



**BUILDING  
SOLUTIONS**

**Q2 2022 RESULTS**

August 9, 2022

# 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, which may be amplified by the invasion of Ukraine by Russia, the sanctions (including their duration), and other measures being imposed in response to this conflict, as well as any escalation or expansion of economic disruption or the conflict's current scope: impacts from public health issues (including global pandemics, such as the ongoing COVID-19 pandemic) on the economy, demand for our products or our operations, including the actions and recommendations of governmental authorities to contain such public health issues; changes in governmental fiscal and monetary policies, including tariffs, and levels of employment; changes in general economic conditions, including impacts from the ongoing COVID-19 pandemic; changes in the cost and availability of capital; changes in the level of home construction and repair and remodel 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 financial or business conditions of third-party wholesale distributors and dealers; 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 and availability of energy, primarily natural gas, electricity, and diesel fuel; changes in the cost and availability of transportation; impact of manufacturing our products internationally; difficulties in the launch or production ramp-up of newly introduced products; unplanned interruptions to our manufacturing operations, such as explosions, fires, inclement weather, natural disasters, accidents, equipment failures, labor shortages or disruptions, transportation interruptions, supply interruptions, public health issues (including pandemics and quarantines), riots, civil insurrection or social unrest, looting, protests, strikes and street demonstrations; changes in other significant operating expenses; changes in currency values and exchange rates between the U.S. dollar and other currencies, particularly the Canadian dollar, Brazilian real and Chilean peso; changes in, and compliance with, general and industry-specific laws and regulations, including environmental and health and safety laws and regulations, the U.S. Foreign Corrupt Practices Act and anti-bribery laws, laws related to our international business operations, and changes in building codes and standards; changes in tax laws, and interpretations thereof; changes in circumstances giving rise to environmental liabilities or expenditures; warranty costs exceeding our warranty reserves; challenge to or exploitation of our intellectual property or other proprietary information by others in the industry; changes in the funding requirements of our defined benefit pension plans; the resolution of existing and future product-related litigation, environmental proceedings and remediation efforts, and other legal or environmental proceedings or matters; the effect of covenants and events of default contained in our debt instruments; 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.

For additional information about factors that could cause actual results, events, and circumstances to differ materially from those described in the forward-looking statements, please refer to LP's filings with the Securities and Exchange Commission (SEC). We urge you to consider all of the risks, uncertainties, and factors identified above or discussed in such reports carefully in evaluating the forward-looking statements in this news release. We cannot assure you that the results reflected in or implied by any forward-looking statement will be realized or even if substantially realized, that those results will have the forecasted or expected consequences and effects for or on our operations or financial performance. The forward-looking statements made today are as of the date of this news release. Except as required by law, LP undertakes no obligation to update any such forward-looking statements to reflect new information, subsequent events, or circumstances.

# STATEMENT RELATING TO THE USE OF NON-GAAP FINANCIAL MEASURES

During the course of this presentation, certain non-GAAP financial measures will be presented. Non-GAAP financial measures should be considered only as a supplement to, and not as superior to, financial measures prepared in accordance with GAAP. Please refer to the earnings release filed as an exhibit to LP's Current Report on Form 8-K filed with the Securities and Exchange Commission on August 9, 2022, and the Appendix of this presentation for a reconciliation of non-GAAP financial measures. It should be noted that other companies may present similarly titled measures differently, and therefore, such measures as presented by LP may not be comparable to similarly-titled measures reported by other companies.

