# Q1 2023 EARNINGS

**April 25, 2023**



# 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 U.S. economic condition; the success of the company's business strategies; synergies resulting from the merger with CatchMark Timber Trust, Inc.; the company's capital allocation strategies, including share repurchases and dividend expectations; maintaining the company's investment grade credit rating; favorable capital structure and strong balance sheet; the company's debt metrics and decision to repay or refinance maturing debt; interest rates and expenses; corporate expenses; pension expenses; taxes; Q2 and FY 2023 outlook; favorable long-term housing fundamentals, including mortgage rates, the housing market, repair and remodel market, and housing starts; lumber supply, demand and pricing; lumber shipment volumes; the effects of changes in lumber prices on annual EBITDDA; the ability of the new large log line at the Ola, Arkansas sawmill to achieve expected decreased cash processing costs and increased production volumes; expected implementation of our Waldo, Arkansas sawmill modernization project on schedule, and corresponding increase in production capacity with reduction in cash processing costs; expected timber harvest volumes, sawlog and pulpwood mix, and pricing; rural real estate and development real estate demand and sales; land basis and average price per acre and per developed lot; potential for real estate solar energy deals to close; potential carbon credit and carbon capture projects and success of natural climate solutions opportunities; planned capital expenditures; anticipated publication of our 2022 ESG Report; ability to achieve our greenhouse gas reduction goals; business conditions; and similar matters. Words such as "anticipate," "assumes," "believe," "can," "could," "estimate," "expect," "future," "goal," "intend," "may," "on track," "plan," "potential," "predicting," "project," "schedule," "seek," "should," "target," "will," 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 pandemic disease 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 shortages and disruptions; share price; the successful execution of the company's strategic plans; the company's ability and its contractors' ability to implement the modernization plan for the Waldo sawmill; the company's ability to meet expectations for the Ola sawmill's new large log line; 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
# Q1 2023

## 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**
- Opportunistic rural land sales
- Chenal master-planned community

## PERFORMANCE

**Total Adjusted EBITDDA**[1]
- $57.7MM
- 22.4% margin

**Segment Adjusted EBITDDA**
- Timberlands - $46.6MM
- 2.1MM tons harvested

- Wood Products - Breakeven
- 262MMBF lumber shipped

- Real Estate - $19.5MM
- Sold:
  - 6.9K rural acres
  - 24 residential lots

**Cash Available for Distribution (CAD)**[2]
- $122.8MM

## CAPITAL ALLOCATION

**Return of cash**
- $144MM annual dividend run rate
- Dividend yield of 3.6%[3]

**Capital expenditures**[4]
- $12.8MM spent Q1 2023
- $135MM-$145MM planned 2023
- Includes $74MM in 2023 for Waldo sawmill

**Strong liquidity position**
- Investment grade rated
- $625MM of liquidity
- Net debt to enterprise value[5] is 15.2%

## OUR ESG COMMITMENT: ENVIRONMENTAL RESPONSIBILITY, SOCIAL RESPONSIBILITY & RESPONSIBLE GOVERNANCE[6]

FOCUSED ON DIVERSITY AND INCLUSION

PRIORITIZED EMPLOYEE HEALTH & SAFETY

-7 Million METRIC TONS $CO_2e$ SEQUESTRATION

23 Million SEEDLINGS PLANTED

-4.7 Million METRIC TONS $CO_2e$
SCOPE 1, 3 CARBON REMOVALS AND STORAGE

+2.6 Million METRIC TONS $CO_2e$
SCOPE 1-3 GHG EMISSIONS

FSC www.fsc.org FSC® C132909 The mark of responsible forestry

SUSTAINABLE FORESTRY INITIATIVE SFI-01063

FORESTRY PRACTICES 100% Third Party Certified

1 | Total Adjusted EBITDDA is a non-GAAP measure; see appendix for definition and reconciliation. Total Adjusted EBITDDA margin is Total Adjusted EBITDDA divided by revenues.
2 | Cash Available for Distribution (CAD) is for the trailing twelve months ended March 31, 2023. Includes $110MM of payments for timber and timberland acquisitions. CAD is a non-GAAP measure; see appendix for definition and reconciliation.
3 | Based on closing stock price of $49.50 on March 31, 2023.
4 | Includes property, plant and equipment, Timberlands reforestation and roads, Real Estate development; excludes acquisition of timber and timberlands.
5 | Net debt to enterprise value is a non-GAAP measure; see appendix for definition. Based on closing stock price of $49.50 on March 31, 2023.
6 | ESG data as of December 31, 2021

# CONSOLIDATED RESULTS

Q1 Total Adjusted EBITDDA of $57.7 million reflects declines in lumber and indexed sawlog prices, more than offset by strong rural real estate land sales and higher harvest volumes.

