# Canfor Pulp Income Fund

### CIBC World Markets Income Trust Conference

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#### **Disclosure of Risk Factors**

Certain statements in this presentation constitute "forward-looking statements" which involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any future results, performance or achievements expressed or implied by such statements. Words such as "expects," "anticipates," "intends," "plans," "will," "believes," "seeks," "estimates," "should," "may," "could" and variations of such words and similar expressions are intended to identify such forward looking statements. The risks and uncertainties are detailed from time to time in reports filed by Canfor Pulp Limited Partnership or Canfor Pulp Income Fund ("Canfor Pulp") with the securities regulatory authorities in all of the provinces and territories of Canada to which recipients of this presentation are referred to for additional information concerning Canfor Pulp, its prospects and uncertainties relating to Canfor Pulp and its prospects. These statements are based on management's current expectations and beliefs and actual events or results may differ materially. New risk factors may arise from time to time and it is not possible for management to predict all of those risk factors or the extent to which any factor or combination of factors may cause actual results, performance and achievements of Canfor Pulp to be materially different from those contained in forward-looking statements. The forward-looking statements are based on current information and expectations and Canfor Pulp assumes no obligation to update such information to reflect later events or developments, except as required by law.

In this presentation, references are made to EBITDA (Earnings before Interest, Taxes, Depreciation and Amortization) and distributable cash. Canfor Pulp considers EBITDA and distributable cash to be an important indicator for identifying trends in the performance and Canfor Pulp's ability to generate funds to meet its debt service, capital expenditure requirements and to make cash distributions to its partners. EBITDA and distributable cash is not a generally accepted earnings measure and should not be considered as an alternative to net income or cash flows as determined in accordance with Canadian generally accepted accounting principles. As there is no standardized method of calculating EBITDA and distributable cash , Canfor Pulp's use of these terms may not be directly comparable with similarly titled measures used by other entities.

Unless otherwise noted, all financial references are in Canadian dollars.

#### **Company Overview**

#### 3 mills in the central interior of British Columbia

- Pulp capacity of 1.0 million tonnes
- Kraft paper capacity of 135,000 tonnes
- 4 pulp machines and 1 paper machine

#### Spun out from Canfor Corporation on July 1, 2006

- Canfor Corp currently owns 50.2%

#### **CFX.UN**

- 35.5 million units on the TSX
- Total market capitalization (@ $14.65^*$  per unit) = 1.0 billion

\* Closing price as at February 19, 2007

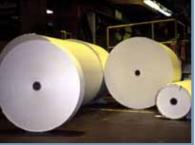
### Why Canfor Pulp?

- Market leadership
  - Size
  - Premium Product
  - Customer Base
- Low cost producer
- Abundant fibre supply
- Financial strength
- Experienced management team \*
- \* Refer to Appendix for Officer Biographies



