



**BUILDING  
SOLUTIONS**

**SECOND QUARTER 2023 RESULTS**

August 2, 2023

# 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. These statements are based upon the beliefs and assumptions of, and on information available to, our management; assumptions upon which such forward-looking statements are based are also forward-looking statements. 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 and global economic conditions, including impacts from global pandemics, rising inflation, supply chain disruptions and the military conflict between Russia and Ukraine; 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 the 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; impacts from public health issues (including global pandemics) on the economy, demand for our products or our operations, including the actions and recommendations of governmental authorities to contain such public health issues; 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; challenges to or exploitation of our intellectual property or other proprietary information by others in the industry; 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; cybersecurity events affecting our information technology systems or those of our third-party providers and the related costs and impact of any disruption on our business; and acts of public authorities, war, political or 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.

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 2, 2023, 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



## Other Key Points

Wawa Acquisition  
\$80M

Raw Material Price  
Inflation YoY  
\$(6)M or (3)%

Named Safest Company  
by APA – The Engineered  
Wood Association

## Q2 2023 FINANCIAL RESULTS

**\$611M**

Net Sales  
(46)%

**\$93M**

Adj. EBITDA<sup>1</sup>  
(81)%

**\$88M**

Op. Cash  
Flow  
\$(394)M

**\$0.55**

Adj. EPS<sup>1</sup>  
\$(3.64)

**-11%**

Siding Solutions  
Growth

**-\$368M**

OSB Price  
(58)%

**\$17M**

Return to  
Shareholders

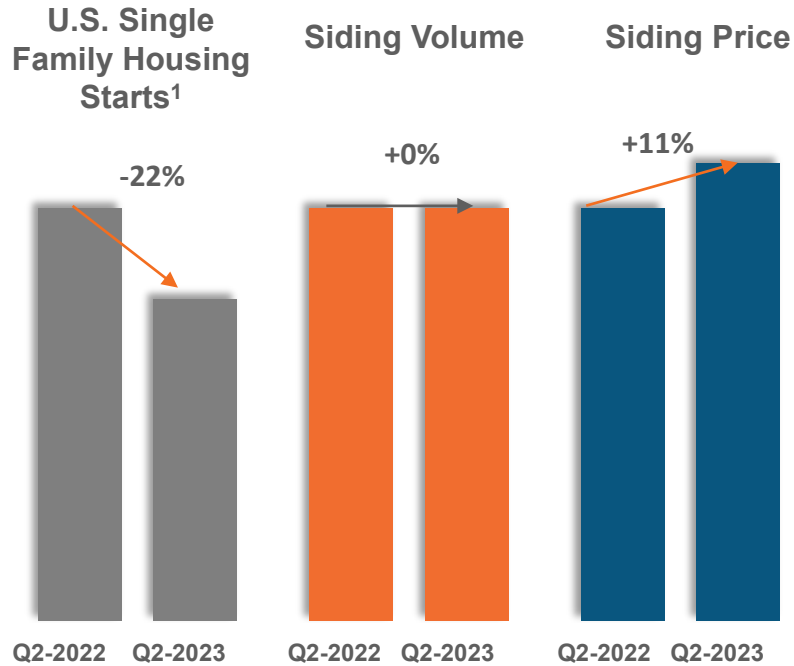
**\$74M**

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" and "Reconciliation of Net Income to Non-GAAP Adjusted Income and Adjusted Diluted EPS"

