# **Investor Presentation**

June 2008

#### **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 Income Fund and Canfor Pulp Limited Partnership (Canfor Pulp or Partnership) 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 the Partnership, its prospects and uncertainties relating to the Partnership 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 the Partnership to be materially different from those contained in forward-looking statements. The forward-looking statements are based on current information and expectations and the Partnership 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 before other non-operating income and expenses) and adjusted distributable cash. Canfor Pulp considers EBITDA and adjusted distributable cash to be an important indicator for identifying trends in the performance and of the Fund's ability to generate funds to meet its debt service, capital expenditure requirements and to make cash distributions to its partners. EBITDA and adjusted 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 adjusted distributable cash , the Fund'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.

### **Overview**

- Canfor Pulp Limited Partnership (CPLP)
  - 3 mills in the central interior of BC
  - Pulp capacity of 1.1 million tonnes
  - Kraft paper capacity over 140,000 tonnes
  - 4 pulp machines and 1 paper machine



Northwood

- Canfor Pulp Income Fund (CFX.UN: TSX)
  - CFX.UN owns 49.8% of CPLP
  - CFX.UN float of 35.5 million units
  - Market capitalization approx. \$400 million
  - ~ 200,000 units trade on average per day



Intercon and Prince George Pulp & Paper

# Why Canfor Pulp?

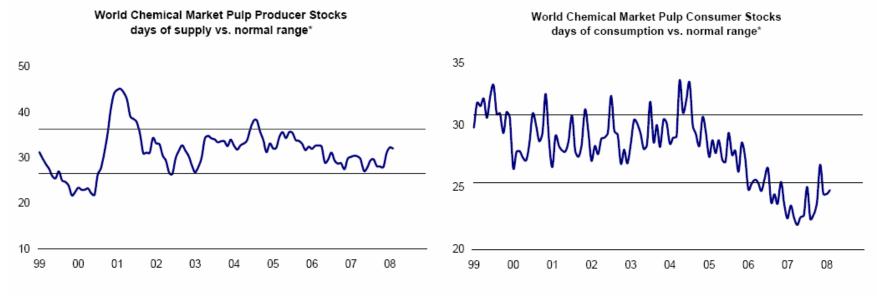
- **1)** Positive pulp market dynamics
- 2) Market leadership
- 3) High margin producer
- 4) Fibre supply advantage



# **Strong Financial Performance**

### **Pulp Markets: Current Dynamics**

# Softwood Producer Stocks at 30 days and Consumer stocks at 25 days ..... and are falling



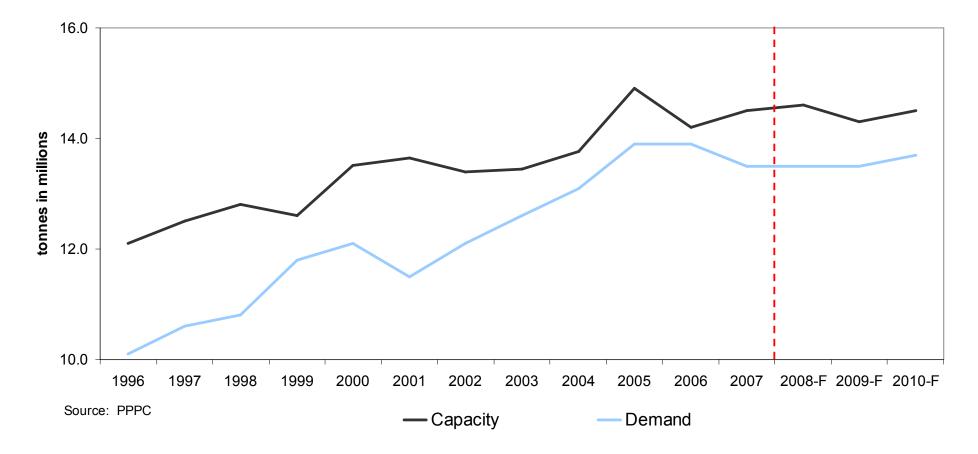
\* Days of supply, corrected for seasonality; upper and lower limits are the average level plus, or minus one standard deviation.