## Total Adjusted EBITDDA – Q4 2022 to Q1 2023 Variance




## Key Consolidated Highlights:

- Total Adjusted EBITDDA increased $5.4 million from Q4 2022
- Timberlands Adjusted EBITDDA decreased primarily due to lower indexed sawlog prices
- Wood Products Adjusted EBITDDA decreased primarily due to lower lumber prices
- Real Estate Adjusted EBITDDA reflects higher rural land sales

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

# TIMBERLANDS RESULTS

Q1 2023 Timberlands Adjusted EBITDDA of $46.6 million reflects lower indexed Idaho sawlog prices, partially offset by our highest quarterly harvest volumes on record.

## Timberlands Adjusted EBITDDA – Q4 2022 to Q1 2023 Variance




## Key Timberlands Highlights:

- Timberlands Adjusted EBITDDA decreased $4.0 million from Q4 2022
- Northern sawlog prices decreased 19% due primarily to lower indexed sawlog prices and seasonally heavier sawlogs
- Total harvest of 2.1 million tons exceeded plan driven by favorable harvest conditions
- Southern sawlog prices decreased 3% primarily due to lower pine sawlog prices and seasonally lower hardwood volumes
- Forest management costs decreased due to seasonally lower activities and insourcing of timberlands management on legacy CatchMark operations

# TIMBERLANDS RESULTS
# NORTHERN REGION

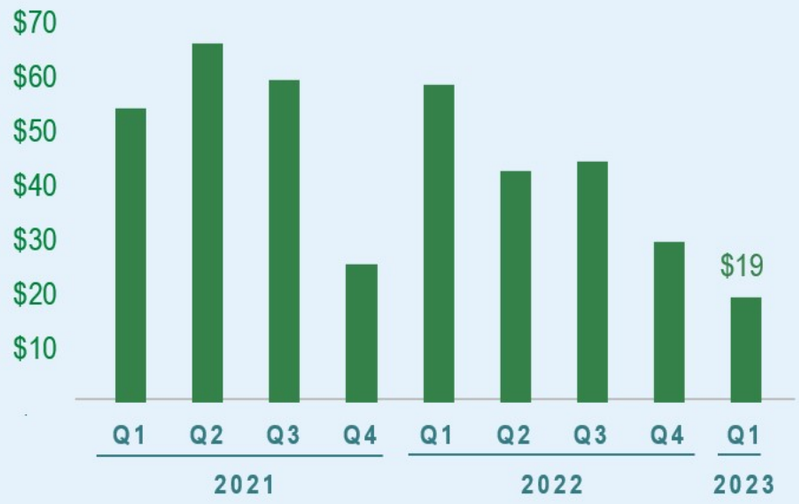
## Northern Sawlog Pricing and Volume




## Northern Pulpwood Pricing and Volume




## Northern Timberlands Adjusted EBITDDA ($ in millions)




## Northern Timberlands - Key Results

| ($ in millions except per ton amounts) | Q4 2022 | Q1 2023 | Change |
|---|---|---|---|
| Revenues | $64.7 | $54.0 | $(10.7) |
| **Adjusted EBITDDA** | **$29.6** | **$19.4** | **$(10.2)** |
| Margin (%) | 45.7 % | 35.9 % | (9.8) pts |
| Sawlog harvest volume ('000 tons) | 456 | 471 | 15 |
| Sawlog price ($ / ton) | $ 140 | $ 113 | $ (27) |
| Pulpwood harvest volume ('000 tons) | 9 | 8 | $ (1) |
| Pulpwood price ($ / ton) | $ 53 | $ 50 | $ (3) |

