

# **Canfor Corporation**

Don Kayne, President and Chief Executive Officer



### Forward Looking Statements

- ► The presentation and answers to questions today contain 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. Factors that could have a material impact on any future oriented statements made herein include, but are not limited to: general economic, market and business conditions, product selling prices, raw material and operating costs, foreign exchange rates, interest rates, changes in law and public policy, the outcome of trade disputes, and opportunities available to or pursued by the Company.
- ► For further details on these factors and our assumptions and applicable risks and uncertainties, please refer to Canfor Corporation's Annual Report for the year ended December 31, 2010 available at www.canfor.com or www.sedar.com.



### **Canfor Operations**

#### **Core Holdings**

- 14 sawmills in Canada (4.3 Bfbm)
- 4 sawmills in US (0.6 Bfbm)
- 50.2% interest in Canfor Pulp (3 BC interior pulp mills -1 million admt)

#### **Non Core Holdings**

- 50% interest -Peace Valley OSB plant
- 2 panel plants in BC OSB & plywood
- 1 BCTMP pulp mill in BC



|    |    | Locations         |
|----|----|-------------------|
|    | 1  | Chetywnd          |
| di | 2  | Ft. St. John      |
|    | 3  | Grand Prairie, AB |
|    | 4  | Houston           |
|    | 5  | Isle Pierre       |
|    | 6  | Mackenzie         |
|    | 7  | Plateau           |
|    | 8  | Polar             |
|    | 9  | Prince George     |
|    | 10 | Quesnel           |
|    | 11 | Radium            |
|    | 12 | Rustad            |
|    | 13 | Vavenby           |
|    | 14 | Daaquam, QC       |
|    | 15 | Darlington, SC    |
|    | 16 | Graham, NC        |
|    | 17 | Conway, SC        |
|    | 18 | Camden, SC        |
|    | 19 | Marion, SC        |
|    | 20 | Bellingham , WA   |
|    | 21 | Tackama           |
|    | 22 | PolarBoard        |
|    | 23 | Peace Valley      |
|    | 24 | Intercontinental  |
|    | 25 | Prince George     |
|    | 26 | Northwood         |
|    | 27 | Taylor            |



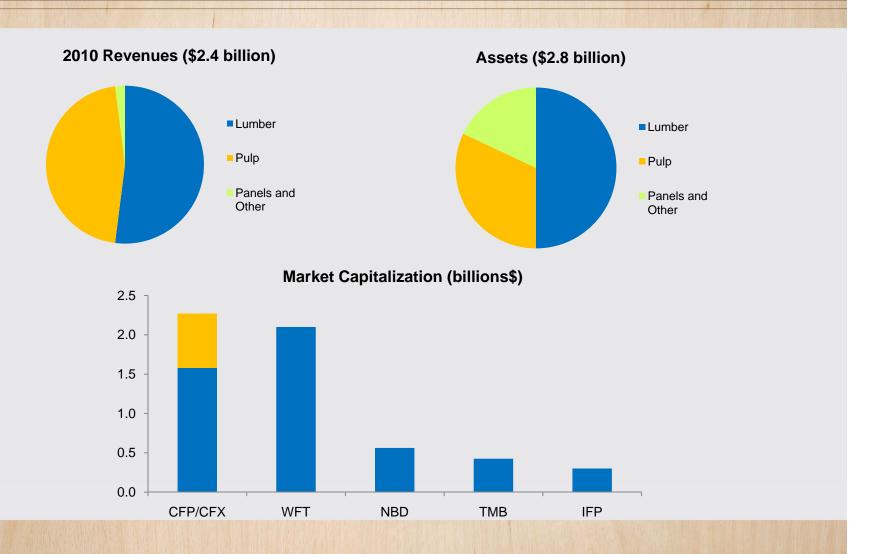
### Canfor Southern Operations – Southern Yellow Pine