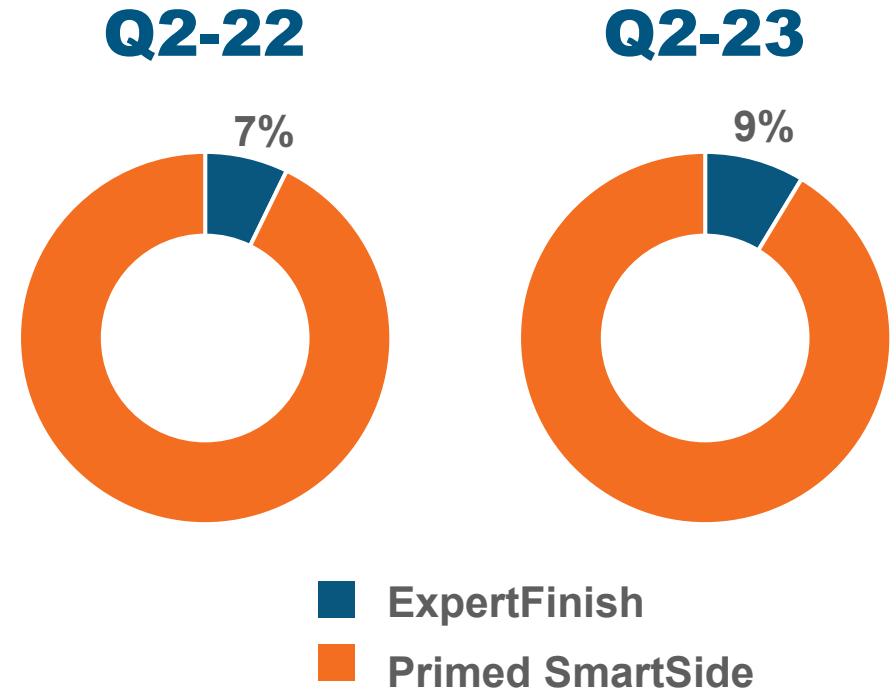
# SIDING GROWTH AND INNOVATION

## Growth (TTM)



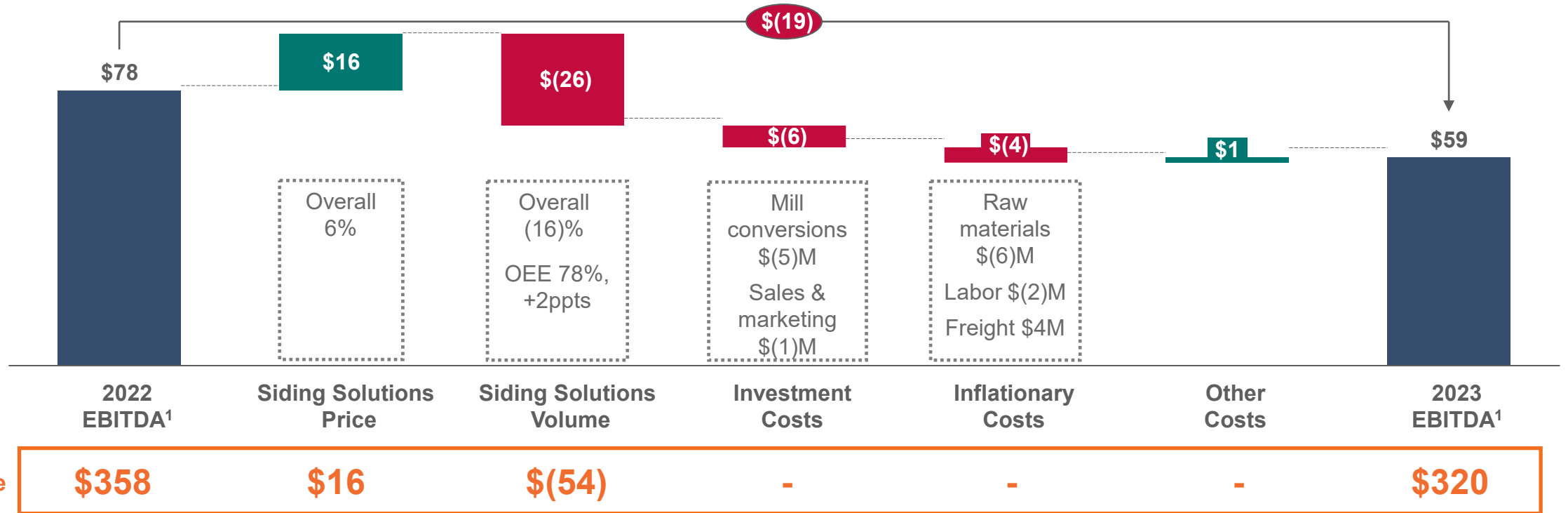
<sup>1</sup> Actual U.S. housing starts data from U.S. Census Bureau as reported on July 19, 2023

