# Louisiana - Pacific Corporation

UBS Global Paper & Forest Products Conference September 18, 2007





# 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.

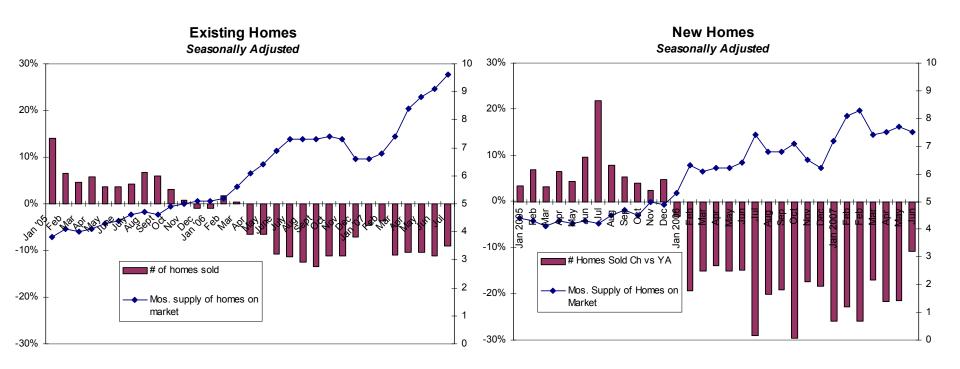


## Market Outlook – Demand

- New construction housing demand:
  - Residential housing activity in a tail spin: unsold home inventory high (new and existing), new order rates stymied, pricing reductions in many markets, sub-prime and jumbo markets in turmoil
  - Positive long term trends and demographics including: household formations, immigration, affordable interest rates
  - Sustainable at 1.85 1.95 million starts per year (2005-2015)
    Source: The State of the Nation's Housing 2004, Joint Center for Housing Studies of Harvard University
- Repair / remodel demand slowing:
  - More and older houses in the existing stock
  - Rise of "big box retailers" and availability of "installed sales" is making access easier
  - Ability to refinance hampered by current market uncertainty
- Commercial and light industrial showing continued strength



## Home Inventory Trend



Sources: National Association of Realtors, US Census Bureau

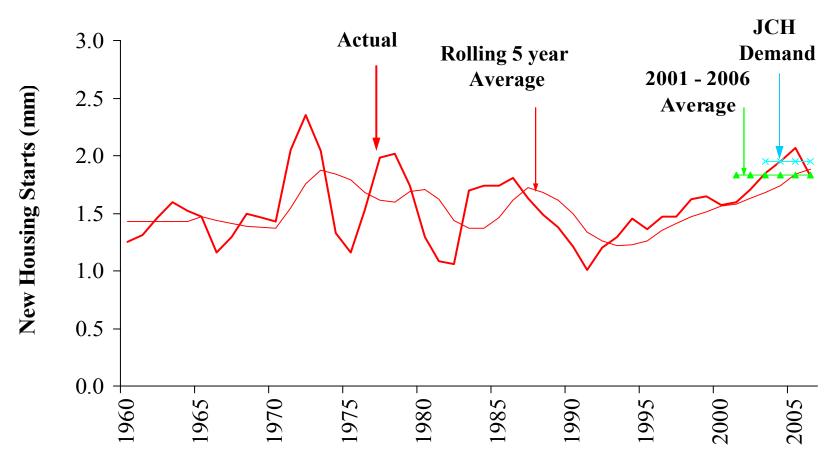
### Analysis:

- Existing home sales have bottomed out but inventory continues to decline
- New home sales continue to bounce along the bottom while inventory is normalizing



# Home Building Demand – History

Housing Starts (single and multi-family)