# TIMBERLANDS RESULTS
# SOUTHERN REGION

## Southern Sawlog Pricing and Volume




## Southern Pulpwood Pricing and Volume




## Southern Timberlands Adjusted EBITDDA ($ in millions)



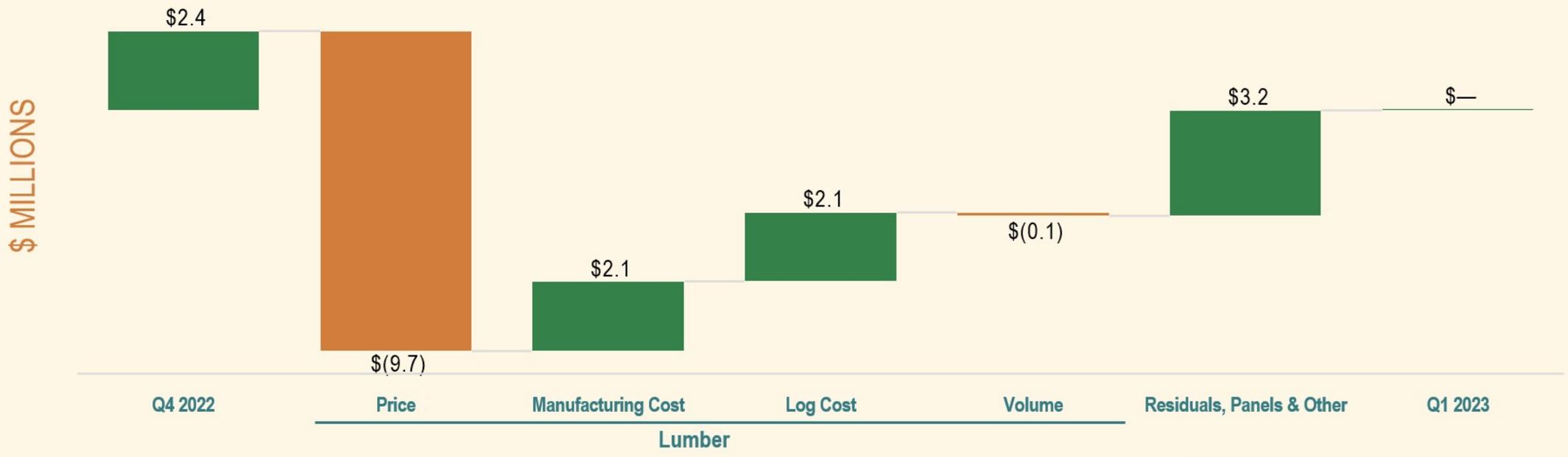

## Southern Timberlands - Key Results

| ($ in millions except per ton amounts) | Q4 2022 | Q1 2023 | Change |
|---|---|---|---|
| Revenues | $57.2 | $61.2 | $ 4.0 |
| **Adjusted EBITDDA** | **$21.0** | **$27.2** | **$ 6.2** |
| Margin (%) | 36.7 % | 44.4 % | 7.7 pts |
| Sawlog harvest volume ('000 tons) | 588 | 662 | 74.0 |
| Sawlog price ($ / ton) | $ 50 | $ 48 | $ (2) |
| Pulpwood harvest volume ('000 tons) | 582 | 492 | (90) |
| Pulpwood price ($ / ton) | $ 32 | $ 33 | $ 1 |

# WOOD PRODUCTS RESULTS

Wood Products Adjusted EBITDDA in Q1 2023 was breakeven as lower costs were more than offset by lower lumber prices.

## Wood Products Adjusted EBITDDA – Q4 2022 to Q1 2023 Variance



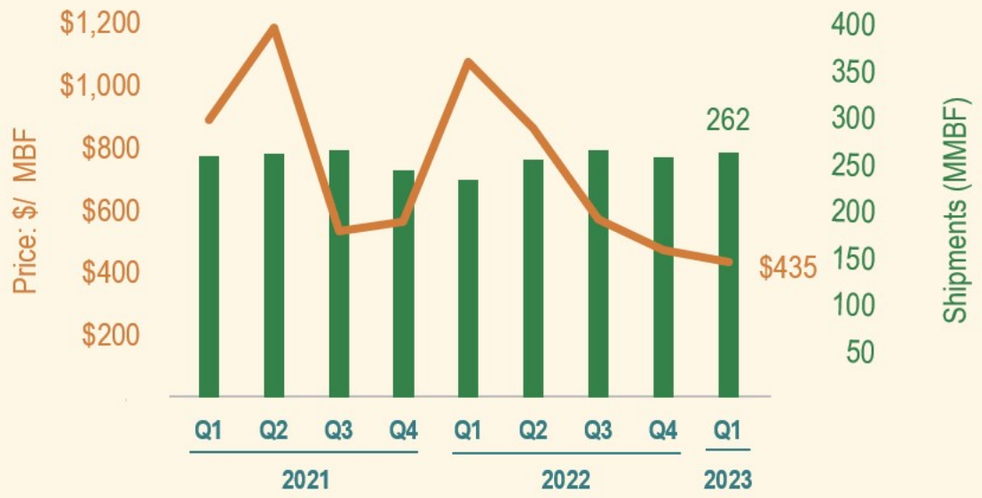

### Key Consolidated Highlights:

- Wood Products Adjusted EBITDDA decreased $2.4 million from Q4 2022
- Average lumber price decreased 8% to $435 per MBF in Q1 2023
- Lumber production increased in Q1 2023 leading to higher fixed cost absorption
- Log costs decreased primarily due to lower indexed pricing in Idaho
- Increased plywood shipments were partially offset by lower price realizations



