

## **Canfor Corporation**

June 2010







## **Forward Looking Statements**

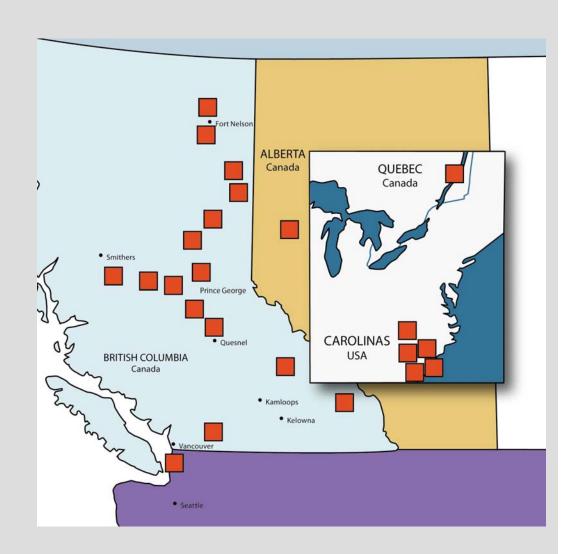
- ➤ The presentation and answers to questions today contain forward-looking statements which involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any future results, performance or achievements expressed or implied by such statements. 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, 2009 available at www.canfor.com or www.sedar.com.

#### **Canfor Overview**

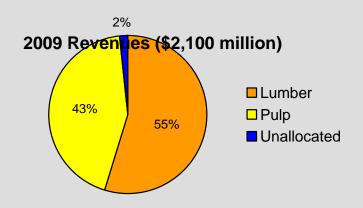
- ► 15 sawmills in Canada (Capacity 4.3 Bfbm)
- 4 sawmills in the US (Capacity – 0.6 Bfbm)
- 50.2% interest in Canfor Pulp (3 BC interior pulp mills) (Capacity - 1 million admt)

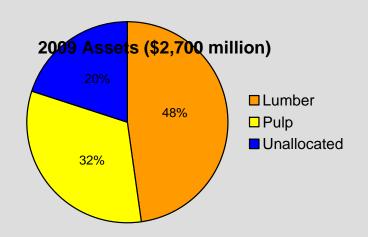
#### Non Core Holdings

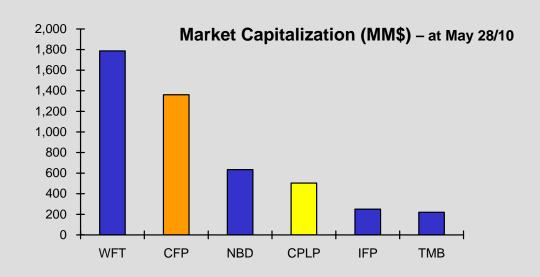
- ▶ 50% interest in Peace Valley OSB plant
- ▶ 2 panel plants in BC OSB & plywood
- ▶ 1 BCTMP pulp mill in BC
- 50% interest in Howe Sound Pulp LP