## Percent of Total Volume



# SIDING – Q2 2023 VS. Q2 2022

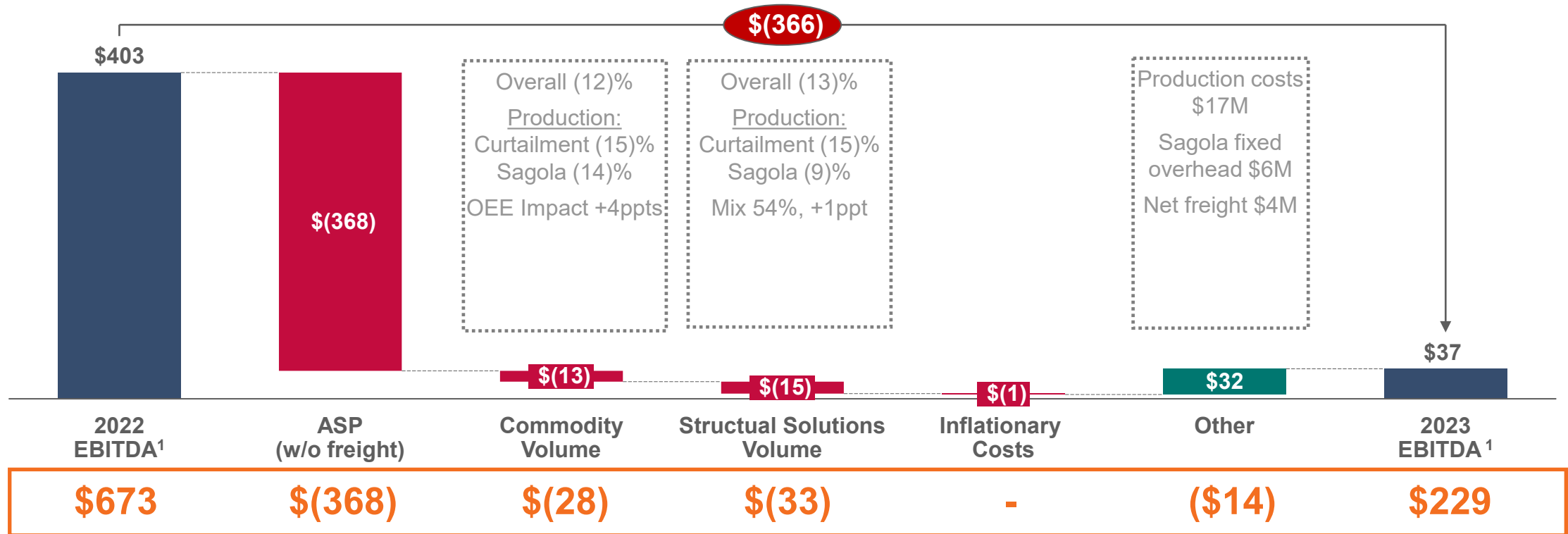
(\$ in millions)



<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 2023 VS Q2 2022

(\$ in millions)



Overall (58)%  
 Commodity (55)%  
 Structural Solutions (60)%

<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."



# CASH FLOW

(\$ in millions)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
<b>Beginning cash</b>	\$ 126	\$ 637	\$ 383	\$ 371
Adjusted EBITDA <sup>1</sup> from continuing operations	93	491	159	1,089
Adjusted EBITDA <sup>1</sup> from discontinued operations	—	43	—	81
Adjusted EBITDA <sup>1</sup> with discontinued operations	93	534	159	1,170
Change in working capital	10	94	(135)	(86)
Interest (net)	5	(3)	(1)	(7)
Cash taxes (net)	(12)	(158)	(45)	(171)
Other operating	(8)	15	(8)	1
<b>Operating cash flow</b>	<b>88</b>	<b>483</b>	<b>(30)</b>	<b>908</b>
Capital expenditures	(74)	(103)	(188)	(196)
Purchase of stock	—	(471)	—	(575)
Dividends	(17)	(18)	(35)	(37)
Acquisition of facility assets	(80)	—	(80)	—
Proceeds from divestiture of business	—	—	—	59
Borrowing of debt, net	30	—	30	—
Other investing and financing	(3)	(12)	(10)	(15)
<b>Net change in cash</b>	<b>(56)</b>	<b>(121)</b>	<b>(313)</b>	<b>145</b>
<b>Ending cash</b>	<b>\$ 71</b>	<b>\$ 516</b>	<b>\$ 71</b>	<b>\$ 516</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"

