



Q3 2019 EARNINGS PRESENTATION

November 5, 2019

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. Factors that could cause actual results to differ materially from those expressed or implied by the forward-looking statements include, but are not limited to, the following: changes in governmental fiscal and monetary policies, including tariffs, and levels of employment; changes in general economic conditions; changes in the cost and availability of capital; changes in the level of home construction and repair activity; changes in competitive conditions and prices for our products; changes in the relationship between supply of and demand for building products; changes in the relationship between supply of and demand for raw materials, including wood fiber and resins, used in manufacturing our products; changes in the cost of and availability of energy, primarily natural gas, electricity and diesel fuel; changes in the cost of and availability of transportation; changes in other significant operating expenses; changes in exchange rates between the U.S. dollar and other currencies, particularly the Canadian dollar, Brazilian real and Chilean peso; changes in general and industry-specific environmental laws and regulations; changes in tax laws, and interpretations thereof; changes in circumstances giving rise to environmental liabilities or expenditures; the resolution of existing and future product-related litigation and other legal proceedings; the amount and timing of any repurchases of our common stock and the payment of dividends on our common stock, which will depend on market and business conditions and other considerations; and acts of public authorities, war, civil unrest, natural disasters, fire, floods, earthquakes, inclement weather and other matters beyond our control. Investors are cautioned that many of the assumptions upon which LP's forward-looking statements are based are likely to change after the forward-looking statements are made, including for example commodity prices, which LP cannot control, and production volumes and costs, some aspects of which LP may not be able to control. These and other factors that could cause or contribute to actual results differing materially from those contemplated by 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 section.

HIGHLIGHTS

Q3 2019 HIGHLIGHTS



Growth in a Challenging Market

- 13% SmartSide Strand revenue growth to \$213 million, another quarterly record
- LP OSB prices down 35%, commodity volumes down 14%
- 43% of OSB volume from Structural Solutions portfolio

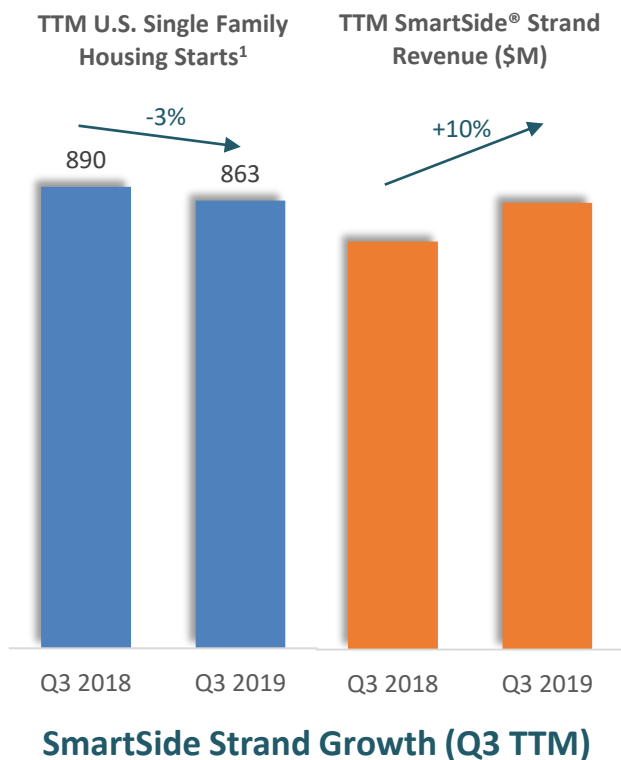
Operational Execution

- Lowest OSB cash cost of production in two years
- \$28 million generated YTD towards 2021 efficiency target of \$75 million
- Finished goods inventory reduction of \$29 million in the quarter

Capital Allocation

- Returning \$638 million to shareholders via buy-backs in 2019
 - ASR completed in Q3
 - \$42 million of further share buybacks (1.8 million shares)
- \$50 million of dividends paid in the first 9 months
- Additional \$0.135 dividend declared, \$0.40 YTD