Source: PPPC

#### Net reduction in NBSK capacity, with more at risk

Pulp Markets: Long-term NBSK Growth

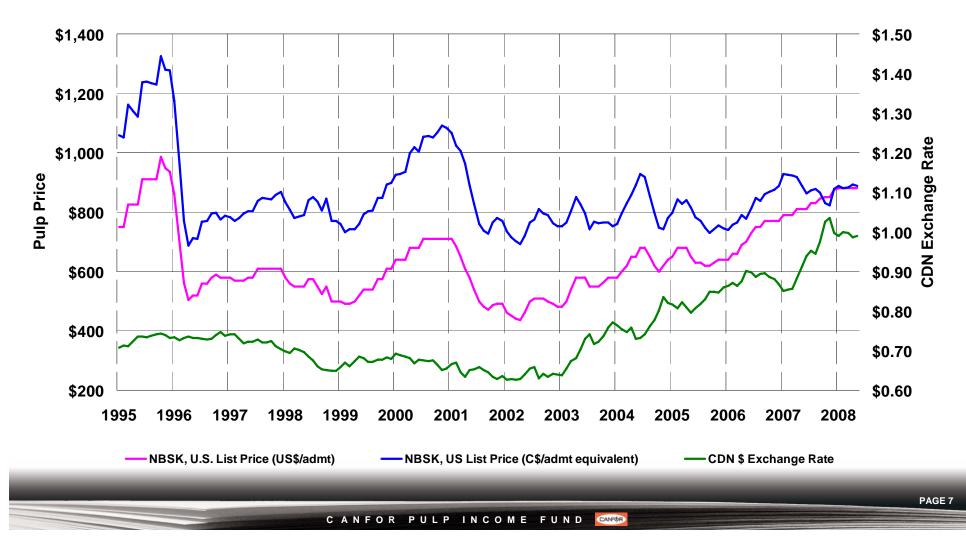
#### Demand for NBSK continues to grow by 1 – 2% per year



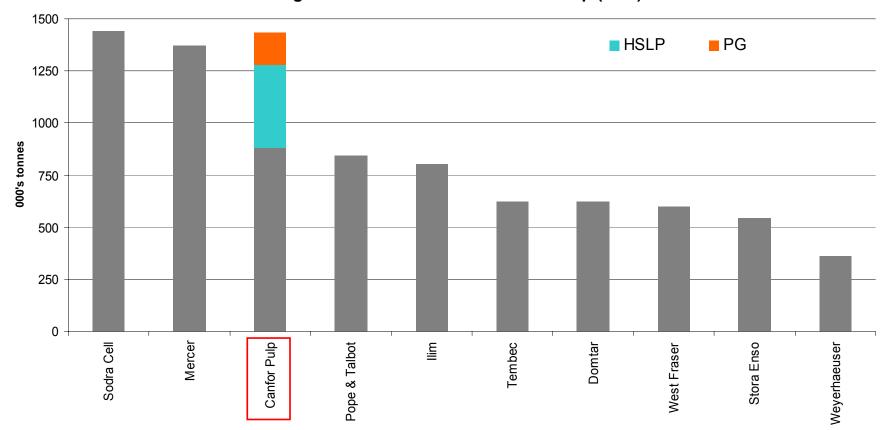
### **Pulp Markets: Historical NBSK Prices**

#### The floor for NBSK prices has increased

NBSK List Prices in \$US Delivered to North America vs. Foreign Exchange



# **Leadership Position**



#### Third largest producer of Northern Bleached Softwood Kraft Pulp (NBSK) Largest seller of Northern Softwood Pulp (NSK)

# **Higher Mill Nets Achieved**

#### Target Customers That Need Reinforcing Pulp

#### **Examples:**

#### Printing & Writing

Magazines / Catalogues

#### Specialty

· Adhesive labels (beer) / Masking tape

#### Tissue

• Branded top quality "Use at-home" tissues

#### Commodity

• Photocopy paper

#### Diversify Sales

#### **Current Prices:**

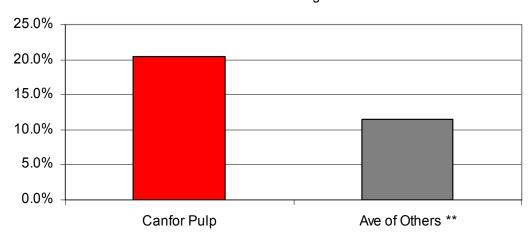
USA = US\$880 per tonne, list Europe = US\$920 per tonne, list Asia = US\$760 to \$810, net



# **High Margin Producer**

Top Quartile\* EBITDA per tonne producer due to:

- Revenues
  - Selling into the highest margin regions to targeted customers
- Low costs
  - Competitive fibre costs
  - Strong operations
  - Focus on cost control



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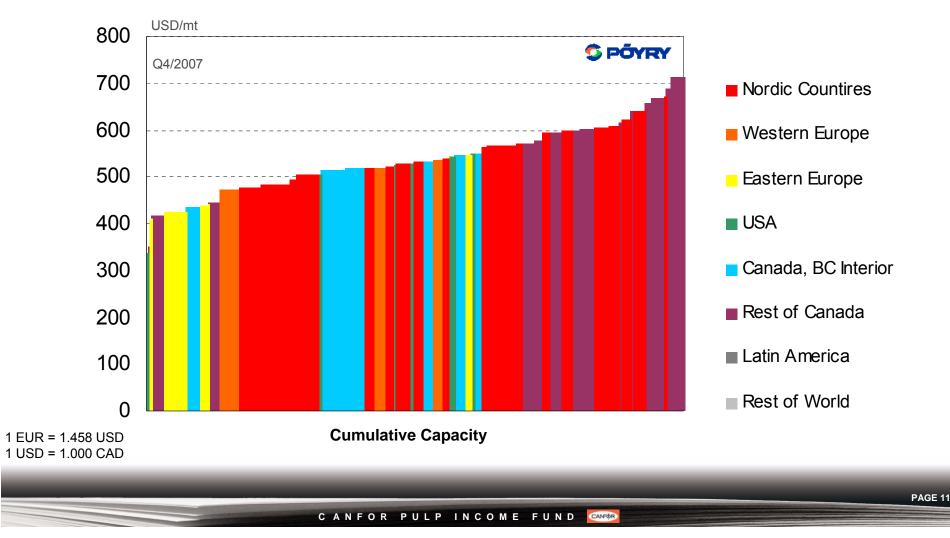
2007 EBITDA margin

\* Per most recent PwC 2006 benchmarking study of 13 Canadian NBSK mills, Canfor Pulp's mills were Top Quartile