- 600 million board feet of capacity
- Strong management team
- Excellent fibre supply
- Modern facilities
- Traditional thinking has led to highly regional markets
- Creating new opportunities to diversify our markets



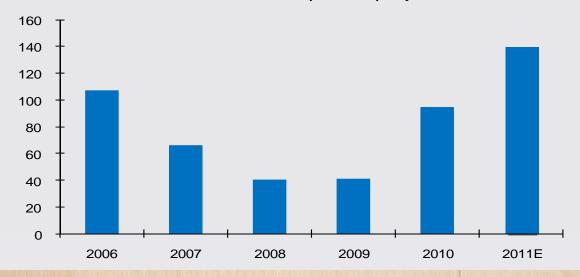
## **Canfor Overview**





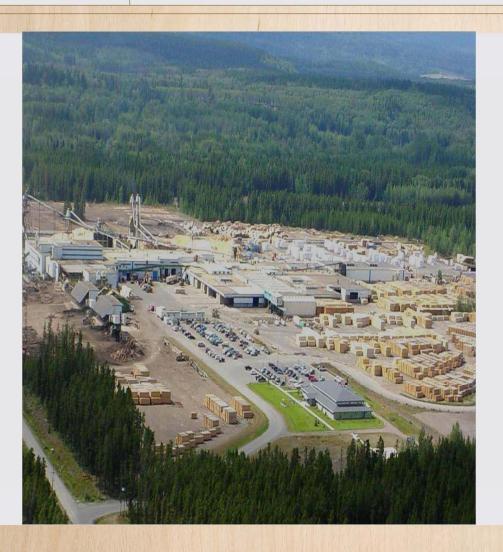
### Capital Expenditures

- ▶ 2010 capital spend of \$90 million:
  - Maintenance capital \$25 million
- ► 2011 projected capital spend \$140 million (part of 3 year/ \$300 million program)
  - Mill modernization and cost reduction
  - Improvement projects have a high ROI (+ 20%)
  - Announced \$62 million in specific projects





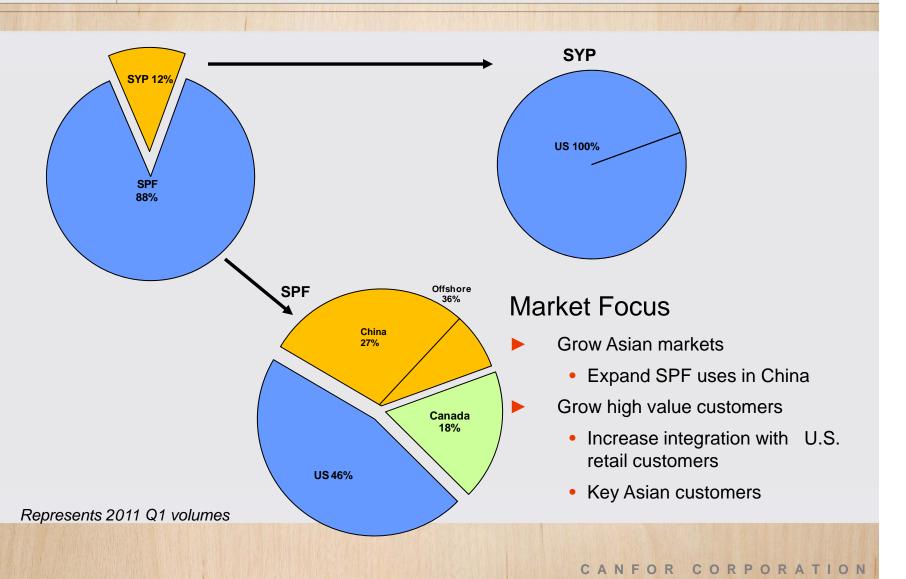
### Fort St. John Upgrade



- \$45 million project, completed in 2011
- Rebuild of portions of sawmill and planer to increase grade recovery, productivity and to reduce costs
- Increase in capacity from 220 to 300 million board feet
- Top quartile mill with assured green fibre supply