## Liquidity

**Ending Cash  
\$71M**

**Credit Facility  
Outstanding \$30M  
Available \$520M**

**Total Liquidity  
~\$600M**

**Long-Term Debt  
\$350M @ 3.625%, 2029**

# RECONCILIATION OF NET INCOME TO NON-GAAP ADJUSTED EBITDA

(\$ in millions)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
<b>Net income (loss)</b>	\$ (21)	\$ 385	\$ 1	\$ 868
Add (deduct):				
Net loss attributed to non-controlling interest	1	—	—	1
Income from discontinued operations, net of income taxes	—	(37)	—	(99)
Income (loss) attributed to LP from continuing operations	(20)	348	1	770
Provision for income taxes	21	116	22	240
Depreciation and amortization	29	32	57	64
Stock-based compensation expense	3	6	7	13
Other operating credits and charges, net	17	(11)	22	(10)
Business exit charges	34	—	34	—
Interest expense	3	3	6	6
Investment income	(2)	(2)	(7)	(3)
Other non-operating items	8	(2)	11	8
Pension settlement charges	—	—	6	—
<b>Adjusted EBITDA</b>	<b>\$ 93</b>	<b>\$ 491</b>	<b>\$ 159</b>	<b>\$ 1,089</b>

# GUIDANCE

## REVENUE & ADJUSTED EBITDA<sup>1</sup>

Siding Solutions FY 2023 YoY Revenue Decrease	~10%
OSB Q3 2023 Revenue Compared to Q2 2023 <sup>1</sup>	>50% Increase
LP Q3 2023 Consolidated Adjusted EBITDA <sup>1,2</sup>	\$160M-180M

## CAPEX GUIDANCE

Full-Year CAPEX, excluding Wawa acquisition	\$290M-\$310M
▶ Siding Mill Conversions	\$120M-\$130M
▶ Other Strategic Growth Capital	\$50M-\$55M
▶ Sustaining Maintenance Capital	\$120M-\$125M

<sup>1</sup> Predicated on the assumption that OSB prices published by Random Lengths remain unchanged from those published on July 28, 2023. This is not a price forecast, merely an assumption for modeling purposes.

<sup>2</sup> This is a non-GAAP financial measure. With respect to Adjusted EBITDA for the second quarter of 2023, 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



# Q2 2023 VS. Q2 2022 SUMMARY

(\$ in millions)

Q2 2023 vs. Q2 2022	Revenue	Adj. EBITDA <sup>1</sup>
Q2 2022 Actual	\$ 1,130	\$ 491
North America OSB price, <i>excluding freight</i>	(368)	(368)
OSB market curtailment and Sagola siding conversion	(61)	(29)
Siding Solutions growth, <i>including sales and marketing</i>	(38)	(10)
Structural Solutions growth	(0)	1
OSB commodity volume	(0)	1
Siding/OSB inflationary costs ( <i>wages, RM's, freight</i> )	-	(6)
Siding mill conversions	-	(5)
LPSA	(18)	(14)
OSB production costs	-	17
Everything else	(34)	15
Q2 2023 Actual	\$ 611	\$ 93
<b>Total Change</b>	<b>\$ (519)</b>	<b>\$ (398)</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."