# HIGHLIGHTS



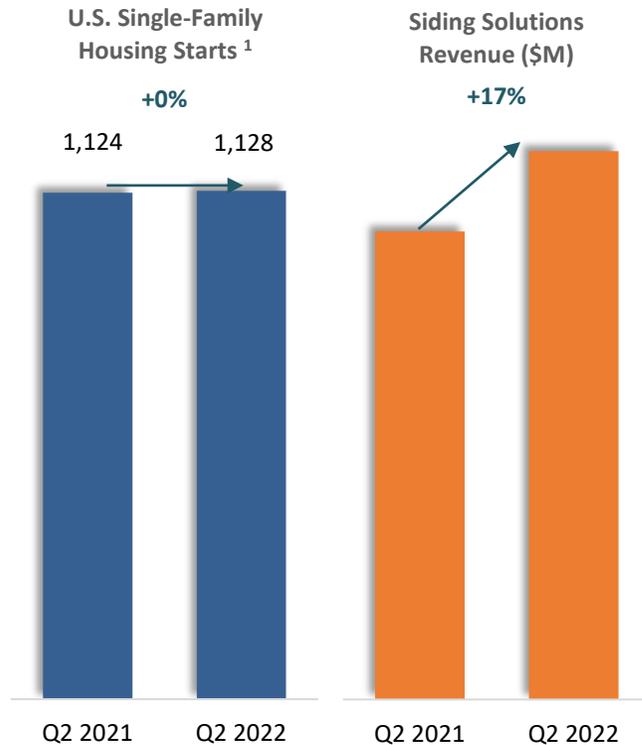


## Q2 2022 HIGHLIGHTS

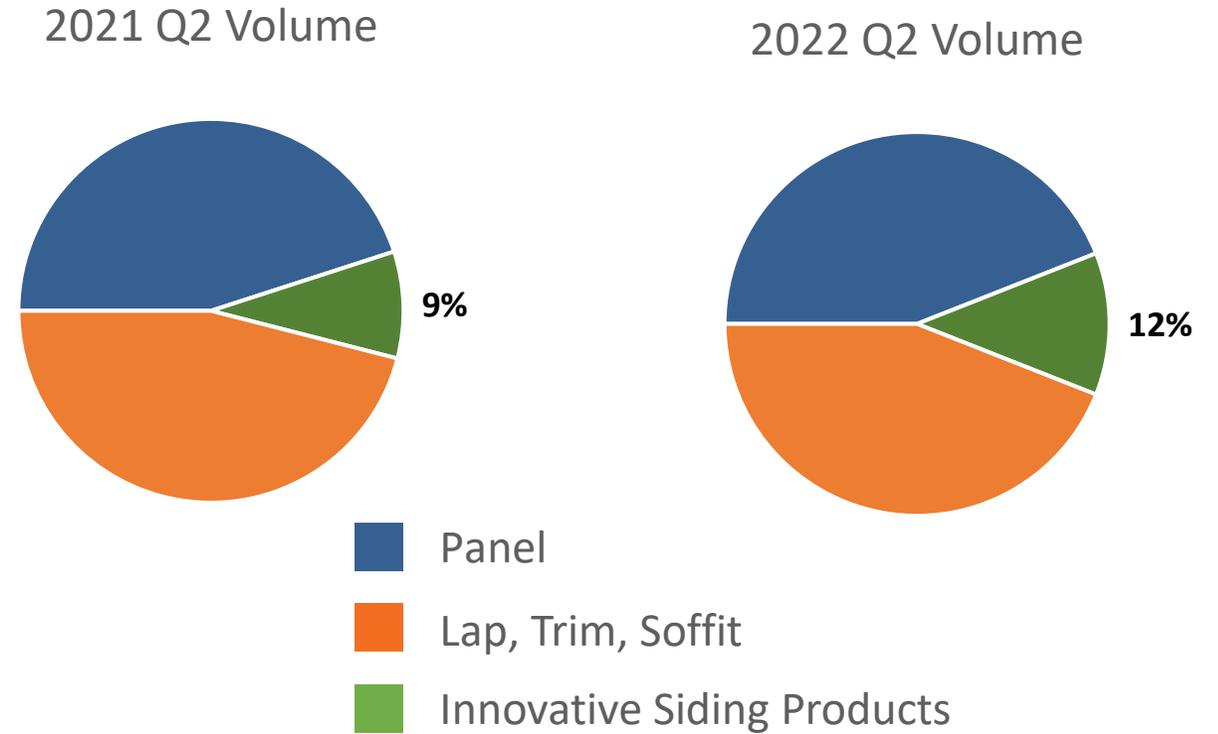
- Siding Solutions sales increased by 24% to \$356M, another quarterly sales record.
- Structural Solutions sales volume increased year-over-year by 28%.
- Paid \$471M to repurchase 7.3M shares.
- Closed on the sale of the Engineered Wood Products (EWP) segment on August 1, 2022.
- Celebrated 50<sup>th</sup> anniversary of incorporation on July 20, 2022.