TRANSFORMATION



2019 Q3 YTD vs 2018 Q3 YTD

Segment	Growth	Efficiency	Total
Siding	\$14	\$11	\$25
OSB	\$7	\$14	\$21
EWP & LPSA	-	\$3	\$3
2019 EBITDA Impact	\$21	\$28	\$49
2021 EBITDA Target ²	\$90	\$75	\$165

¹ Actual U.S. housing starts data from U.S. Census Bureau as reported on October 17, 2019

² LP is targeting incremental cash flow improvements of approximately \$100M by 2021, comprising \$90M of EBITDA generated from growth, \$75M of EBITDA from efficiency savings, offset by \$30M of underlying labor and benefits inflation, assuming a 25% tax rate

FINANCIAL PERFORMANCE

(\$ in millions, except per share amount)

	Quarter Ended Sept. 30		Nine Months Ended Sept. 30	
	2019	B/(W) 2018	2019	B/(W) 2018
Sales	\$ 603	\$ (134)	\$ 1,773	\$ (466)
Cost of sales	529	(5)	1,540	49
Gross profit	75	(138)	233	(417)
Selling and administrative	58	(7)	172	(20)
Other charges and credits	9	(15)	8	(20)
Income from operations	8	(159)	53	(457)
Non-operating income (expense)	(5)	(4)	3	6
Provision for taxes	3	39	13	110
Income from continuing operations	1	(123)	43	(339)
Discontinued operations	—	—	—	4
Loss attributable to non-controlling	(1)	1	(3)	3
Net income attributable to LP	\$ 2	\$ (122)	\$ 46	\$ (332)
Earnings per share - diluted	\$ 0.02	\$ (0.84)	\$ 0.36	\$ (2.23)
Non-GAAP earnings per share - diluted	\$ 0.08	\$ (0.75)	\$ 0.32	\$ (2.23)
Weighted average shares - diluted	122.2	(21.7)	125.9	(19.7)

REVENUE AND EBITDA BY SEGMENT

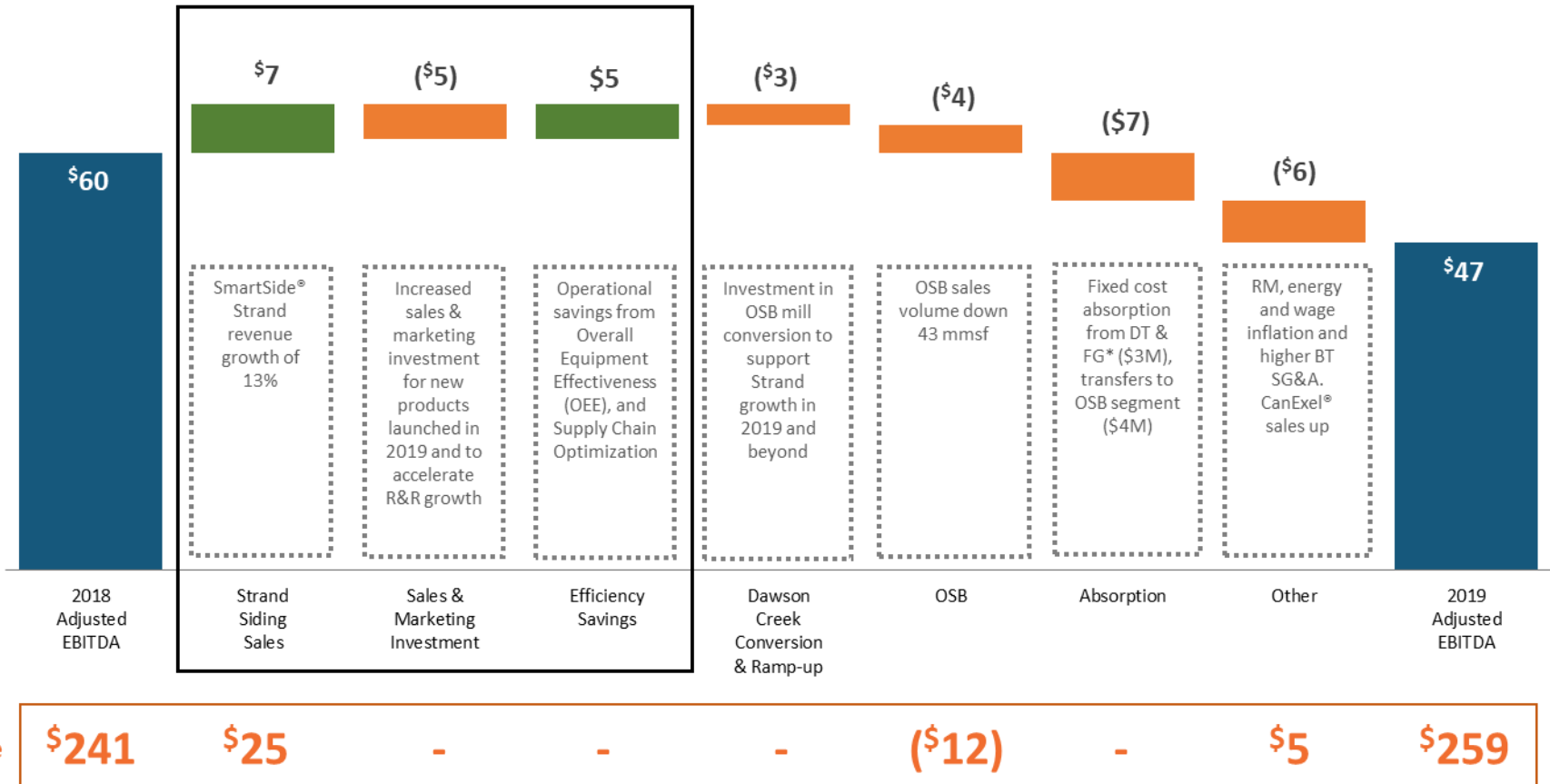
(\$ in millions)