#### **Canfor Overview**

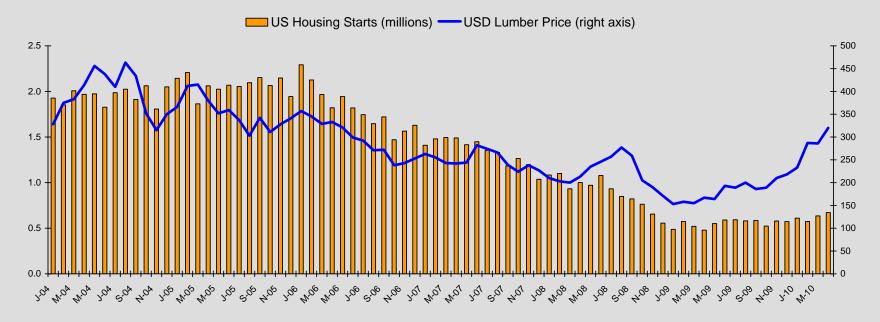








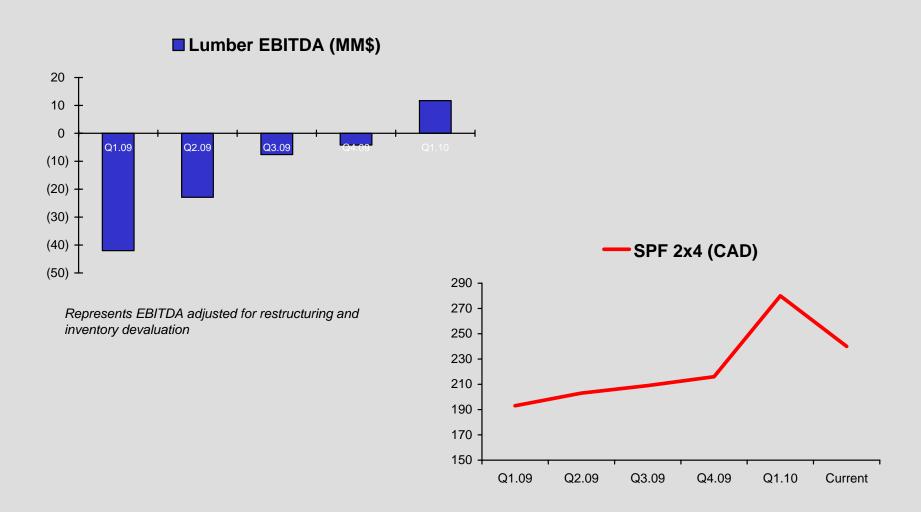
#### **The Downturn**



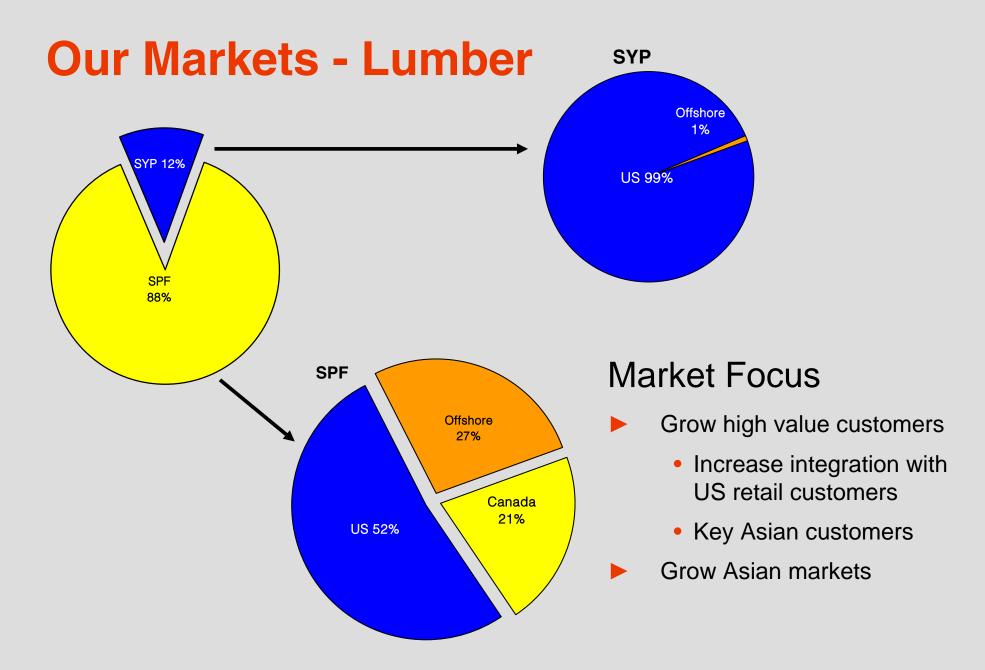
- ▶ Reduced sawmill capacity to below 60%, idled OSB and plywood plants
- Reduced corporate and support staff levels by 25%
- Rolled back salaried staff wages 3-15%
- ► Rolled back contractor and supplier invoices by 10-15%
- Reduced peak working capital by approximately \$100 million
- ► Reduced capital expenditures to minimal levels (\$40 million)



