	520,503	2,137,699	508,073	480,193	460,840	1,449,106
Pulpwood	367,099	372,234	462,571	480,125	1,682,029	326,429	352,005	467,138	1,145,572
Stumpage	90,237	100,231	65,085	125,382	380,935	58,413	43,352	109,469	211,234
Total	1,005,803	963,219	1,105,631	1,126,010	4,200,663	892,915	875,550	1,037,447	2,805,912
Total Fee Volume	**1,500,652**	**1,297,599**	**1,690,386**	**1,518,402**	**6,007,039**	**1,334,054**	**1,236,155**	**1,503,978**	**4,074,187**
Sales Price/Unit ($ per ton)									
Northern Region									
Sawlog	$ 95	$ 101	$ 131	$ 180	$ 128	$ 178	$ 245	$ 191	$ 202
Pulpwood	$ 38	$ 39	$ 42	$ 40	$ 40	$ 36	$ 29	$ 30	$ 33
Stumpage	$ 14	$ —	$ —	$ —	$ 14	$ —	$ —	$ —	$ —
Southern Region									
Sawlog	$ 44	$ 43	$ 44	$ 45	$ 44	$ 44	$ 44	$ 48	$ 45
Pulpwood	$ 31	$ 29	$ 29	$ 28	$ 29	$ 28	$ 29	$ 30	$ 29
Stumpage	$ 9	$ 8	$ 12	$ 13	$ 11	$ 13	$ 6	$ 21	$ 16

STATISTICS: WOOD PRODUCTS AND REAL ESTATE

unaudited

	2020					2021			
	Q1	Q2	Q3	Q4	TOTAL	Q1	Q2	Q3	TOTAL
WOOD PRODUCTS									
Lumber shipments (MBF)	282,967	249,239	291,391	274,485	1,098,082	258,069	260,311	264,855	783,235
Lumber sales prices ($ per MBF)	$ 396	$ 412	$ 637	$ 629	$ 522	$ 890	$ 1,185	$ 533	$ 867
REAL ESTATE									
Rural									
Revenues (millions)	$ 7.3	$ 9.9	$ 13.3	$ 51.5	$ 82.0	$ 10.0	$ 11.5	$ 7.0	$ 28.5
Acres sold	4,439	5,537	11,048	73,573	94,597	7,083	2,605	2,303	11,991
Sales price per acre	$ 1,643	$ 1,784	$ 1,202	$ 700	$ 867	$ 1,415	$ 4,416	$ 3,013	$ 2,374
Development									
Residential Lots									
Up to $75K	14	10	18	53	95	20	11	35	66
$75K to $125K	6	3	3	5	17	23	5	14	42
$125k+	3	4	5	14	26	8	3	3	14
Total lots sold	23	17	26	72	138	51	19	52	122
Average price per lot	$ 99,652	$ 97,059	$ 82,573	$ 80,115	$ 85,922	$ 98,629	$ 90,874	$ 81,923	$ 90,301
Commercial Acres									
Acres sold	—	—	—	4	4	11	—	—	11
Average price per acre	$ —	$ —	$ —	$817,629	$ 817,629	$277,425	$ —	$ —	$277,425

DEFINITIONS

Total Adjusted EBITDDA is a non-GAAP measure and is calculated as net income adjusted for interest expense, income taxes, depletion, depreciation and amortization, basis of real estate sold, non-operating pension and other post-retirement benefit costs, pension settlement charge, gains and losses on disposition of fixed assets, net gain on insurance recoveries, and other special items.

Adjusted Net Income is a non-GAAP measure and is net income adjusted for pension settlement charge, gain on insurance recoveries, and other special items.

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

Segment Adjusted EBITDDA 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 minus capital expenditures and timberland acquisitions not classified as strategic.

Net Debt to Enterprise Value is a non-GAAP measure and is calculated as net debt divided by enterprise value. Net Debt is a non-GAAP measure and is calculated as long-term debt (plus long-term debt due within a year), less cash and cash equivalents.

Q3 2021 EARNINGS

OCTOBER 26, 2021

JERALD W. RICHARDS

Vice President and Chief Financial Officer

509-835-1521