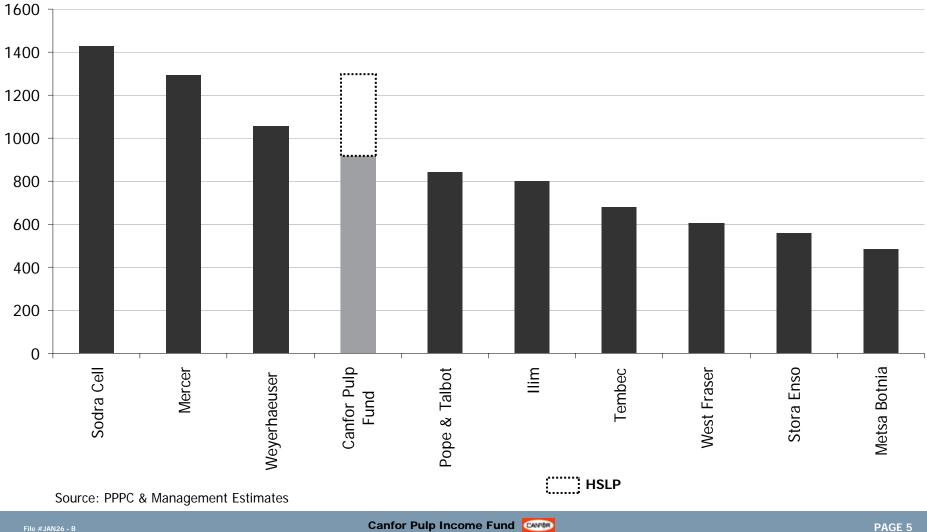






#### **Market Leadership**

#### 2<sup>nd</sup> largest NBSK producer in North America and 4<sup>th</sup> largest globally



## Market Conditions: Supply Shock Rally

### **Strong demand**

– World 19 shipments up 4% to Dec 2006

## Tightening supply

– 1.7 million ADMT of Canadian shuts since Jan 2005

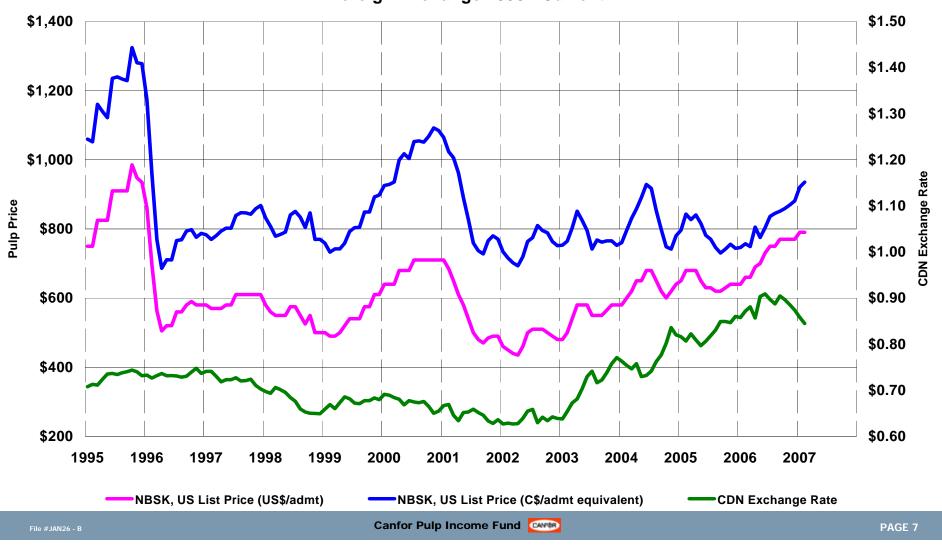
## **RESULT:** Low inventories and Increasing Prices

- Softwood producer inventories at 25 days versus normal 35 days
- NBSK pulp prices up 22% since Jan 2006

#### **Market Conditions: Prices**

**NBSK List Prices in \$US Delivered to North America** 

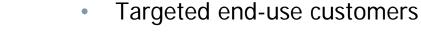
vs. Foreign Exchange 1995 - Current

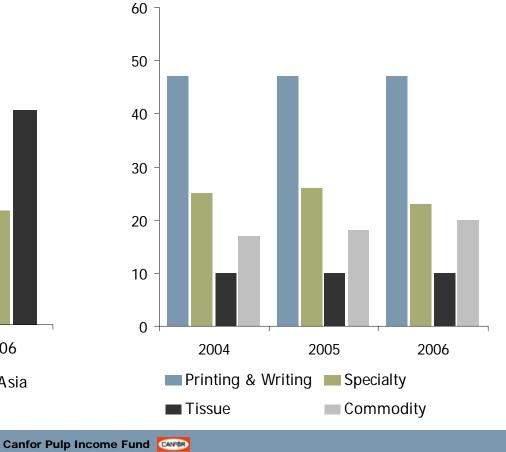


#### **Premium Products: Higher margins**

- Fibre is recognized as the best to produce a reinforcing pulp, which in turn commands a premium price
  - 50 40 30 20 10 0 2004 2005 2006 Americas Europe Asia