\*\* Ave of Others includes 5 other North American producers of pulp

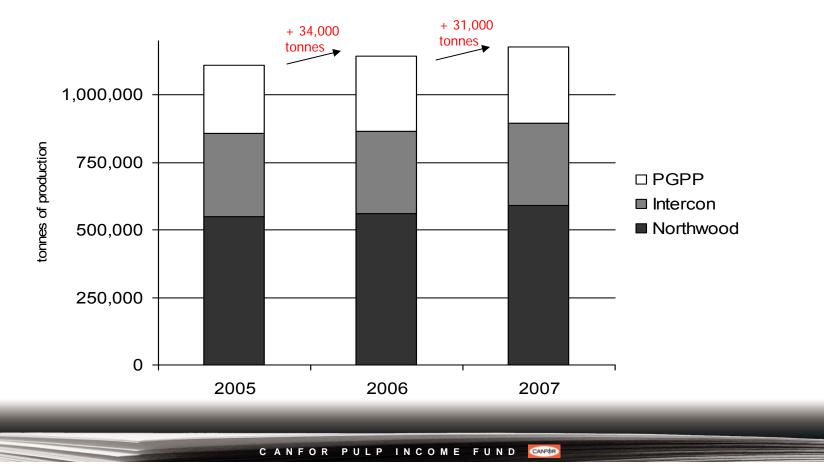
### **Low Cost Producer**

#### Northern Bleached Softwood Kraft Manufacturing Costs As at Q4/07



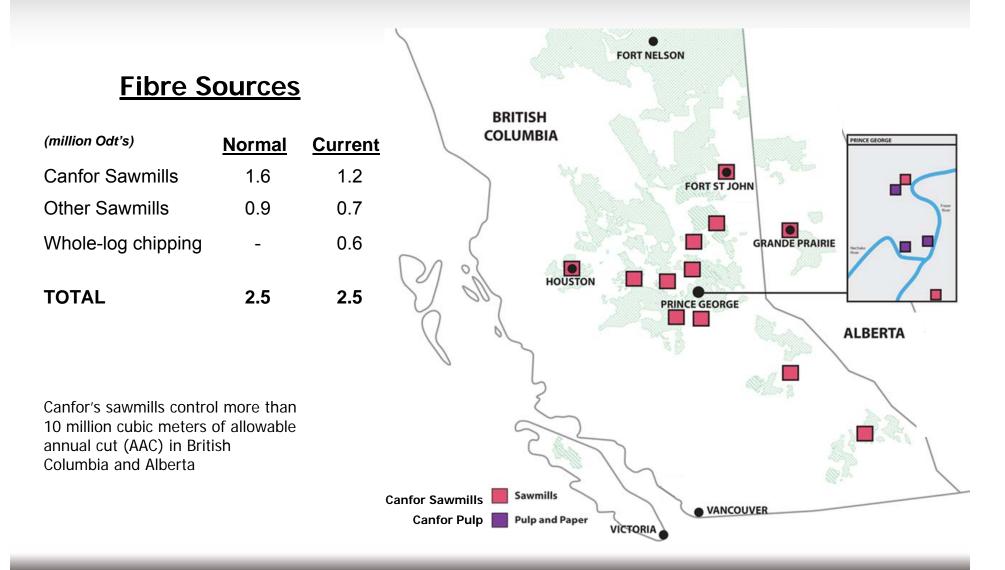
## **Efficient Operations**

- Culture of continuous improvement
- Efficient operations drives a lower cost structure
- Year over year production increases

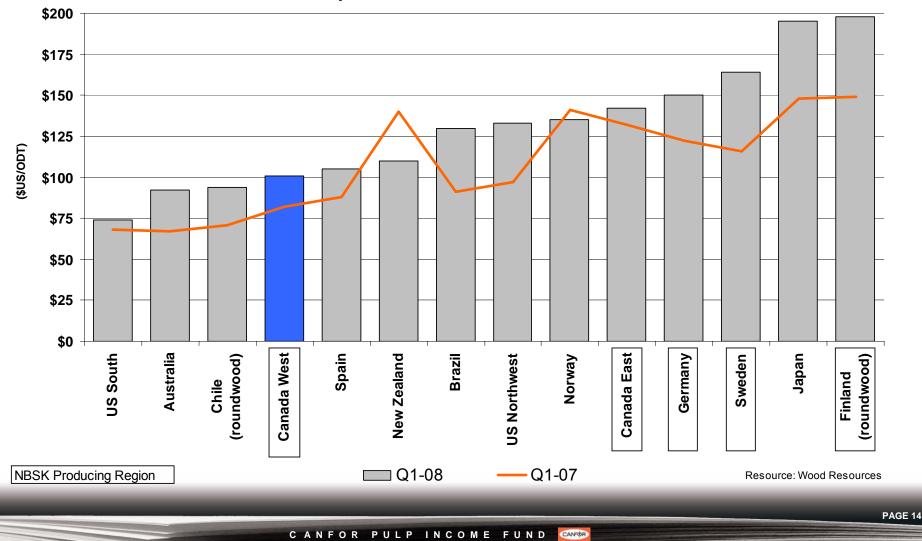


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# Fibre Advantage: Abundant Supply



## Fibre Advantage: Low Cost



#### Conifer Chips - Delivered Prices Q1 / 07 vs. Q1 / 08

# **Financials: Strong Performance**

|                                      | Q1     | Q4     | Q1     | Year ended |
|--------------------------------------|--------|--------|--------|------------|
| \$ millions unless otherwise noted   | 2008   | 2007   | 2007   | 2007       |
| Sales                                | 211.4  | 215.1  | 238.2  | 921.6      |
| EBITDA                               | 42.5   | 27.9   | 60.1   | 188.5      |
| - ebitda margin%                     | 20%    | 13%    | 25%    | 20%        |
| Net Income                           | 43.5   | 12.1   | 48.6   | 129.8      |
| - per unit                           | \$0.61 | \$0.17 | \$0.68 | \$1.82     |
| C\$ ave list pulp price (del to USA) | 884    | 841    | 925    | 885        |
| Shipments-pulp (m tonnes)            | 228.9  | 253.6  | 253.1  | 1,023.6    |
| Production-pulp (m tonnes)           | 231.5  | 261.4  | 258.9  | 1,044.3    |

# **Financials: Strong Financial Position**

#### Maintain a strong balance sheet

| \$ millions           | As at Mar 2008 |
|-----------------------|----------------|
| Cash                  | 22.9           |
| Current Assets        | 324.1          |
| Fixed Assets & Others | 595.0          |
| Total                 | 942.0          |

|                             | As at Mar 2008 |
|-----------------------------|----------------|
| Current & Other Liabilities | 227.3          |
| Long-term Debt *            | 112.0          |
| Equity                      | 602.7          |
| Total                       | 942.0          |