# WOOD PRODUCTS RESULTS

## Lumber Pricing and Shipments




## Wood Products Adjusted EBITDDA ($ in millions)





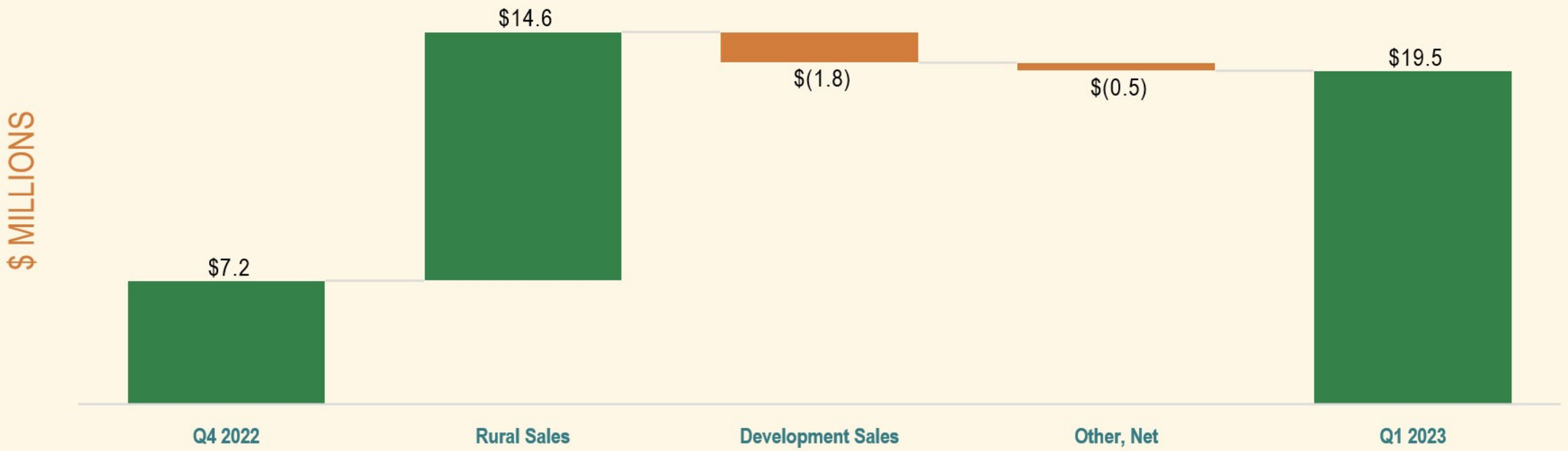

## Wood Products - Key Results

| ($ in millions except per MBF amounts) | Q4 2022 | Q1 2023 | Change |
|---|---|---|---|
| Revenues | $156.8 | $152.8 | $ (4.0) |
| **Adjusted EBITDDA** | **$ 2.4** | **$ —** | **$ (2.4)** |
| Margin (%) | 1.5 % | — % | (1.5) pts |
| Lumber shipment volume (MMBF) | 258 | 262 | 4 |
| Lumber price ($ / MBF) | $ 473 | $ 435 | $ (38) |

# REAL ESTATE RESULTS

Real Estate Adjusted EBITDDA increased to $19.5 million in Q1 2023 on higher rural land sales partially offset by no Chenal Valley commercial land sales.

## Real Estate Adjusted EBITDDA – Q4 2022 to Q1 2023 Variance




## Key Real Estate Highlights:

- Real Estate Adjusted EBITDDA increased $12.3 million from Q4 2022

### Real Estate – Rural:

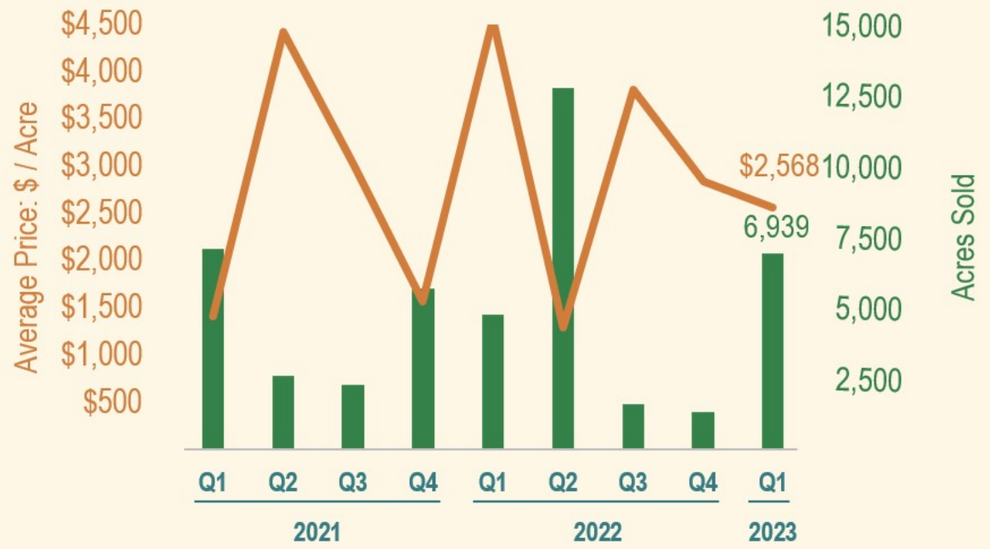
- Sold 6,939 acres
- Average price $2,568 / acre