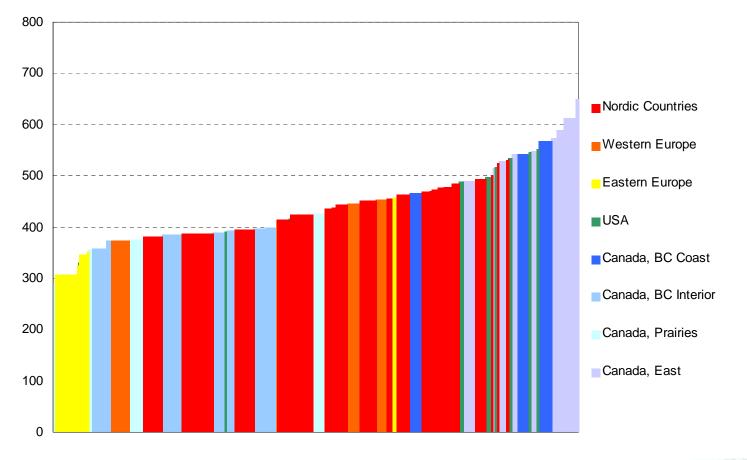
Targeted regional sales







Northern Bleached Softwood Kraft Manufacturing Costs (Jaakko Poyry Q3/06)



#### JAAKKO PÖYRY

Jaakko Pöyry Consulting

#### **Abundant Fibre: Low Fibre Costs**

#### \$175 \$150 \$125 (\$US/ODT) \$100 \$75 \$50 \$25 Chile Loundwood US South Australia Nest Lealand Canada New Lealand Bratil spain Japan Norwall tast gneden us horthwest gernant france undwood Q4-06 Q3-06 Source: Wood Resources International

#### Conifer Chips - Delivered Prices Q3 vs. Q4 / 06

### **High Margin Producer**

### **Top Quartile EBITDA per tonne producer due to:**

- Revenues
  - Selling into the highest margin regions to targeted customers
- Low costs
  - Low cost fibre
  - Strong operations which drives low production costs

Per PwC 2005 benchmarking study of 18 Canadian NBSK mills, Canfor's mills were Top Quartile



High margins reflect improved pulp prices, strong operations, Cogeneration project benefits, lower chip prices, but offset by a stronger Canadian dollar

Selected financial results:

	Canfor Pulp Limited Partnership			
	3 months ended		Year ended	
	Dec 2006	Dec 2005	Dec 2006	Dec 2005
Sales volume (mt)				
- Pulp	249,800	260,700	1,001,500	982,100
- Paper	32,900	31,100	124,600	127,200
Pulp Prices (\$/mt)				
- Ave in USD	730	600	683	611
- Ave in CDN\$	831	704	774	741
Ave Cdn/USD exchange rate	0.878	0.852	0.882	0.825
Sales (\$ millions)	229.0	195.9	834.4	771.2
EBITDA (\$ millions)	61.9	29.0	184.1	63.9
-margin %	27%	15%	22%	8%

### Distributable Cash

#### **Calculation of Distributable Cash**

\$ millions unless otherwise noted	3 months ended	6 months ended	
	Dec 2006	Dec 2006	
Cash flow from Operations	62.6	99.9	
Changes in working capital	1.0	22.8	
Less: capital expenditures and	(5.1)	(11.1)	
financing costs	(1.6)	(1.6)	
Distributable Cash	56.9	110.0	
- per unit	\$0.80	\$1.54	

#### **Distributions announced**

- 2006 (six months), paid \$1.24 per unit, consisting of \$0.74 per unit in monthly and \$0.50 in supplemental distributions.
- January 2007 paid \$0.14 per unit
- February 2007 announced \$0.14 per unit

## **Operations Strategy**

### **Remain Top Quartile EBITDA per tonne Producer**

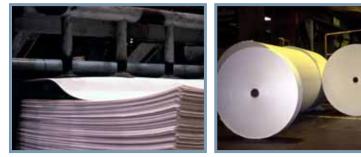
- Achieve targets for Prince George Cogen Project
- Continue to improve reliability / productivity
- Grow North American business
- Position right products / customers

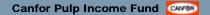
#### Summary

- Market leadership
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- Experienced management team









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## **Questions?**

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