- Net Debt / EBITDA (LTM) 0.52
- Net Debt / Equity 0.15
- Yield ~13%
- \* Fixed rate Notes due November 2013

# **Distributions**

Based on estimates of full year cash flow from operations after debt service and capital expenditures

- Low debt service costs \$7 million
- Capital requirements to retain competitive cost structure ~ \$34 million per year
- Full flow through from CPLP operations to unitholders



# Why Canfor Pulp?

- **1)** Positive pulp market dynamics
- 2) Market leadership
- 3) High margin producer
- **4)** Fibre supply advantage



# **Strong Financial Performance**

### **Investor Contact**



#### CFX.UN

#### Investor Contact

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# Canfor Pulp Income Fund

1700 West 75<sup>th</sup> Avenue Vancouver, BC V6P 6G2

www.canforpulp.com

# **Canfor Pulp Income Fund**





### **Experienced Leadership**

#### Board of Directors

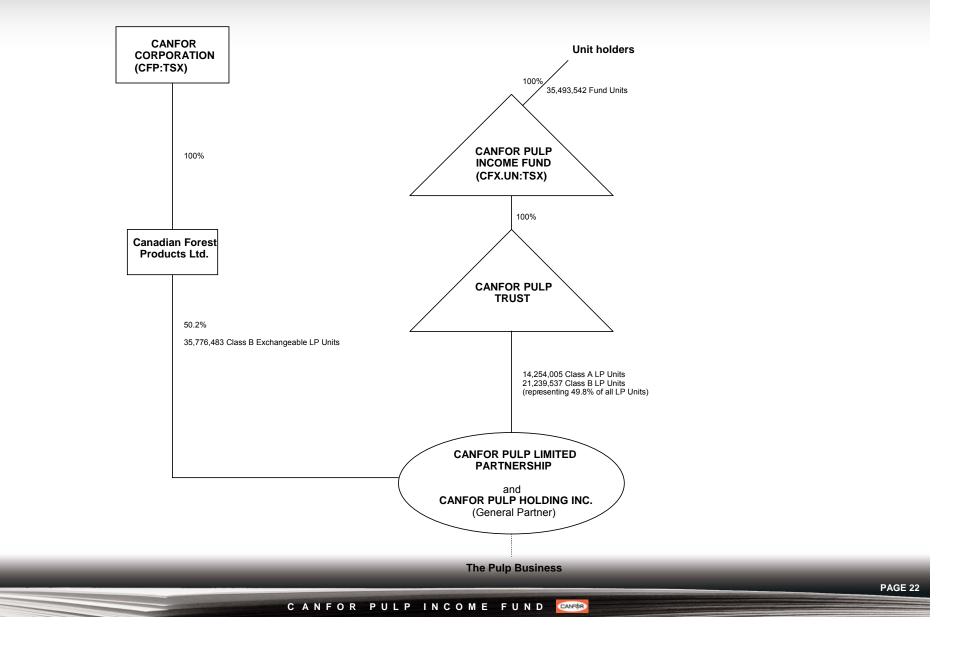
Charles Jago, Chairman <sup>1,2</sup> Stan Bracken-Horrocks <sup>1,2</sup> Donald Campbell <sup>1,3</sup> Peter Bentley <sup>2</sup> Peter Lusztig <sup>1,3</sup> Paul Richards <sup>4</sup> James Shepard <sup>5</sup>

<sup>1</sup> Audit Committee
 <sup>2</sup> Compensation Committee
 <sup>3</sup> Nominating Committee
 <sup>4</sup> Management
 <sup>5</sup> Canfor Corp. CEO