# SIDING GROWTH AND INNOVATION

## Siding Growth (TTM)



## Siding Innovation



<sup>1</sup> Actual U.S. housing starts data from U.S. Census Bureau as reported on July 19, 2022

**Total Volume Growth = 10%**  
**Innovative Volume Growth = 50%**

## Other Key Points

Ending Cash Balances  
\$516M

Structural Solutions  
Mix  
53% (+7ppts)

Raw Material Price  
Inflation YoY  
\$(47)M or (25)%  
(OSB & Siding)

## Q2 2022 FINANCIAL RESULTS

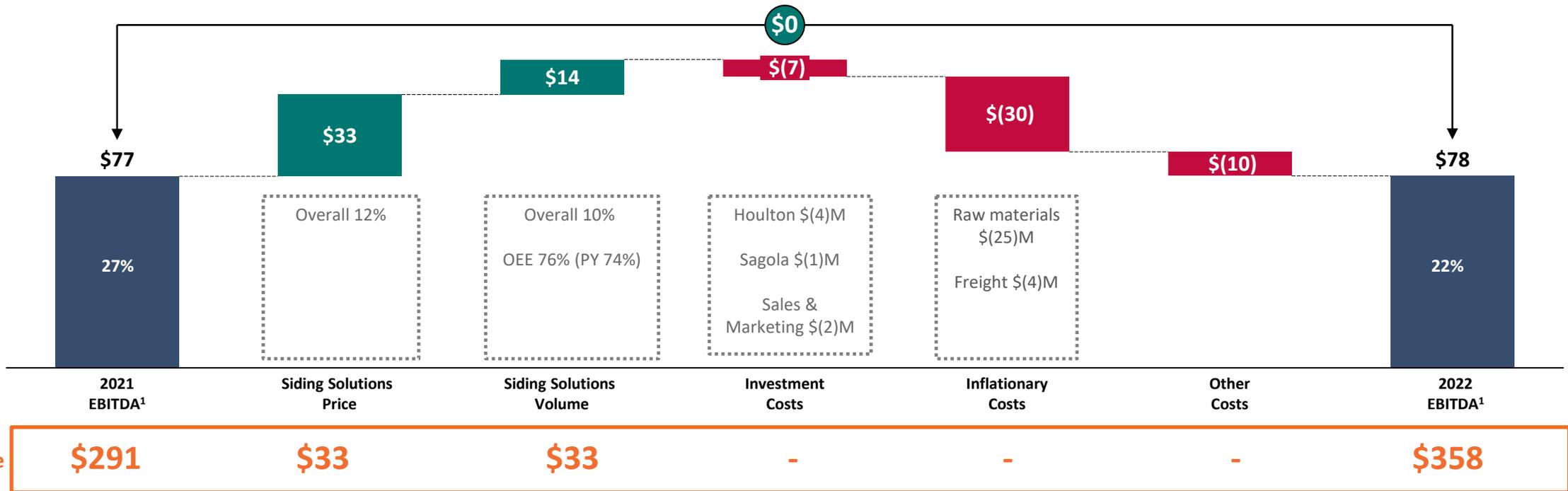
<b>\$1.1B</b>	<b>\$491M</b>	<b>\$483M</b>	<b>\$4.19</b>
Net Sales (3)%	Adj. EBITDA <sup>1</sup> (26)% w/ EWP \$535M <sup>1</sup>	Op. CF +\$25M	Adj. EPS <sup>1</sup> +\$(0.44) w/ EWP \$4.57 <sup>1</sup>
<b>24%</b>	<b>\$(195)M</b>	<b>\$489M</b>	<b>\$103M</b>
Siding Solutions Growth	OSB Price (24)%	Return to Shareholders <sup>2</sup>	Capital Expenditures