### Our Markets - Lumber





### **Customer Centric Organization**

# **Product Offerings**

Offshore Premium Home Centre Grade Construction Grade

Reman Grade











### North America



- Focus on repair and remodel and pro dealer markets
- 45% of total SPF sales for 2011 are destined for the U.S.
- Key customer relationships provide broad market diversification
- Significant integration with customers
- Multi-story/multi-family and nonresidential



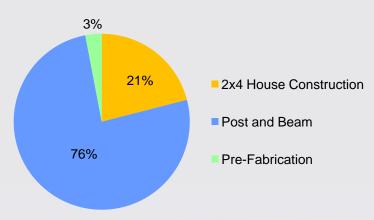
### Japan





- Traditional market in 2x4 house construction for our highest value lumber
- New opportunities in post and beam market (EWP & J-Grade)
- Tsunami rebuild will increase demand in 12-18 months



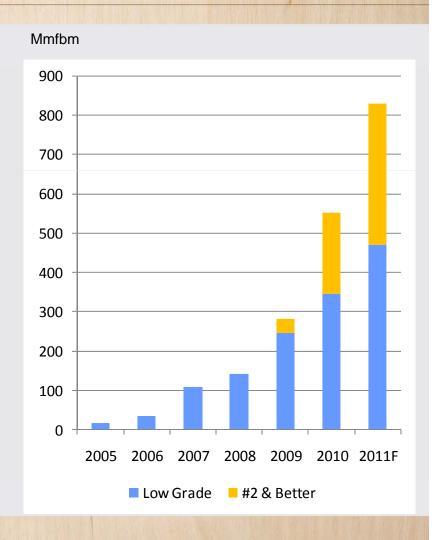




### China



- Long term commitment to China
- Building codes are now more conducive to wood frame construction ("WFC")
- Establishing 2 x 4 for the emerging WFC housing sector





# China – Moving up the Value Chain

|  | 2011E | 2013E |
|--|-------|-------|
| Wood Frame Construction  • Single family rural  • Multi-family 6-storey  Hybrid Construction – Infill Walls & Interior Partitions                      | 2%    | 8%    |
| Wood Truss Replacement   |       |       |
| <ul> <li>Wood Products Remanufacturing</li> <li>Specialty products</li> <li>Engineered wood products</li> <li>Doors, flooring and furniture</li> </ul> | 49%   | 51%   |
| Concrete Forming  • Residential high-rises • Infrastructure projects   | 48%   | 39%   |

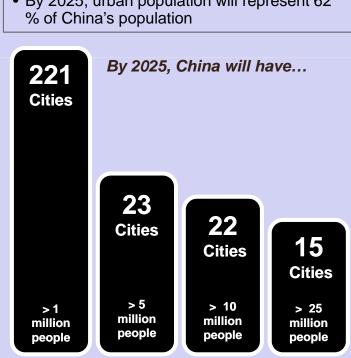
Company Estimates



### China's Rapid Urbanization

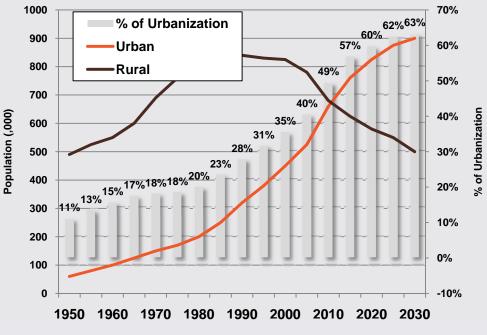
#### **Shift to Urbanization**

- From 2000 to 2010, ~ 218 million people moved from rural to urban area
- By 2025, urban population will represent 62