### Real Estate – Development:

- Sold 24 residential lots
- Average price of $116,429 / lot

# REAL ESTATE RESULTS

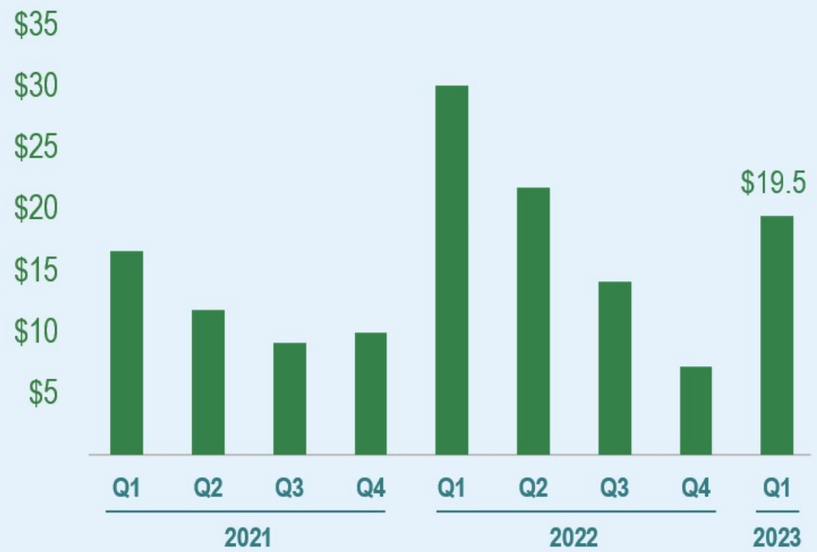
## Rural Acres Sold and Average Price




## Residential Lots Sold and Average Price




## Real Estate Adjusted EBITDDA ($ in millions)




## Real Estate - Key Results

| ($ in millions except per acre/lot amounts) | Q4 2022 | Q1 2023 | Change |
|---|---|---|---|
| Revenues | $ 11.7 | $ 23.9 | $ 12.2 |
| **Adjusted EBITDDA** | **$ 7.2** | **$ 19.5** | **$ 12.3** |
| Margin (%) | 61.5 % | 81.6 % | 20.1 pts |
| Rural acres sold | 1,329 | 6,939 | 5,610 |
| Price ($ / acre) | $ 2,837 | $ 2,568 | $ (269) |
| Residential lots sold | 24 | 24 | — |
| Price ($ / lot) | $132,000 | $116,429 | $ (15,571) |
| Commercial acres sold | 5 | — | (5) |
| Price ($ / acre) | $437,407 | $ — | $ (437,407) |

# FAVORABLE CAPITAL STRUCTURE

Our strong balance sheet and ample liquidity provide a solid platform to continue to grow shareholder value over the long term.

## Debt Maturities




| Unaudited, $ in millions | | March 31, 2023 |
|---|---|---|
| Market capitalization[1] | $ | 3,956 |
| Net debt[2] | | 707 |
| Enterprise value | $ | 4,663 |
| Cash and cash equivalents | $ | 326 |
| Net debt to enterprise value[2] | | 15.2% |
| EBITDDA leverage[3] | | 1.8 |
| Weighted average cost of debt[4] | | 2.4% |
| Dividend yield[1] | | 3.6% |

### Key Highlights:

- Investment grade rated by Moody's and S&P
- Undrawn $300 million revolver
  - Maturity: Feb 2027
  - Accordion: $500 million
- All interest rates on outstanding debt are fixed

1 | Based on closing stock price of $49.50 on March 31, 2023.
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 March 31, 2023. 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 our 2023 Total Adjusted EBITDDA to be significantly lower than 2022 stemming from higher interest rates and their expected impact on housing starts.