<sup>1</sup> This is a non-GAAP financial measure. See "Statement Relating to the Use of Non-GAAP Financial Measures" and "Reconciliation of Net Income to Non-GAAP Adjusted EBITDA," "Reconciliation of Net Income to Non-GAAP Adjusted Income and Adjusted Diluted EPS," "Reconciliation of Income from discontinued operations to Non-GAAP Adjusted EBITDA from discontinued operations," and "Reconciliation of Non-GAAP Adjusted Income from discontinued operations and Non-GAAP Adjusted Diluted EPS from discontinued operations."

<sup>2</sup> As of August 8, 2022, LP has paid a further \$197M million to repurchase 3.4 million common shares, leaving \$329 million remaining under the pre-existing \$600 million share repurchase authorization. Common shares outstanding as of August 8, 2022: 73.9 million.

# SIDING – Q2 2022 VS. Q2 2021

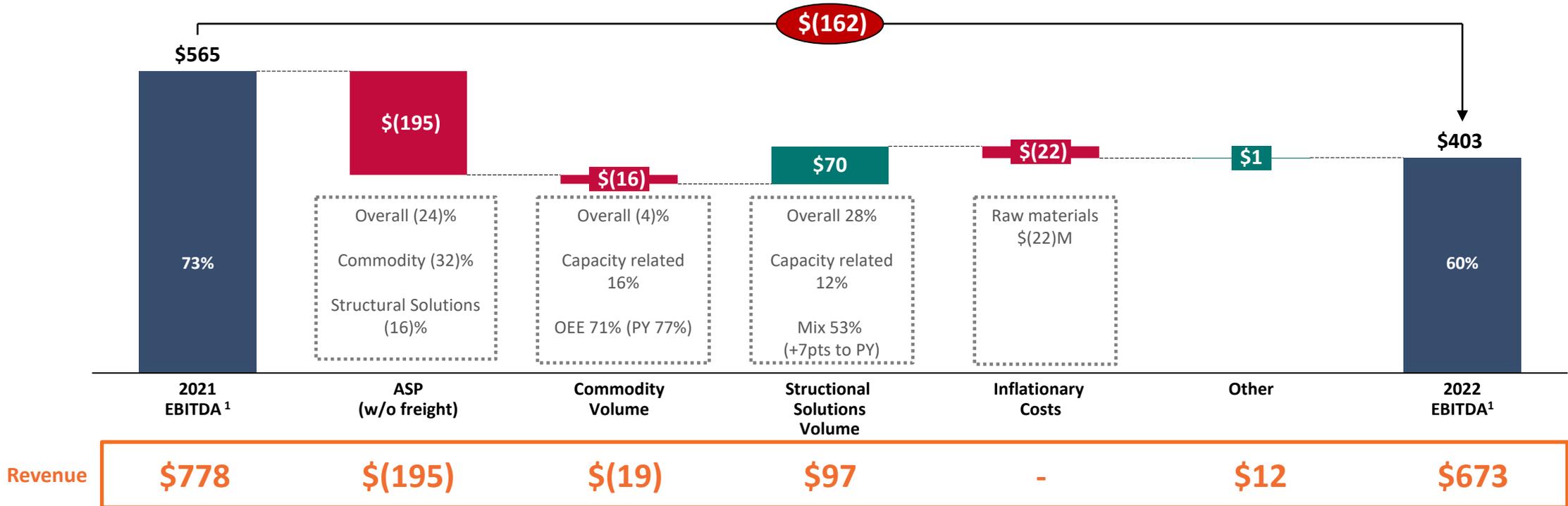
(\$ in millions)



<sup>1</sup> This is a non-GAAP financial measure. See "Statement Relating to the Use of Non-GAAP Financial Measures" and "Reconciliation of Net Income to Non-GAAP Adjusted EBITDA."