	Q1 2019	Q2 2019	Q3 2019	B/(W) Q3 2018
Sales				
Siding	\$ 236	\$ 238	\$ 259	\$ 18
OSB	208	199	197	(152)
EWP	90	107	105	(4)
South America	45	40	36	2
Other and intersegment	3	4	5	2
	\$ 582	\$ 588	\$ 603	\$ (134)
Adj. EBITDA				
Siding	\$ 42	\$ 46	\$ 47	\$ (13)
OSB	8	(3)	(1)	(124)
EWP	7	10	6	(5)
South America	10	9	7	(1)
Other and Unallocated	(10)	(9)	(9)	(1)
	\$ 57	\$ 53	\$ 49	\$ (144)

SIDING COMPARISON – Q3 2019 VERSUS Q3 2018

(\$ in millions)

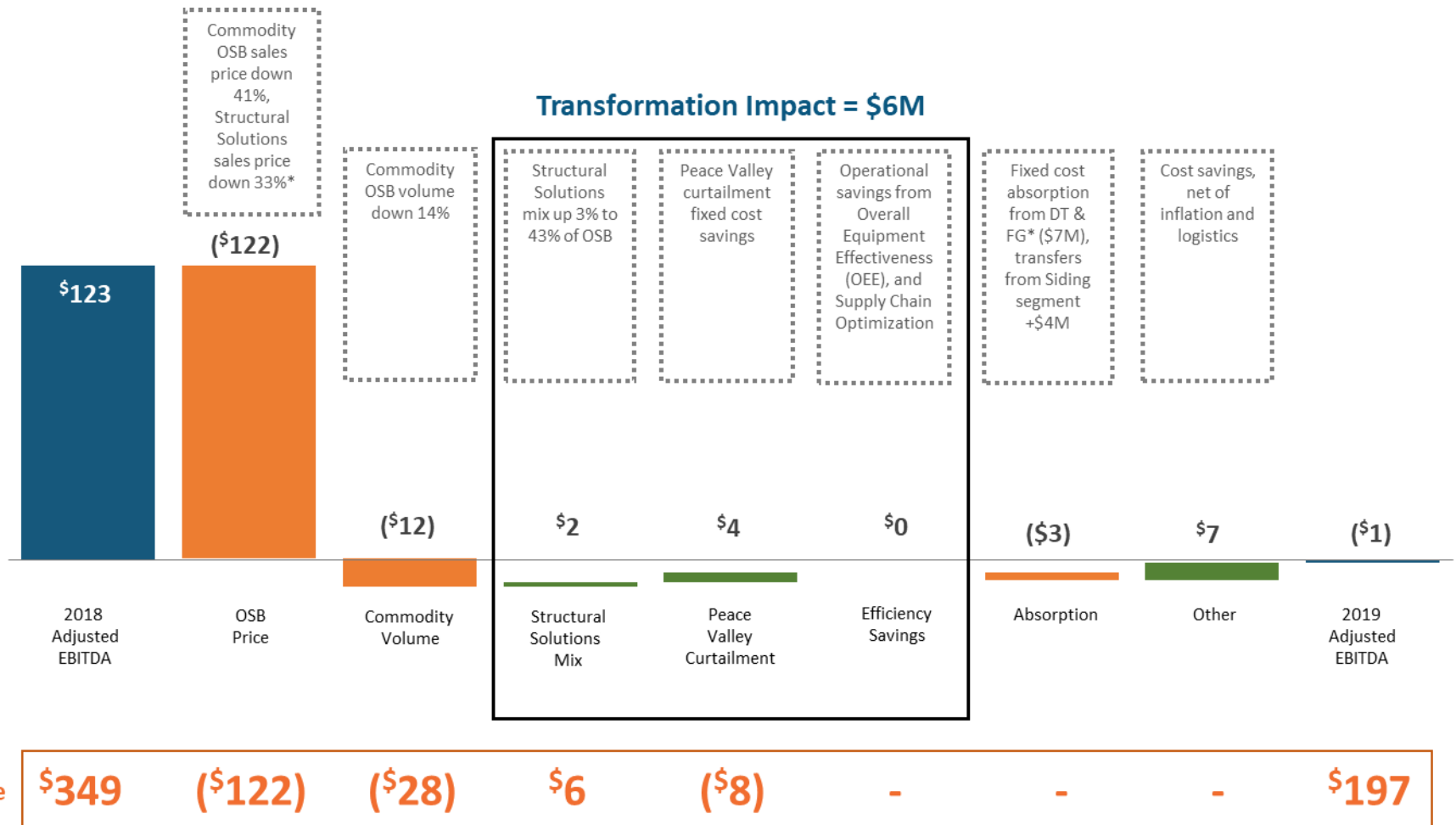
Transformation Impact = \$7M



* DT & FG = down time and finished goods inventory

OSB COMPARISON – Q3 2019 VERSUS Q3 2018

(\$ in millions)



• OSB price impact reflects \$(119) million on 2019 volumes plus \$(3) for Peace Valley TechShield forsaken

** DT & FG = Down time and finished goods inventory

CASH FLOW

(\$ in millions)

	Quarter Ended Sept. 30		Nine Months Ended Sept. 30	
	2019	B/(W) 2018	2019	B/(W) 2018
Beginning cash, cash equivalents and restricted cash	\$ 362	\$ (652)	\$ 892	\$ (50)
Adjusted EBITDA	49	(144)	160	(435)
Inventory	31	29	14	25
Other working capital	(15)	(41)	(71)	(30)
Interest (net)	(5)	(1)	(10)	(3)
Cash taxes (net)	(1)	32	(29)	44
Other operating	(3)	(2)	(9)	—
Operating cash flow	59	(93)	58	(361)
Cap Ex	(37)	26	(118)	32
Dividends	(16)	2	(50)	7
Share buybacks	(42)	18	(480)	(382)
Business acquisition	(3)	(3)	(10)	35
Other investing and financing	(4)	20	(14)	(3)
Net change in available cash	(44)	(29)	(613)	(672)
Entekra consolidation	—	—	40	40
Ending cash, cash equivalents and restricted cash	\$ 318	\$ (682)	\$ 318	\$ (682)

2019 GUIDANCE

Capital investment	< \$160M
Strand Siding revenue growth	10%
OSB OEE improvement ¹	1.7 pts