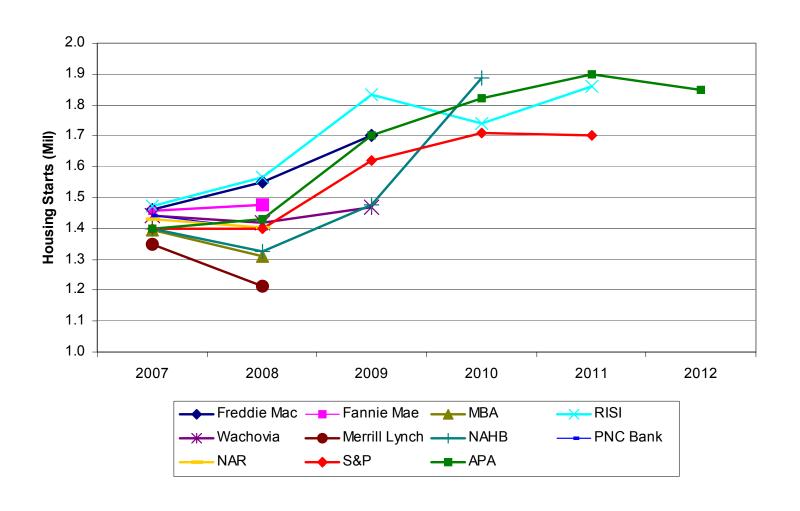


Sources: US Department of Commerce; RISI February 2007 5 year forecast; and the State of the Nation's Housing – 2004, Joint Center for Housing Studies of Harvard University (JCH)



# Home Building Demand – Forecasts

Housing Starts (single and multi-family)

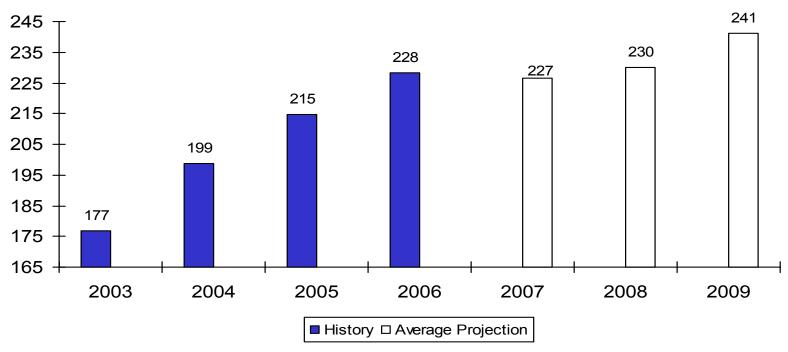




## Market Outlook – R & R

## **R&R Spending (\$B)**

Annualized, Seasonally Adjusted



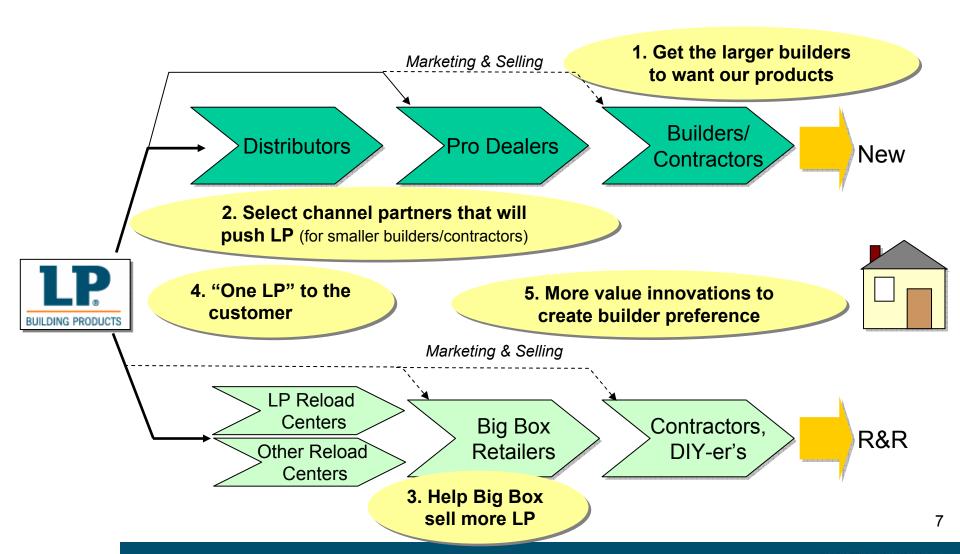
Sources: US Census Bureau, RISI, NAHB, JCHS

### Analysis:

 R&R spending is projected to dip slightly this year, then continues its upward trend in 2008



## LP Channel Strategy: Preference for LP Products





# LP's Business Segments

#### OSB

- CommodityPanels
- TechShield
- Flooring
- Web Stock, Rimboard

# Engineered Wood Products

- LVL
- I Joist
- Emerging ...Long StrandLumber (LSL)