# OSB – Q2 2022 VS. Q2 2021

(\$ in millions)



<sup>1</sup> This is a non-GAAP financial measure. See "Statement Relating to the Use of Non-GAAP Financial Measures" and "Reconciliation of Net Income to Non-GAAP Adjusted EBITDA."

# Q2 2022 VS. Q2 2021 SUMMARY

(\$ in millions)

Q2 2021 vs. Q2 2022	Revenue <sup>1</sup>	EBITDA <sup>1,2</sup>
Q2 2021 Actual	\$ 1,168	\$ 666
OSB price, <i>excluding freight</i>	(195)	(195)
LPSA price	8	8
Siding Solutions growth <i>(incl. sales and marketing)</i>	66	45
Structural Solutions growth	97	70
OSB commodity volume	(19)	(16)
Raw material price inflation <i>(Siding and OSB only)</i>	0	(47)
Houlton & Sagola conversion/ramp up	0	(5)
Everything else	5	(35)
Q2 2022 Actual	\$ 1,130	\$ 491
<b>Total change 2021 to 2022</b>	<b>\$(38)</b>	<b>\$(174)</b>

\$99M EBITDA benefit of strategic transformation (Siding Growth & Structural Solutions displacing commodity OSB) more than offset raw material inflation, increases in freight costs, investments in growth, and other costs.

<sup>1</sup> Excludes EWP discontinued operations

<sup>2</sup> This is a non-GAAP financial measure. See "Statement Relating to the Use of Non-GAAP Financial Measures" and "Reconciliation of Net Income to Non-GAAP Adjusted EBITDA."

# CASH FLOW

(\$ in millions)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
<b>Beginning cash</b>	\$ 637	\$ 658	\$ 371	\$ 535
Adjusted EBITDA <sup>1</sup> from continuing operations	491	665	1,089	1,119
Adjusted EBITDA <sup>1</sup> from discontinued operations	43	18	81	26
Adjusted EBITDA <sup>1</sup> with discontinued operations	535	684	1,170	1,145
Change in working capital	94	(26)	(86)	(145)
Interest (net)	(3)	—	(7)	(9)
Cash taxes (net)	(158)	(200)	(171)	(221)
Other operating	15	(1)	1	1
<b>Operating cash flow</b>	<b>483</b>	<b>457</b>	<b>908</b>	<b>772</b>
Cap Ex	(103)	(32)	(196)	(65)
Share buybacks	(471)	(465)	(575)	(588)
Dividends	(18)	(16)	(37)	(33)
Business acquisitions & divestiture	—	—	59	2
Other investing and financing	(12)	1	(15)	(20)
<b>Net change in cash</b>	<b>(121)</b>	<b>(55)</b>	<b>145</b>	<b>68</b>
<b>Ending cash</b>	<b>\$ 516</b>	<b>\$ 603</b>	<b>\$ 516</b>	<b>\$ 603</b>

<sup>1</sup> This is a non-GAAP financial measure. See "Statement Relating to the Use of Non-GAAP Financial Measures" and "Reconciliation of Net Income to Non-GAAP Adjusted EBITDA" and "Reconciliation of Income from discontinued operations to Non-GAAP Adjusted EBITDA from discontinued operations"

## 2022 CAPEX GUIDANCE

Full-Year Capital Investment	\$400M-\$430M
Siding Mill Conversions	\$200M-\$210M
Other Strategic Growth Capital	\$80M-\$90M
Sustaining Maintenance Capital	\$120M-\$130M

## Q3 2022 REVENUE & ADJUSTED EBITDA<sup>(1)</sup>

Siding Solutions Q3 YoY Revenue Growth	~20%
OSB Revenue Compared to Q2 2022 <sup>(1)</sup>	~40% Decrease
LP Consolidated Adjusted EBITDA <sup>(1, 2)</sup>	~\$200M

## 2022 FULL-YEAR REVENUE GROWTH

Siding Solutions 2022 FY Revenue Growth	> 20%
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1 Predicated on the assumption that OSB prices published by Random Lengths remain unchanged from those published on August 5th, 2022. This is not a price forecast, merely an assumption for modeling purposes.