LONG-TERM TARGETS

Volume from Structural Solutions ²	50%+
Annual Siding Strand revenue growth	10-12%
Overall Siding EBITDA margin	20%+
Percentage of cash flow from operations to be returned to shareholders in excess of capital expenditures to sustain our core business and grow Siding and Structural Solutions ²	50%+

1. Each percentage point of OEE improvement will either generate additional profit of ~ \$6M (at cycle average OSB price of \$260 on 7/16" basis) or reduce manufacturing costs by ~ \$3M.
2. Formerly Value-add OSB

APPENDIX

SIDING

(\$ in millions)

	Quarter Ended Sept. 30		Nine Months Ended Sept. 30	
	2019	B/W 2018	2019	B/W 2018
Sales	\$ 259	\$ 18	\$ 733	\$ 4
Operating income ^a	38	(13)	108	(32)
Adj. EBITDA ^b	47	(13)	135	(33)
Adj. EBITDA Margin	18%	(7)	18%	(5)
Percentage Changes:				
Sales		8%		—%
Adj. EBITDA		(22)%		(19)%
Volume:				
Smart Side - strand		14%		7%
Smart Side - fiber		(10)%		(9)%
OSB		(88)%		(70)%
Gross Price:				
Smart Side - strand		1%		3%
Smart Side - fiber		3%		4%
OSB		(22)%		(47)%

^a Operating income equals sales less cost of sales and selling and administration directly associated with the segment.

^b Adjusted EBITDA from continuing operations

OSB

(\$ in millions)

	Quarter Ended Sept. 30		Nine Months Ended Sept. 30	
	2019	B/W 2018	2019	B/W 2018
Sales	\$ 197	\$ (152)	\$ 605	\$ (445)
Operating income ^a	(16)	(122)	(41)	(386)
Adj. EBITDA ^b	(1)	(124)	4	(387)
Adj. EBITDA Margin	(1)%	(36)	1%	(37)

Percentage Changes:

Sales	(43)%	(42)%
Adj. EBITDA	(101)%	(99)%

Volume:

OSB - Commodity	(14)%	(13)%
OSB - Structural Solutions ^c	(4)%	1%

Gross Price:

OSB - Commodity	(41)%	(42)%
OSB - Structural Solutions ^c	(33)%	(33)%

^a Operating income equals sales less cost of sales and selling and administration directly associated with the segment.

^b Adjusted EBITDA from continuing operations

^c Formerly Value-add OSB

ENGINEERED WOOD PRODUCTS

(\$ in millions)

	Quarter Ended Sept. 30		Nine Months Ended Sept. 30	
	2019	B/W 2018	2019	B/W 2018
Sales	\$ 105	\$ (4)	\$ 303	\$ (26)
Operating income ^a	2	(4)	11	(2)
Adj. EBITDA ^b	6	(5)	22	(4)
Adj. EBITDA Margin	5%	(4)	7%	(1)
Percentage Changes:				
Sales		(4)%		(8)%
Adj. EBITDA		(44)%		(15)%
Volume:				
LVL		9%		(4)%
LSL		(31)%		(21)%
I-Joist		20%		6%
Gross Price:				
LVL		(3)%		1%
LSL		—%		4%
I-Joist		(3)%		1%

^a Operating income equals sales less cost of sales and selling and administration directly associated with the segment.

^b Adjusted EBITDA from continuing operations

SOUTH AMERICA

(\$ in millions)

	Quarter Ended Sept. 30		Nine Months Ended Sept.30	
	2019	B/W 2018	2019	B/W 2018
Sales	\$ 36	2	\$ 121	(1)
Operating income ^a	6	(1)	20	(5)
Adj. EBITDA ^b	7	(1)	27	(5)
Adj. EBITDA Margin	20%	(5)	22%	(4)
Percentage Changes:				
Sales		6%		(1)%
Adj. EBITDA		(14)%		(15)%
Volume:				
OSB		25%		18%
Siding		(1)%		(18)%
Gross Price:				
OSB		(15)%		(13)%
Siding		1%		(1)%

^a Operating income equals sales less cost of sales and selling and administration directly associated with the segment.

^b Adjusted EBITDA from continuing operations