# FINANCIAL PERFORMANCE

(\$ in millions, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
<b>Sales</b>	\$ 611	\$ 1,130	\$ 1,195	\$ 2,297
Cost of sales	(492)	(611)	(975)	(1,158)
Gross profit	119	518	220	1,139
SG&A	(66)	(67)	(133)	(129)
Impairments	(24)	—	(24)	—
Other charges and credits	(21)	11	(26)	10
<b>Income from operations</b>	<b>8</b>	<b>462</b>	<b>37</b>	<b>1,019</b>
Non-operating income (expense)	(8)	2	(16)	(8)
Provision for taxes	(21)	(116)	(22)	(240)
Equity in unconsolidated affiliate	1	1	1	2
<b>Income (loss) from continuing operations</b>	<b>(21)</b>	<b>348</b>	<b>1</b>	<b>769</b>
<b>Income from discontinued operations, net of income taxes</b>	<b>—</b>	<b>37</b>	<b>—</b>	<b>99</b>
<b>Net income (loss)</b>	<b>(21)</b>	<b>385</b>	<b>1</b>	<b>868</b>
Noncontrolling interest	1	—	—	1
<b>Net income (loss) attributed to LP</b>	<b>\$ (20)</b>	<b>\$ 384</b>	<b>\$ 1</b>	<b>\$ 868</b>
<b>Continuing operations</b>	<b>\$ (0.28)</b>	<b>\$ 4.28</b>	<b>\$ 0.02</b>	<b>\$ 9.19</b>
<b>Discontinued operations</b>	<b>\$ —</b>	<b>\$ 0.45</b>	<b>\$ —</b>	<b>\$ 1.18</b>
<b>Net income (loss) attributed to LP per share - diluted</b>	<b>\$ (0.28)</b>	<b>\$ 4.73</b>	<b>\$ 0.02</b>	<b>\$ 10.36</b>
<b>Average shares outstanding - diluted</b>	<b>72</b>	<b>81</b>	<b>72</b>	<b>84</b>

# 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,	
	2023	2022	2023	2022
Net income (loss) attributed to LP from continuing operations per share - diluted	\$ (0.28)	\$ 4.28	\$ 0.02	\$ 9.19
<b>Net income (loss)</b>	<b>\$ (21)</b>	<b>\$ 385</b>	<b>\$ 1</b>	<b>\$ 868</b>
Add (deduct):				
Net loss attributed to non-controlling interest	1	—	—	1
Income from discontinued operations, net of income taxes	—	(37)	—	(99)
Income (loss) attributed to LP from continuing operations	(20)	348	1	770
Other operating credits and charges, net	17	(11)	22	(10)
Business exit charges	34	—	34	—
Pension settlement charges	—	—	6	—
Reported tax provision	21	116	22	240
Adjusted income before tax	53	453	86	1,001
Normalized tax provision at 25%	(13)	(113)	(21)	(250)
<b>Adjusted Income</b>	<b>\$ 39</b>	<b>\$ 340</b>	<b>\$ 64</b>	<b>\$ 751</b>
Diluted share outstanding	72	81	72	84
<b>Adjusted Diluted EPS</b>	<b>\$ 0.55</b>	<b>\$ 4.19</b>	<b>\$ 0.89</b>	<b>\$ 8.96</b>

# REVENUE AND ADJUSTED EBITDA BY SEGMENT

(\$ in millions)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
<b>Sales</b>				
Siding	\$ 320	\$ 358	\$ 651	\$ 689
OSB	229	673	418	1,417
South America	53	70	108	137
Other	9	30	17	55
Intersegment	—	(1)	—	(2)
	<b>\$ 611</b>	<b>\$ 1,130</b>	<b>\$ 1,195</b>	<b>\$ 2,297</b>
<b>Segment Adjusted EBITDA</b>				
Siding	\$ 59	\$ 78	\$ 126	\$ 160
OSB	37	403	42	908
South America	13	26	24	51
Other	(6)	(7)	(14)	(13)
Unallocated	(9)	(9)	(19)	(17)
	<b>\$ 93</b>	<b>\$ 491</b>	<b>\$ 159</b>	<b>\$ 1,089</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,	
	2023	2022	2023	2022
<b>Income from discontinued operations</b>	\$ —	\$ 37	\$ —	\$ 99
Provision for income taxes	—	5	—	20
Depreciation and amortization	—	1	—	1
Stock-based compensation expense	—	—	—	—
Gain on sale of discontinued operations	—	—	—	(40)
Other non-operating items	—	—	—	—
<b>Adjusted EBITDA from discontinued operations</b>	\$ —	\$ 43	\$ —	\$ 81