## TIMBERLANDS

| | Q2 2023 | FY 2023 |
|---|---|---|
| Harvest Volume | ~1.6 million tons | ~7.7 million tons |
| Geographic harvest | ~82% of volume in South | ~80% of volume in South |
| Sawlog mix | North: ~98% sawlogs | North: ~99% sawlogs |
| | South: ~54% sawlogs | South: ~55% sawlogs |
| Sawlog pricing | North: ⬇ | |
| | South: Modestly ⬇ | |

## WOOD PRODUCTS

| | | |
|---|---|---|
| Lumber shipments | 270-280 MMBF | ~1.1 BBF |
| Lumber prices | ⬆ | |

## REAL ESTATE

| | Rural | Development | Rural | Development |
|---|---|---|---|---|
| Land sales | ~2,600 acres | ~35 lots | ~18,000 acres | ~150 lots |
| Average price | ~$2,600 / acre | ~$100,000 / lot | ~$2,400 / acre | ~$100,000 / lot |
| Land basis | ~50% | ~80% | ~50% | ~80% |

## OTHER

| | | |
|---|---|---|
| Corporate | ~$13 million | ~$46-$50 million |
| Non-op pension & OPEB | ~$250,000 | ~$1 million |
| Interest expense, net | ~$8 million | ~$27 million |
| Income taxes | ~$1 million benefit | ~10% expense |

# APPENDIX

**Q1 2023**



# TOTAL COMPANY SUMMARY

in millions except per-share amounts – unaudited

| | 2022 | | | | | 2023 |
|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | TOTAL | Q1 |
| **Operating income (loss):** | | | | | | |
| Timberlands | $ 64.2 | $ 46.4 | $ 47.5 | $ 31.7 | $ 189.8 | $ 26.2 |
| Wood Products | 143.1 | 99.0 | 21.2 | (8.4) | 254.9 | (11.1) |
| Real Estate | 19.0 | 14.4 | 7.1 | 2.1 | 42.6 | 8.7 |
| Corporate | (9.7) | (14.1) | (12.7) | (13.2) | (49.7) | (10.8) |
| (Loss) gain on fire damage | (0.3) | 9.9 | 24.9 | — | 34.5 | — |
| CatchMark merger-related expenses | — | — | (26.0) | (1.3) | (27.3) | (2.2) |
| Environmental charge | — | — | — | (5.5) | (5.5) | — |
| Eliminations | (1.3) | 2.1 | 3.8 | 5.2 | 9.8 | 2.4 |
| Total operating income | 215.0 | 157.7 | 65.8 | 10.6 | 449.1 | 13.2 |
| Interest expense, net | (2.9) | (7.4) | (8.3) | (8.8) | (27.4) | (0.2) |
| Pension settlement charge | (14.2) | — | — | — | (14.2) | — |
| Other | — | — | — | (0.1) | (0.1) | — |
| Non-operating pension and OPEB costs | (1.9) | (1.8) | (1.8) | (2.6) | (8.1) | (0.2) |
| Income before taxes | 196.0 | 148.4 | 55.8 | (0.9) | 399.3 | 12.8 |
| Income taxes | (32.1) | (28.2) | (9.8) | 4.7 | (65.4) | 3.5 |
| **Net income (GAAP)** | $ 163.9 | $ 120.2 | $ 46.0 | $ 3.8 | $ 333.9 | $ 16.3 |
| **Diluted EPS (GAAP)** | $ 2.35 | $ 1.72 | $ 0.64 | $ 0.05 | $ 4.58 | $ 0.20 |
| **Distributions per share** | $ 0.44 | $ 0.44 | $ 0.44 | 1.40[1] | $ 2.72 | $ 0.45 |

1 | Special dividend of $0.95 per share was paid in Q4 2022. Regular dividend was also increased to $0.45 per share in Q4 2022.