#### **Siding**

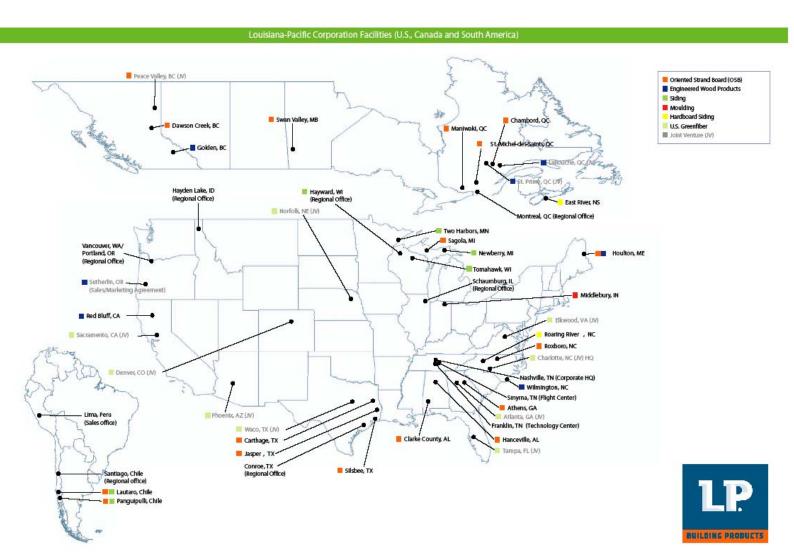
- SmartSide OSB Siding
- Exterior Hardboard Siding
- Exterior Trim, Soffit, Fascia

# Other Building Products

- Moulding
- Chile / International
- U.S. Greenfiber

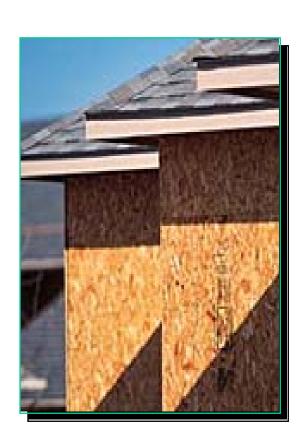


# Map of LP Facilities





# **LP** Oriented Strand Board (OSB)



- #1 North American OSB producer with about 24% market share ... about 15% share of structural panels
- Broad commodity and value-added product line
- Best geographic coverage allows for a low delivered cost
- Growth through existing mill investments and new mills

Mill capacities:

13 mills – 5.7 bsf

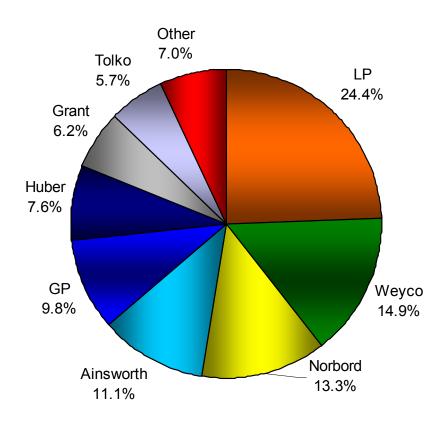
Peace Valley JV – 800 mmsf

Alabama under construction – 700 mmsf



# LP North America OSB Market Shares

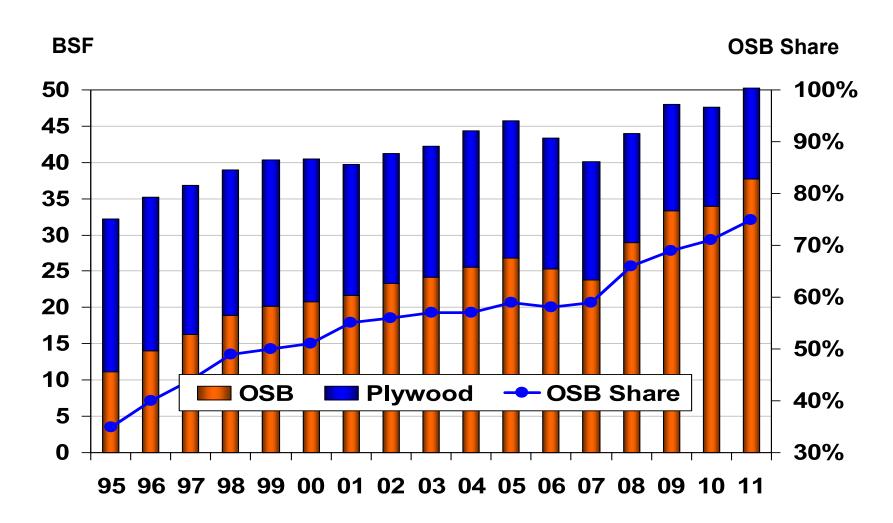




Source: RISI 2006 Capacity Survey



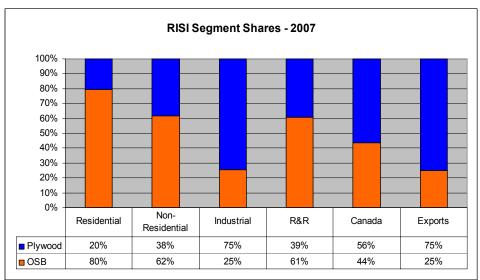
## Structural Panel Demand – North America

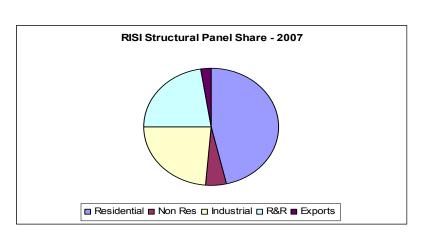


Source: RISI February 2007, 5 year forecast

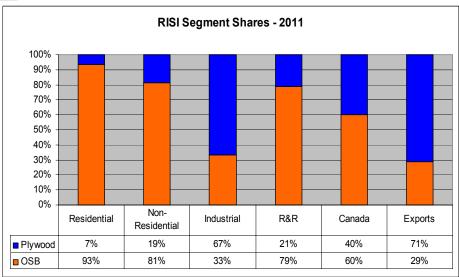


# Structural Panel Share by Application











# **Engineered Wood Products**



- #1 position in solid-sawn I-Joist
- #3 overall position EWP
- Adding Long Strand Lumber (LSL) capability
- Supportive and growing customer base (#1 supplier to 2-step independent distribution)

#### Mill capacities:

LVL - 8.6 mmcf

- Murphy marketing agreement (2008)

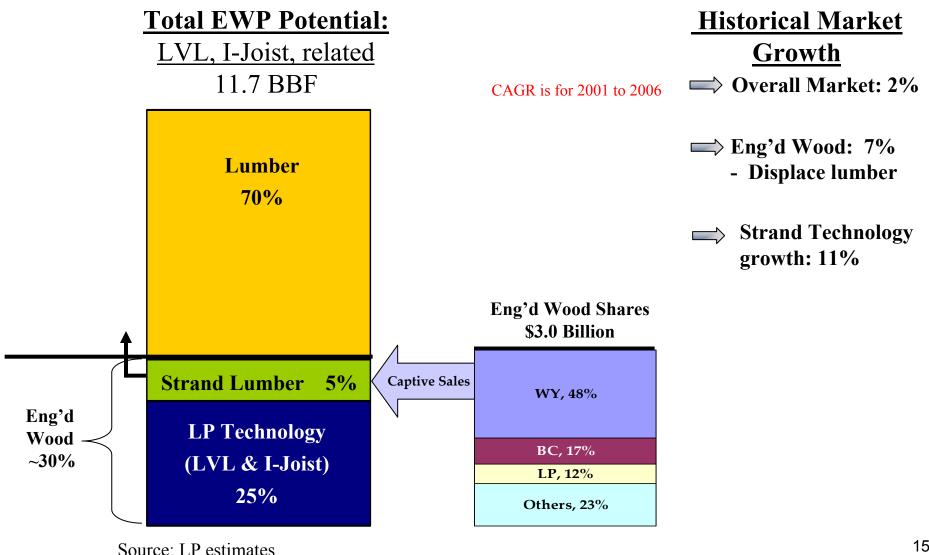
I-Joist - 80 mmlf

- 140 mmlf (Abitibi JV)

LSL - 7 mmcf (2008)



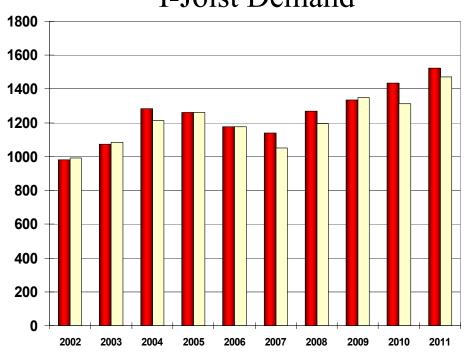
# **LP** Growth Potential for Engineered Wood Products