Source: Chinadaily.com





Source: United Nations

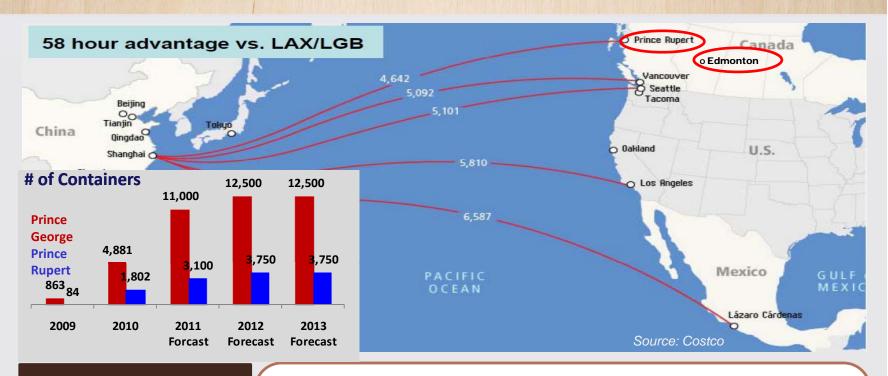


# Market Pricing - "The China Effect"





### Freight Advantage - Asia



#### **2011 Growth Forecast**

- PG/Prince Rupert 126%
- Edmonton 520%
- Vancouver 1.6%

- •Strategic location as closest Canadian port to Asia
- •New breakbulk program to assist in diversification from containers
- Container stuffing capacity growth at Port of Vancouver
- Prince Rupert offers several opportunities for throughput increase
- Edmonton Reload container stuffing for China utilizing back haul rate

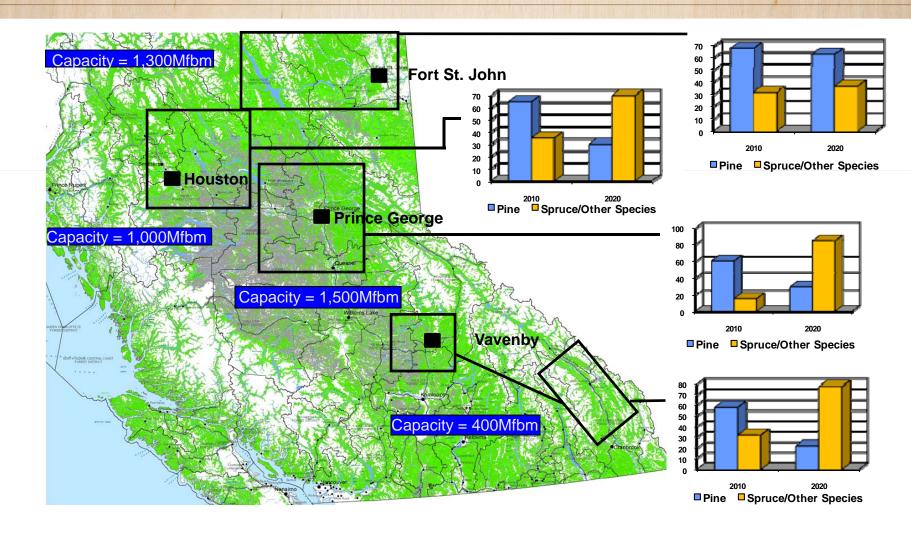


### **Green Building Focus**

- Planted 30 million trees in 2010, twice the number harvested
- Signatory to the Canadian Boreal Forest Agreement
- 97% of our annual allowable cut is certified under the Canadian Standards Association for Sustainable Forest Management
- Committed to being carbon neutral
- Utilizing virtually 100% of wood residuals in value added applications