# OPERATING SEGMENT ADJUSTED EBITDDA

## Non – GAAP Reconciliation

in millions – unaudited

| | 2022 | | | | | 2023 |
|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | TOTAL | Q1 |
| **Timberlands** | | | | | | |
| Northern Timberlands operating income | $ 56.7 | $ 41.0 | $ 42.3 | $ 27.4 | $ 167.4 | $ 17.2 |
| Depreciation, depletion and amortization | 1.9 | 1.7 | 2.2 | 2.2 | 8.0 | 2.2 |
| **Northern Timberlands Adjusted EBITDDA** | 58.6 | 42.7 | 44.5 | 29.6 | 175.4 | 19.4 |
| Southern Timberlands operating income | 7.5 | 5.4 | 5.2 | 4.3 | 22.4 | 9.0 |
| Depreciation, depletion and amortization | 10.3 | 9.8 | 14.8 | 16.7 | 51.6 | 18.2 |
| **Southern Timberlands Adjusted EBITDDA** | 17.8 | 15.2 | 20.0 | 21.0 | 74.0 | 27.2 |
| **Timberlands Adjusted EBITDDA** | **$ 76.4** | **$ 57.9** | **$ 64.5** | **$ 50.6** | **$ 249.4** | **$ 46.6** |
| **Wood Products** | | | | | | |
| Operating income | $ 143.1 | $ 99.0 | $ 21.2 | $ (8.4) | $ 254.9 | $ (11.1) |
| Depreciation, amortization, & eliminations | 7.0 | 8.2 | 10.0 | 10.8 | 36.0 | 11.0 |
| Loss (gain) on fixed assets | (0.1) | — | 0.1 | — | — | 0.1 |
| **Wood Products Adjusted EBITDDA** | **$ 150.0** | **$ 107.2** | **$ 31.3** | **$ 2.4** | **$ 290.9** | **$ 0.0** |
| **Real Estate** | | | | | | |
| Operating income | $ 19.0 | $ 14.4 | $ 7.1 | $ 2.1 | $ 42.6 | $ 8.7 |
| Basis of land and depreciation | 11.1 | 7.4 | 7.0 | 5.1 | 30.6 | 10.8 |
| **Real Estate Adjusted EBITDDA** | **$ 30.1** | **$ 21.8** | **$ 14.1** | **$ 7.2** | **$ 73.2** | **$ 19.5** |
| Eliminations | $ (1.3) | $ 2.1 | $ 3.8 | $ 5.2 | $ 9.8 | $ 2.3 |
| **Corporate** | | | | | | |
| Corporate expense | $ (9.7) | $ (14.1) | $ (12.7) | $ (13.2) | $ (49.7) | $ (10.8) |
| Depreciation and eliminations | 0.1 | 0.2 | 0.1 | 0.1 | 0.5 | 0.1 |
| **Corporate Adjusted EBITDDA** | **$ (9.6)** | **$ (13.9)** | **$ (12.6)** | **$ (13.1)** | **$ (49.2)** | **$ (10.7)** |
| **Total Adjusted EBITDDA** | **$ 245.6** | **$ 175.1** | **$ 101.1** | **$ 52.3** | **$ 574.1** | **$ 57.7** |

# TOTAL ADJUSTED EBITDDA & CAD

## Non – GAAP Reconciliation

in millions – unaudited

| | 2022 | | | | | 2023 |
|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | TOTAL | Q1 |
| **Total Adjusted EBITDDA** | | | | | | |
| Net Income (GAAP) | $ 163.9 | $ 120.2 | $ 46.0 | $ 3.8 | $ 333.9 | $ 16.3 |
| Interest expense, net | 2.9 | 7.4 | 8.3 | 8.8 | 27.4 | 0.2 |
| Income taxes | 32.1 | 28.2 | 9.8 | (4.7) | 65.4 | (3.5) |
| Depreciation, depletion and amortization | 19.6 | 20.0 | 27.2 | 29.9 | 96.7 | 31.7 |
| Basis of real estate sold | 10.8 | 7.4 | 6.8 | 4.9 | 29.9 | 10.6 |
| (Gain) loss on fire damage | 0.3 | (9.9) | (24.9) | — | (34.5) | — |
| CatchMark merger-related expenses | — | — | 26.0 | 1.3 | 27.3 | 2.2 |
| Environmental charge | — | — | — | 5.5 | 5.5 | — |
| Pension settlement charge | 14.2 | — | — | — | 14.2 | — |
| Non-operating pension and OPEB costs | 1.9 | 1.8 | 1.8 | 2.6 | 8.1 | 0.2 |
| Loss (gain) on fixed assets | (0.1) | — | — | 0.2 | 0.1 | — |
| Other | — | — | 0.1 | — | 0.1 | — |
| **Total Adjusted EBITDDA** | **$ 245.6** | **$ 175.1** | **$ 101.1** | **$ 52.3** | **$ 574.1** | **$ 57.7** |
| **Cash Available for Distribution** | | | | | | |
| Cash from operating activities[1] | $ 230.3 | $ 147.9 | $ 80.2 | $ 33.5 | $ 491.9 | $ 39.1 |
| Capital expenditures and timberland acquisitions | (17.2) | (70.2) | (64.9) | (32.5) | (184.8) | (10.3) |
| **Cash Available for Distribution** | **$ 213.1** | **$ 77.7** | **$ 15.3** | **$ 1.0** | **$ 307.1** | **$ 28.8** |
| Net cash from investing activities | $ (17.1) | $ (71.7) | $ (39.0) | $ (19.7) | $ (147.5) | $ (4.9) |
| Net cash from financing activities | $ (34.6) | $ (35.7) | $ (62.4) | $ (162.9) | $ (295.6) | $ (36.8) |