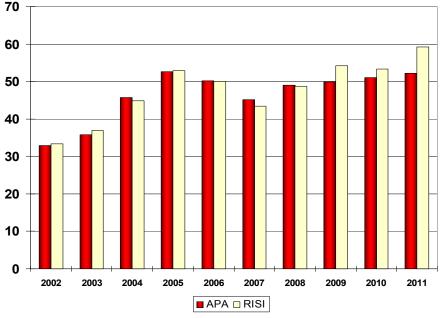


## I-Joist and LVL Volume Growth





### LVL Demand



Source: RISI/APA estimates / forecasts



# LSL Expands "LP House"





# **Exterior Siding**



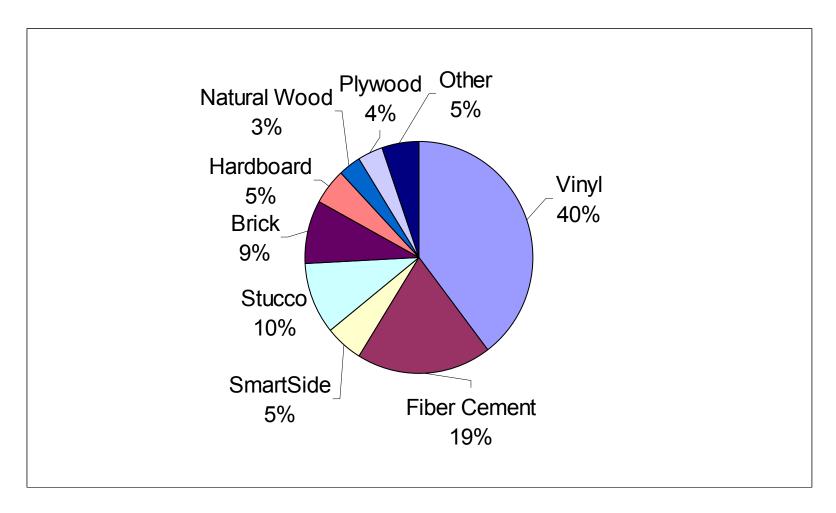
- SmartSide product line taking market share:
  - Family of products lap, panel, trim, fascia, soffit
  - Lower installed cost than fiber cement, aluminum, and wood
  - Curb appeal / outstanding performance
- Hardboard lowest cost and broadest product line in the industry

#### Mill capacities:

- 4 SmartSide mills 900 mmsf
- 2 Hardboard mills 550 mmsf



# Exterior Siding Market by Category – 2005



**Total Siding Demand in North America in 2005 = 11 billion square feet** 

Source: Ciprus, Freedonia, James Hardie, LP Internal











# Other Building Products



- Chile current mill supports early South American growth; another to be completed late in 2007 for further international growth
- Mouldings profitable interior business with ability to broaden product line
- U.S. GreenFiber largest cellulose insulation business in North America (50%-owned JV)

Mill capacities:

Chile – 130 mmsf; 150 mmsf being added

Moulding - 300 mmlf

U.S. GreenFiber – 14 facilities

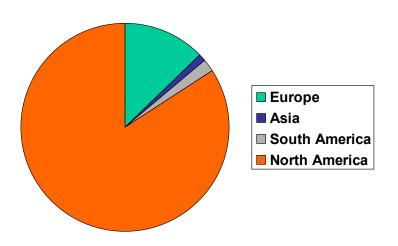


# International – Situation Analysis

Global OSB = 27 billion SF; U.S. comprises 85 %

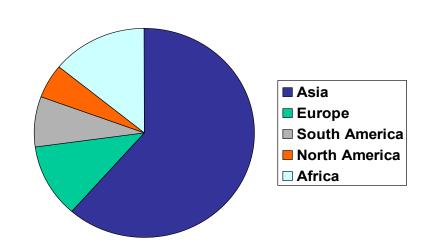
#### 2005 Global OSB Demand

27 Billion SF



#### **World Population By Region**

6.4 Billion People



**Current market** 

Theoretical opportunity

The opportunity for OSB is just emerging



## Outlook / Actions

- Limited housing recovery expected until late 2008 / early 2009
- Challenging from an earnings perspective
- Continued focus on cost reductions and improvements throughout the organization
- Drive marketing and sales activities to take share
- Complete new mills under construction to set us up for hitting the new home construction recovery in full stride
- Take advantage of financial flexibility afforded by strong balance sheet to grow through the cycle