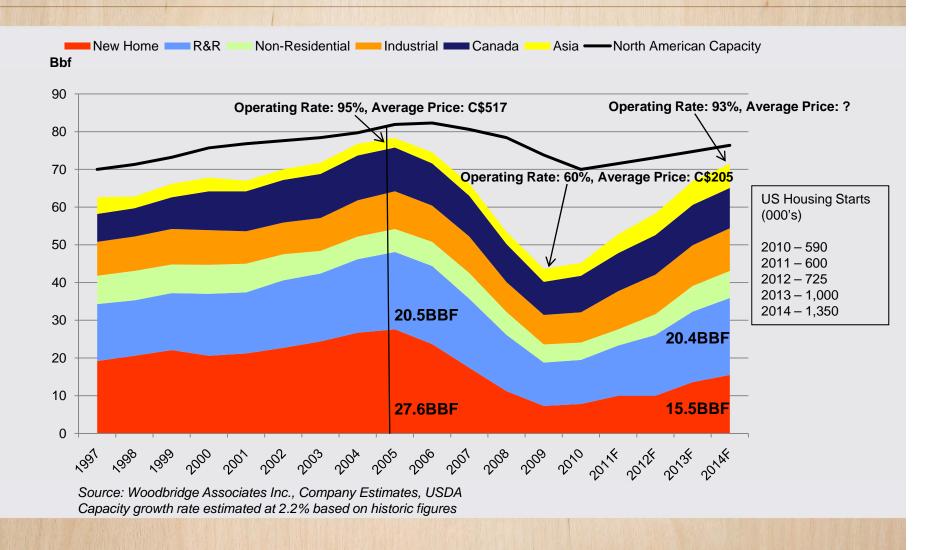


## BC Fibre Outlook - Production Capacity





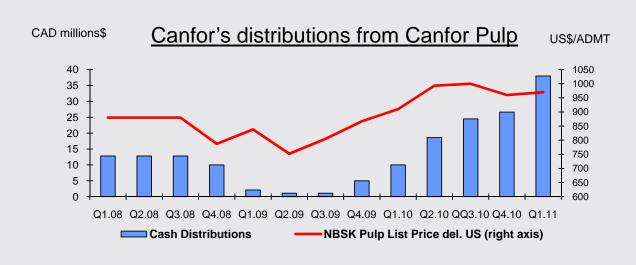
### Long Term Outlook – Lumber Markets

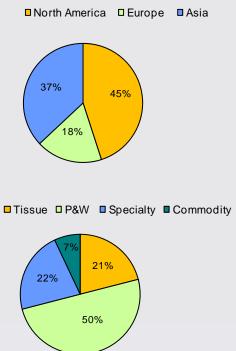




### Canfor Pulp

- Controlling interest in Canfor Pulp Limited Partnership (50.2%)
- 2010 declared cash distributions of \$92 million
- NBSK pulp markets remain tight (high prices)







### Optimistic about the Future

- U.S. lumber market will recover
- Continued growth in Asia
- Significant increased demand for Green Building Products
- Improving lumber prices
- Supply/Demand metrics point to lumber shortage in the future



### **Canfor Corporation**

These materials have been prepared by Management of the Company. No regulatory authority has approved or disapproved of the contents of these materials. These materials do not constitute an offer to sell or the solicitation of an offer to buy any securities of the Company and shall not constitute an offer, solicitation or sale of the Company's securities in any jurisdiction in which such offer, solicitation or sale would be unlawful. Securities of the Company may not be offered or sold in the United States absent their prior registration or qualification or an applicable exemption from the applicable registration or qualification requirements.

TSX:CFP



www.canfor.com

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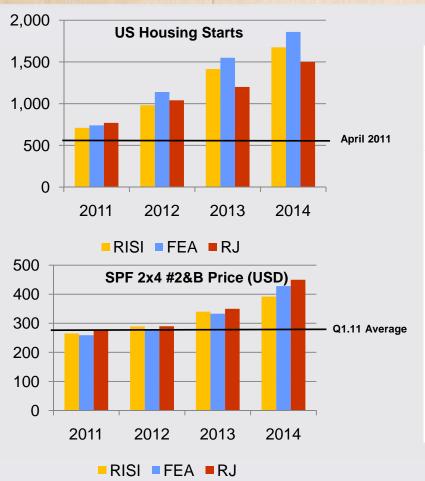
Patrick.Elliott@canfor.com