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

# STATISTICS: TIMBERLANDS

unaudited

| | 2022 | | | | | 2023 |
|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | TOTAL | Q1 |
| **Timberlands** | | | | | | |
| **Fee Volumes** (tons) | | | | | | |
| **Northern Region** | | | | | | |
| Sawlog | 385,290 | 276,347 | 459,128 | 455,993 | 1,576,758 | 470,790 |
| Pulpwood | 8,259 | 11,383 | 11,197 | 9,043 | 39,882 | 8,029 |
| Total | 393,549 | 287,730 | 470,325 | 465,036 | 1,616,640 | 478,819 |
| **Southern Region** | | | | | | |
| Sawlog | 490,093 | 507,679 | 613,303 | 587,707 | 2,198,782 | 661,588 |
| Pulpwood | 379,651 | 376,843 | 539,856 | 582,135 | 1,878,485 | 492,405 |
| Stumpage | 196,513 | 117,618 | 287,929 | 227,590 | 829,650 | 444,279 |
| Total | 1,066,257 | 1,002,140 | 1,441,088 | 1,397,432 | 4,906,917 | 1,598,272 |
| **Total Fee Volume** | **1,459,806** | **1,289,870** | **1,911,413** | **1,862,468** | **6,523,557** | **2,077,091** |
| | | | | | | |
| **Sales Price/Unit** ($ per ton) | | | | | | |
| **Northern Region** | | | | | | |
| Sawlog | $ 212 | $ 228 | $ 171 | $ 140 | $ 182 | $ 113 |
| Pulpwood | $ 47 | $ 52 | $ 52 | $ 53 | $ 51 | $ 50 |
| **Southern Region** | | | | | | |
| Sawlog | $ 48 | $ 48 | $ 48 | $ 50 | $ 48 | $ 48 |
| Pulpwood | $ 31 | $ 32 | $ 33 | $ 32 | $ 32 | $ 33 |
| Stumpage | $ 17 | $ 18 | $ 14 | $ 19 | $ 17 | $ 21 |

# STATISTICS: WOOD PRODUCTS AND REAL ESTATE

unaudited

| | 2022 | | | | | 2023 |
|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | TOTAL | Q1 |
| **Wood Products** | | | | | | |
| Lumber shipments (MBF) | 233,188 | 254,225 | 264,748 | 257,587 | 1,009,748 | 261,633 |
| Lumber sales prices ($ per MBF) | $ 1,075 | $ 865 | $ 572 | $ 473 | $ 737 | $ 435 |
| **Real Estate** | | | | | | |
| **Rural** | | | | | | |
| Revenues (millions) | $ 21.6 | $ 16.4 | $ 6.2 | $ 3.8 | $ 48.0 | $ 17.8 |
| Acres Sold | 4,751 | 12,749 | 1,622 | 1,329 | 20,451 | 6,939 |
| Sales Price per Acre | $ 4,556 | $ 1,290 | $ 3,811 | $ 2,837 | $ 2,349 | $ 2,568 |
| **Development** | | | | | | |
| **Residential lots**[1] | | | | | | |
| Small | 18 | 12 | 44 | 2 | 76 | 8 |
| Mid | 39 | 10 | 3 | 22 | 74 | 16 |
| Premium | 7 | 23 | 1 | — | 31 | — |
| Lots sold | 64 | 45 | 48 | 24 | 181 | 24 |
| Average price per lot | $ 112,725 | $ 134,373 | $ 78,344 | $ 132,000 | $ 111,545 | $ 116,429 |
| **Commercial Acres** | | | | | | |
| Acres sold | 3 | 3 | 35 | 5 | 46 | — |
| Average price per acre | $ 917,236 | $ 685,713 | $ 182,520 | $ 437,407 | $ 289,722 | $ — |

1 | Price ranges for : Small (up to $75k); Mid ($75K-$125K); Premium ($125k+).

# DEFINITIONS

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

**Adjusted Net Income** is a non-GAAP measure and is net income adjusted for pension settlement charge, gains and losses on fire damage, environmental charge, CatchMark merger-related expenses 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 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.

# Q1 2023 EARNINGS

**April 25, 2023**

WAYNE WASECHEK

Interim Vice President, Chief Financial Officer and Chief Accounting Officer

509-835-1521

