## Louisiana-Pacific Corporation

## Q3 2006 Financial Results

October 24, 2006


#### Abstract

These slides were prepared and should be read in conjunction with a webcast presentation and earnings release by LP's management on October 24, 2006 relating to LP's financial condition and results of operations as of and for the quarter ended September 30, 2006. LP does not intend to update these slides. Accordingly, you should not assume that the information contained in these slides will continue to be accurate as of any date after October 24, 2006.


$\overline{\text { BUILDING PRODUCTS }}$

## Forward Looking Statements

This presentation contains statements concerning Louisiana Pacific Corporation's (LP) future results and performance that are forwardlooking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The accuracy of such statements is subject to a number of risks, uncertainties and assumptions that may cause actual results to differ materially from those projected, including, but not limited to, the effect of general economic conditions, including the level of interest rates and housing starts, market demand for the company's products, and prices for structural products; the effect of forestry, land use, environmental and other governmental regulations; the ability to obtain regulatory approvals; and the risk of losses from fires, floods and other natural disasters. These and other factors that could cause or contribute to actual results differing materially from such forward-looking statements are discussed in greater detail in the company's Securities and Exchange Commission filings.

## LP 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.lpcoro.com under the Investor Relations Presentations section.

## Financial Results - Quarterly

Dollar amounts in millions, except per share amounts

Net sales
Income from continuing operations
Loss from discontinued operations
Net income

Diluted EPS from continuing operations
Diluted EPS

Quarter Ended

| $\begin{gathered} \hline \text { September 30, } \\ 2006 \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2006 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2005 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 535 | \$ | 653 | \$ | 621 |
| \$ | 10 | \$ | 55 | \$ | 176 |
| \$ | - | \$ | - | \$ | (8) |
| \$ | 10 | \$ | 55 | \$ | 168 |
| \$ | 0.09 | \$ | 0.52 | \$ | 1.59 |
| \$ | 0.09 | \$ | 0.52 | \$ | 1.53 |

## Financial Results - YTD

Dollar amounts in millions, except per share amounts

Net sales
Income from continuing operations Loss from discontinued operations Net income

Diluted EPS from continuing operations Diluted EPS

| Nine Months Ended |  |  |  |  |
| :---: | ---: | :---: | :---: | :---: |
| September 30, <br> 2006 |  | September 30, <br> 2005 |  |  |
|  |  |  |  |  |
| $\$$ | 1,866 |  | 1,975 |  |
| $\$$ | 150 |  |  | 385 |
| $\$$ | $(2)$ | $\$$ | $(15)$ |  |
| $\$$ | 148 | $\$$ | 370 |  |
|  |  |  |  |  |
| $\$$ | 1.42 | $\$$ | 3.48 |  |
| $\$$ | 1.41 | $\$$ | 3.34 |  |

BUILDING PRODUCTS

## Tax Reconciliation

Dollar amounts in millions

Continuing operations
Discontinued operations
Effect of Repatriation
Quarter Ended September 30,

| 2006 |  |  | 2005 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Tax Provision |  | Tax Rate | Tax Provision |  | Tax Rate |
| \$ | (5.1) | (106\%) | \$ | 35.2 | 32\% |
|  | (0.2) | 38\% |  | (4.7) | 38\% |
|  | - |  |  | (101.7) |  |
| \$ | (5.3) | (126\%) | \$ | (71.2) | (73\%) |

Continuing operations
Discontinued operations Effect of Repatriation

| Nine Months Ended September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2006 |  |  | 2005 |  |  |
| Tax Provision |  | Tax Rate |  | ovision | Tax Rate |
| \$ | 57.5 | 28\% | \$ | 140.0 | 32\% |
|  | (1.0) | 38\% |  | (9.5) | 38\% |
|  | - |  |  | (91.0) |  |
| \$ | 56.5 | 28\% | \$ | 39.5 | 10\% |