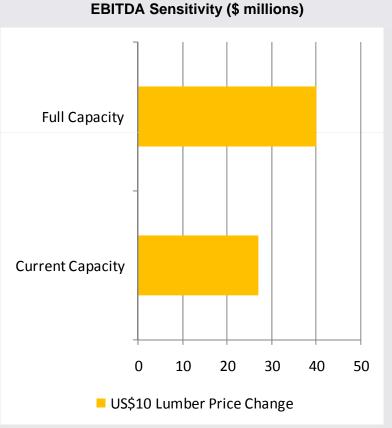


# Appendix



### Leveraged to a Lumber Market Recovery







# Capitalization and Liquidity (as at April 1, 2011)

#### All information excludes CPLP

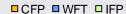
| Long Term Debt               | \$ Mill | \$ Millions |       |
|------------------------------|---------|-------------|-------|
| Senior Unsecured Notes       | 6.33%   | 2012        | 50    |
| Senior Unsecured Notes       | 5.42%   | 2013        | 75    |
| Total Debt                   |         |             | 125   |
| Cash                         |         |             | 119   |
| Shareholders' Equity         |         |             | 1,476 |
| Net Debt to Total Capitaliza |         | <1%         |       |

| Liquidity                     |          | \$ Millions |
|-------------------------------|----------|-------------|
| Syndicated credit facility    | Oct 2013 | 350         |
| Other credit facility         | Jan 2012 | 12          |
| Outstanding Letters of Credit |          | (18)        |
| Cash balance                  |          | 119         |
| Net Liquidity                 |          | 463         |



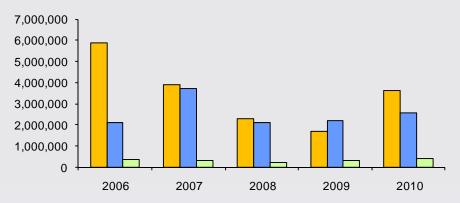
# **CFP Trading Liquidity**

#### **Average Daily Trading Volume (in shares)**





#### □CFP □WFT □IFP



#### **Major Shareholders\***

The Pattison Group 36%

Mackenzie Cundill 14%

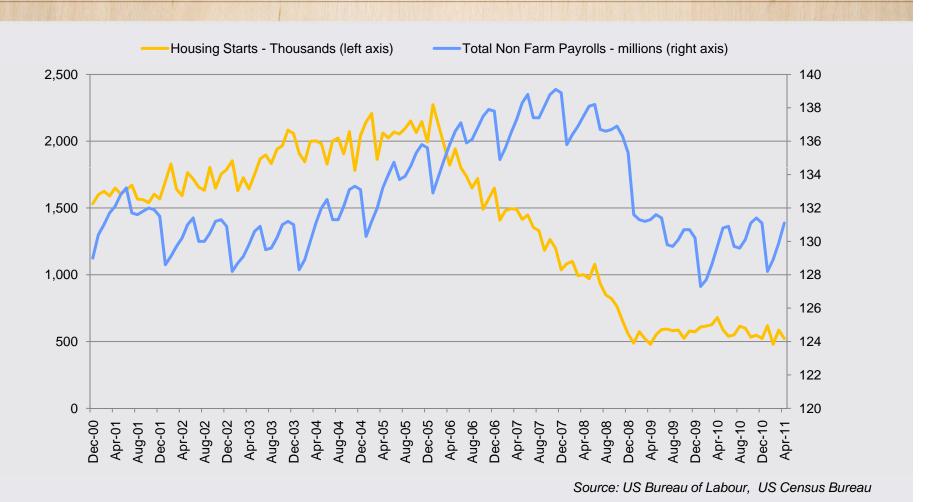
Jarislowsky Fraser 12%

Source: Bloomberg

<sup>\*</sup> As per public filings



# US Employment will drive US Housing Starts





# Housing Inventory Overhang - U.S. Vacant Units