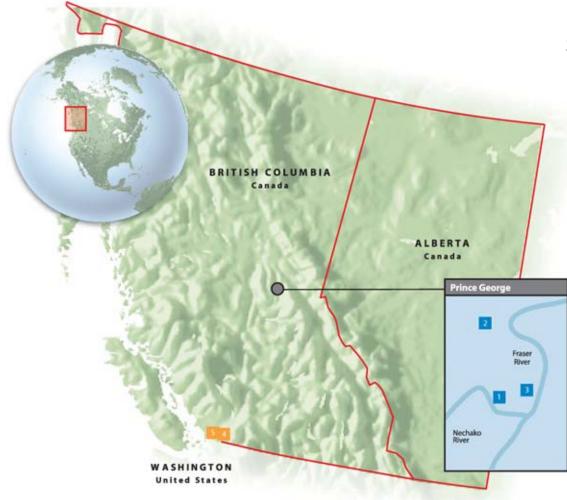
#### Management

Paul Richards, President & CEO
Terry Hodgins, CFO & Secretary
Joe Nemeth, VP, Sales & Marketing
Craig Garratt, GM, Fibre Supply
Rick Pingel, GM, Logistics & Procurement
Martin Pudlas, GM, Northwood Mill
Rick Remesch, Corporate Controller
Brett Robinson, GM, Intercon and Prince George Pulp & Paper Mill
David Scott, GM, Human Resources

# **Simplified Ownership Structure**



### **Our Location**



#### 3 mills in the BC Interior:

- 1.1 million tonnes of NBSK pulp
- 140,000 tonnes of Kraft paper
- 4 pulp machines and 1 paper machine

#### **MILL/LOCATION**

1

2

3

3

4

#### **KEY PRODUCTS**

NBSK Pulp

NBSK Pulp

NSK Pulp

Kraft Paper

- Intercontinental Northwood Prince George Pulp & Paper Prince George Pulp & Paper Head Office - Vancouver
- 5 Canfor Pulp R&D Centre Vancouver
- Pulp & Paper Other

# The Operations

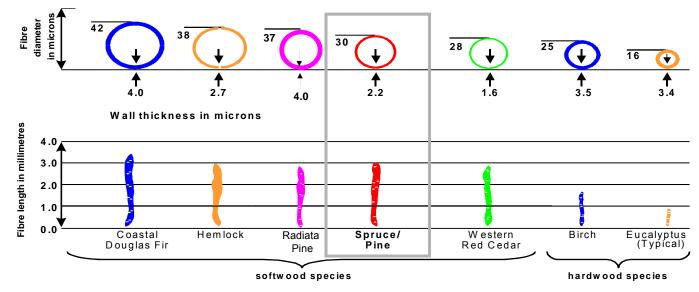
|                                      | Northwood                    | vood Intercontinental P |                                     | ince George Pulp & Paper   |  |  |
|--------------------------------------|------------------------------|-------------------------|-------------------------------------|----------------------------|--|--|
| Year Built                           | 1966                         | 1968                    | 1968 1966                           |                            |  |  |
| No. of employees                     | 480                          | 280                     | 390                                 |                            |  |  |
| Capacity (ADMT*)                     | 590,000                      | 315,000 155,000 (pulp)  |                                     | 140,000 (paper)            |  |  |
| Operations                           | 2-line pulp                  | 1-line pulp             | 1-line pulp                         | 1-line paper               |  |  |
| Markets                              | North America, Europe & Asia |                         |                                     | North America &<br>Europe  |  |  |
| Products                             | Bleached NBSK                |                         | Semi-<br>bleached and<br>Unbleached | Bleached and<br>Unbleached |  |  |
| Fibre consumed<br>(Oven-dried tonne) | 2.5 million                  |                         |                                     |                            |  |  |
| Certification                        | ISO 9001 and ISO 14001       |                         |                                     |                            |  |  |