## OSB

Dollar amounts in millions

|  | Q3 '06 |  |  |  |  |  | CHANGE FROM |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Q2 '06 |  | Q3 '05 |  | Q2 '06 | Q3 '05 |
| Sales | \$ | 276 | \$ | 355 | \$ | 353 | (22\%) | (22\%) |
| Profit ${ }^{\text {a }}$ | \$ | (9) | \$ | 62 | \$ | 99 | (115\%) | (109\%) |
| DDA | \$ | 20 | \$ | 21 | \$ | 22 |  |  |
| Volume |  |  |  |  |  |  | (4\%) | 4\% |
| Price |  |  |  |  |  |  | (23\%) | (29\%) |

a Profit equals sales less cost of sales, depreciation, amortization and cost of timber harvested and selling and administration directly associated with the segment

## Siding

Dollar amounts in millions

${ }^{\text {a }}$ Profit equals sales less cost of sales, depreciation, amortization and cost of timber harvested and selling and administration directly associated with the segment

## Engineered Wood Products

Dollar amounts in millions

a Profit equals sales less cost of sales, depreciation, amortization and cost of timber harvested and selling and administration directly associated with the segment

## LP Other <br> BUILDING PRODUCTS

Dollar amounts in millions

| Sales | Q3 '06 |  | Q2 '06 |  | Q3 '05 |  | CHANGE FROM |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Q2 '06 | Q3 '05 |  |  |
|  | \$ | 29 |  |  | \$ | 40 | \$ | 40 | (28\%) | (28\%) |
| Profit ${ }^{\text {a }}$ | \$ | (5) | \$ | 3 | \$ | 1 | (267\%) | (600\%) |
| DDA | \$ | 3 | \$ | 3 | \$ | 2 |  |  |
| Volume |  |  |  |  |  |  |  |  |
| Decking |  |  |  |  |  |  | (55\%) | (55\%) |
| Moulding |  |  |  |  |  |  | (5\%) | 5\% |
| Price |  |  |  |  |  |  |  |  |
| Decking |  |  |  |  |  |  | (2\%) | 16\% |
| Moulding |  |  |  |  |  |  | (6\%) | (4\%) |

[^0]
## Balance Sheet and Other Statistics

Dollar amounts in millions, except per share amounts

Total cash and investments
Working capital
Net cash and investments
Capital expenditures YTD (includes investments in JVs)

Book value per share

September 30,
$\underline{2006}$
December 31, $\underline{2005}$
\$ 1,369
\$ 947
\$ 129
\$ 20.27
\$
19.31

See appendix for reconciliations

## Appendix

## LP Appendix

Dollar amounts in millions

Calculation of "Working Capital"
Current assets
Current liabilities
Working capital
Calculation of "Net Cash and Investments"
Long-term debt
Current portion of long term debt
Current portion of limited recourse debt
Notes receivable from assets sales
Total cash and investments
Net cash and investments

Calculation of "Total Cash and Investments"
Cash and cash equivalents
Short term investments
Restricted cash
Long-term investments
Total cash and investments

| September 30, <br> 2006 | December 31, <br> 2005 |
| :---: | :---: |


| \$ | 1,587 | \$ | 1,797 |
| :---: | :---: | :---: | :---: |
|  | (218) |  | (346) |
| \$ | 1,369 | \$ | 1,451 |


| $\$$ | $(646)$ | $\$$ | $(735)$ |
| :--- | ---: | :--- | :--- | ---: |
|  | $(1)$ |  | $(19)$ |
|  | - |  | $(70)$ |
|  | 327 |  | 397 |
|  | 1,267 |  | 1,395 |
|  | 947 | $\$$ | 968 |


| $\$$ | 296 |  | $\$$ | 608 |
| :--- | ---: | :--- | ---: | ---: |
|  | 886 |  | 717 |  |
|  | 39 |  | 56 |  |
|  | 46 |  | 14 |  |
|  |  |  |  |  |


[^0]:    a Profit equals sales less cost of sales, depreciation, amortization and cost of timber harvested and selling and administration directly associated with the segment