2 This is a non-GAAP financial measure. With respect to Adjusted EBITDA for the first quarter of 2022, certain items that affect net income on a GAAP basis, such as product-line discontinuance charges, other operating credits and charges, net, loss on early debt extinguishment, investment income, pension settlement charges, and other non-operating items, cannot be reasonably predicted at this time, and LP is unable to quantify such amounts (some of which may be non-cash) that would be required to be included in the comparable forecasted GAAP measures without unreasonable effort. The amounts and timing of these items are uncertain and could be material to LP's results. As such, LP is unable to provide a reasonable estimate of GAAP net income or a corresponding reconciliation of Adjusted EBITDA to net income.

# APPENDIX



# FINANCIAL PERFORMANCE

(\$ in millions, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
<b>Sales</b>	\$ 1,130	\$ 1,168	\$ 2,297	\$ 2,062
<b>Cost of sales</b>	(611)	(483)	(1,158)	(910)
<b>Gross profit</b>	518	684	1,139	1,152
<b>SG&amp;A</b>	(67)	(53)	(129)	(97)
<b>Other charges and credits</b>	11	3	10	3
<b>Income from operations</b>	462	634	1,019	1,058
<b>Non-operating income (expense)</b>	1	(7)	(11)	(19)
<b>Provision for taxes</b>	(116)	(144)	(240)	(239)
<b>Equity in unconsolidated affiliate</b>	1	1	2	2
<b>Income from continuing operations</b>	348	486	769	802
<b>Income from discontinued operations, net of income taxes</b>	37	11	99	14
<b>Net Income</b>	385	497	868	817
<b>Noncontrolling interest</b>	—	—	1	1
<b>Net income attributed to LP</b>	\$ 384	\$ 498	\$ 868	\$ 818
<b>Net income per share - continuing operations</b>	\$ 4.28	\$ 4.79	\$ 9.19	\$ 7.71
<b>Net income per share - discontinued operations</b>	\$ 0.45	\$ 0.11	\$ 1.18	\$ 0.14
<b>Net income (loss) per share - diluted</b>	\$ 4.73	\$ 4.90	\$ 10.36	\$ 7.85
<b>Average Shares Outstanding - Diluted</b>	81	102	84	104

# RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED EBITDA

(\$ in millions)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
<b>Net income</b>	\$ 385	\$ 497	\$ 868	\$ 817
Add (deduct):				
Net loss attributed to noncontrolling interest	—	—	1	1
Income from discontinued operations, net of income taxes	(37)	(11)	(99)	(14)
Income attributed to LP from continuing operations	348	486	770	803
Provision for income taxes	116	144	240	239
Depreciation and amortization	32	29	65	57
Stock-based compensation expense	6	3	13	5
Other operating credits and charges, net	(11)	(3)	(10)	(3)
Loss on early debt extinguishment	—	—	—	11
Interest expense	3	4	6	9
Investment income	(2)	—	(3)	(1)
Other non-operating items	(2)	3	8	—
<b>Adjusted EBITDA</b>	\$ 491	\$ 665	\$ 1,089	\$ 1,119

# RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED INCOME AND ADJUSTED DILUTED EPS

(\$ in millions, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
<b>Net income</b>	\$ 385	\$ 497	\$ 868	\$ 817
Add (deduct):				
Net loss attributed to noncontrolling interest	—	—	1	1
Loss from discontinued operations	(37)	(11)	(99)	(14)
Income attributed to LP	348	486	770	803
Other operating credits and charges, net	(11)	(3)	(10)	(3)
Loss on early debt extinguishment	—	—	—	11
Reported tax provision	116	144	240	239
Adjusted income before tax	453	627	1,001	1,050
Normalized tax provision at 25%	(113)	(157)	(250)	(263)
<b>Adjusted Income</b>	<b>\$ 340</b>	<b>\$ 470</b>	<b>\$ 751</b>	<b>\$ 788</b>
Diluted share outstanding	81	102	84	104
<b>Diluted net income per share attributed to LP</b>	<b>\$ 4.73</b>	<b>\$ 4.90</b>	<b>\$ 10.36</b>	<b>\$ 7.85</b>
<b>Adjusted Diluted EPS</b>	<b>\$ 4.19</b>	<b>\$ 4.63</b>	<b>\$ 8.96</b>	<b>\$ 7.56</b>

# REVENUE AND ADJUSTED EBITDA BY SEGMENT

(\$ in millions)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
<b>Sales</b>				
Siding	\$ 358	\$ 291	\$ 689	\$ 576
OSB	673	778	1,417	1,317
South America	70	74	137	126
Other	30	26	55	43
Intersegment	(1)	—	(2)	(1)
	<b>\$ 1,130</b>	<b>\$ 1,168</b>	<b>\$ 2,297</b>	<b>\$ 2,062</b>
<b>Adjusted EBITDA</b>				
Siding	\$ 78	\$ 77	\$ 160	\$ 168
OSB	403	565	908	919
South America	26	34	51	54
Other	(7)	(4)	(13)	(8)
Unallocated	(9)	(7)	(17)	(14)
	<b>\$ 491</b>	<b>\$ 665</b>	<b>\$ 1,089</b>	<b>\$ 1,119</b>

# RECONCILIATION OF INCOME FROM DISCONTINUED OPERATIONS TO NON-GAAP ADJUSTED EBITDA FROM DISCONTINUED OPERATIONS

(\$ in millions)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
<b>Income from discontinued operations</b>	\$ 37	\$ 11	\$ 99	\$ 14
Provision for income taxes	5	4	20	5
Depreciation and amortization	1	1	1	1
Stock-based compensation expense	—	—	—	—
Other operating credits and charges, net	—	—	(40)	—
Other non-operating items	—	3	—	5
<b>Adjusted EBITDA from discontinued operations</b>	<b>43</b>	<b>18</b>	<b>81</b>	<b>26</b>
Adjusted EBITDA from continuing operations	491	665	1,089	1,119
<b>Adjusted EBITDA including discontinued operations</b>	<b>\$ 535</b>	<b>\$ 684</b>	<b>\$ 1,170</b>	<b>\$ 1,145</b>

# RECONCILIATION OF INCOME FROM DISCONTINUED OPERATIONS TO NON-GAAP ADJUSTED INCOME FROM DISCONTINUED OPERATIONS AND NON-GAAP ADJUSTED DILUTED EPS FROM DISCONTINUED OPERATIONS

(\$ in millions, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
<b>Income from discontinued operations</b>	\$ 37	\$ 11	\$ 99	\$ 14
Other operating credits and charges, net	—	—	(40)	—
Reported tax provision	5	4	20	5
Adjusted income from discontinued operations before tax	42	15	79	19
Normalized tax provision at 25%	(10)	(4)	(20)	(5)
<b>Adjusted Income from discontinued operations</b>	\$ 31	\$ 11	\$ 60	\$ 14
Diluted shares outstanding	81	102	84	104
<b>Diluted income per share discontinued operations</b>	\$ 0.45	\$ 0.11	\$ 1.18	\$ 0.14
<b>Adjusted Diluted EPS from discontinued operations</b>	\$ 0.39	\$ 0.11	\$ 0.71	\$ 0.14
Adjusted Diluted EPS from continuing operations	4.19	4.63	8.96	7.56
<b>Adjusted Diluted EPS including discontinued operations</b>	\$ 4.57	\$ 4.74	\$ 9.67	\$ 7.70