\*air-dried metric tonnes; tonne = metric ton = 2240 lbs



### **Fibre Characteristics**

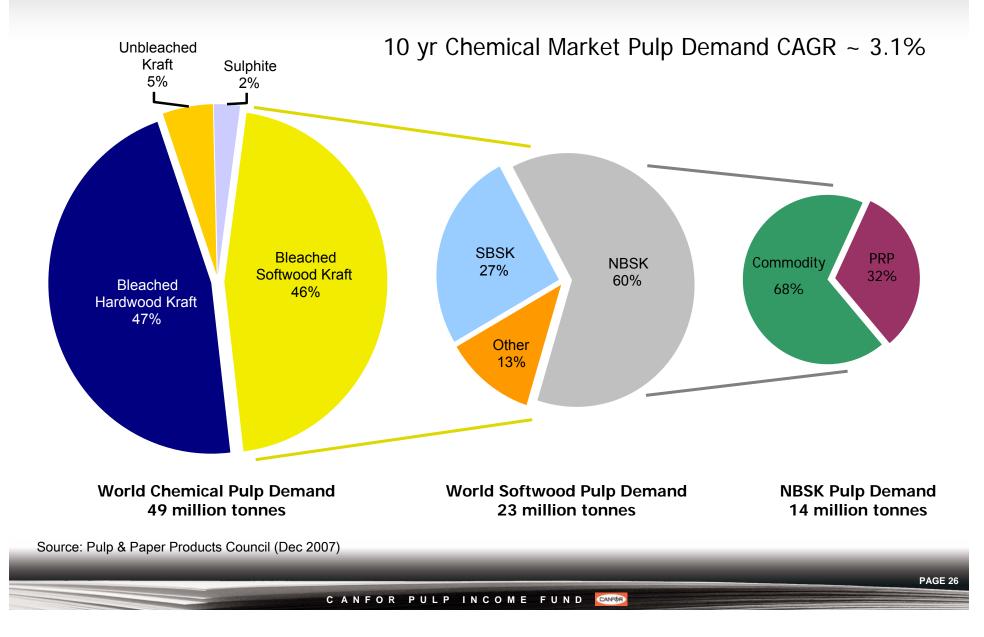
**Not all pulps are the same:** Northern spruce and pine fibre grown in the central interior of British Columbia is recognized as one of the the strongest in the world due to the long, slender, thin-walled fibres. Provides for a better printing surface, better softness and better strength, which in turn commands a premium price.



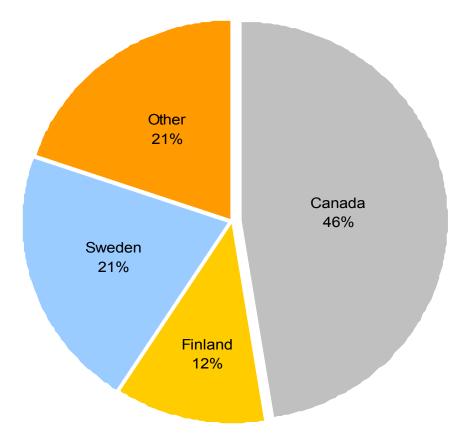
#### **Typical Fibre Dimensions**

"Weight weighted lengths measured by Kajaani FS200"

### **Pulp Demand**



# Global NBSK Supply by Region (2006)



Source: Pulp & Paper Products Council



# **Financials: Strong Earnings**

#### Selected Quarterly Partnership Financial Information

|   | <u>Q1-2008</u> | <u>Q4-2007</u> | <u>Q3-2007</u> | <u>02-2007</u> | <u>Q1-2007</u> | <u>Q4-2006</u> | <u>03-2006</u> |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Sales (\$ millions)                     | 211.4          | 215.1          | 228.9          | 239.4          | 238.2          | 225.2          | 213.6          |
| EBITDA<br>- EBITDA %                    | 42.5<br>20%    | 27.9<br>13%    | 48.8<br>21%    | 51.7<br>22%    | 60.1<br>25%    | 58.2<br>26%    | 61.8<br>29%    |
| Net Income                              | 43.5           | 12.1           | 33.2           | 35.9           | 48.6           | 44.8           | 41.9           |
| Adjusted Distributable<br>Cash Per Unit | 0.60           | 0.19           | 0.50           | 0.54           | 0.72           | 0.80           | 0.75           |
| Shipments (000 tonnes)                  |                |                |                |                |                |                |                |
| - Pulp                                  | 228.9          | 253.6          | 257.1          | 259.8          | 253.1          | 249.8          | 251.4          |
| - Paper                                 | 35.1           | 32.4           | 30.8           | 35.9           | 30.4           | 32.7           | 29.5           |
| Pulp Prices *                           | 880            | 857            | 837            | 810            | 790            | 770            | 757            |
| USD / CAD fx rate                       | 0.996          | 1.019          | 0.957          | 0.911          | 0.854          | 0.878          | 0.892          |

\* USD per tonne, delivered to USA

### **Financials: Sensitivities**

#### Available on www.canforpulp.com and www.sedar.com are:

- Annual Information Form
- Annual MD&A and Audited financial statements
- Quarterly MD&A and financial statements

#### Sensitivities

| (millions of dollars, unaudited)              | Impact on annual EBITDA |  |  |
|---|-------------------------|--|--|
| Cdn dollar – US \$0.01 change per Cdn dollar  | \$6                     |  |  |
| NBSK pulp price – US \$10 change per tonne    | \$7                     |  |  |
| Fibre cost - C\$2 change per oven-dried tonne | \$5                     |  |  |
| Natural gas cost - \$1 change per gigajoule   | \$4                     |  |  |