# **Improved Lumber Prices**



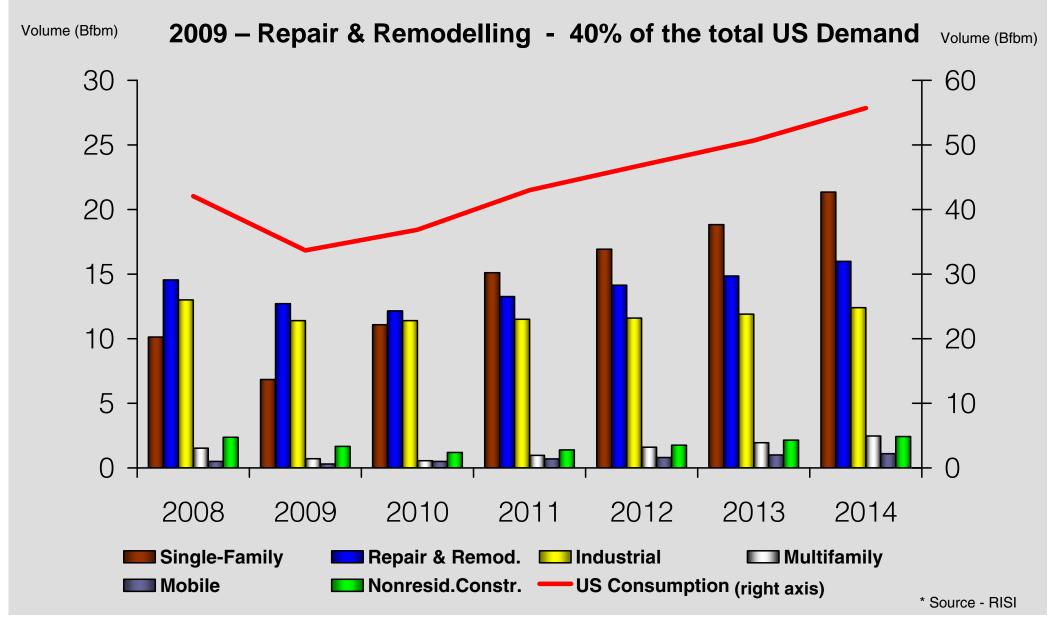




Represents Q1 2010 volumes



#### **U.S. Lumber Demand**





### Canfor's Top 10 Global Customers

Alpa Forest Products Inc. Pro Dealer

► Home Depot Home Center



Lowes Companies Home Center



► LMC Pro Dealer



Millman Lumber Company Pro Dealer

Mitsui Homes (Japan) Home Builder

► Pro Build Pro Dealer



► Stock Building Supply Pro Dealer



Universal Forest Products **House Components** 



Wing Corp (Japan) Industrial

These represent approximately **50%** of total lumber revenues.



## **Developing Asia**

#### Japan

- Further develop the DIY segment
- Further develop Post & Beam / 2X4 hybrid market
- Increase committed volumes to strategic customers

#### China

- Sichuan wood frame reconstruction
- Infill partition walls, trusses / floor systems in concrete structures
- Custom remanufacturing for Japan and other countries

#### Korea

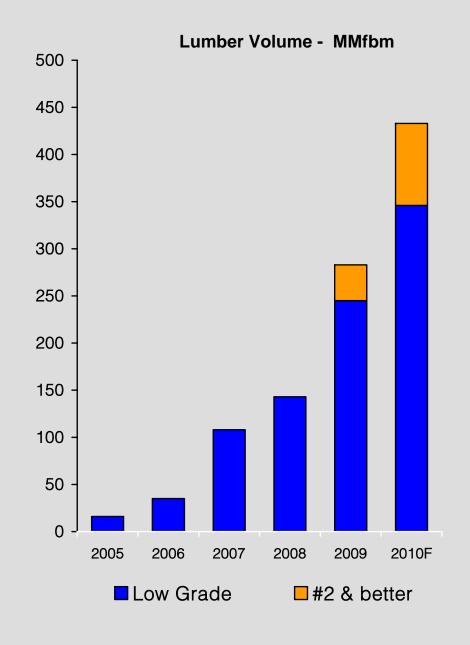
Increase market share of wood frame construction homes



Guangzhou, China

#### China

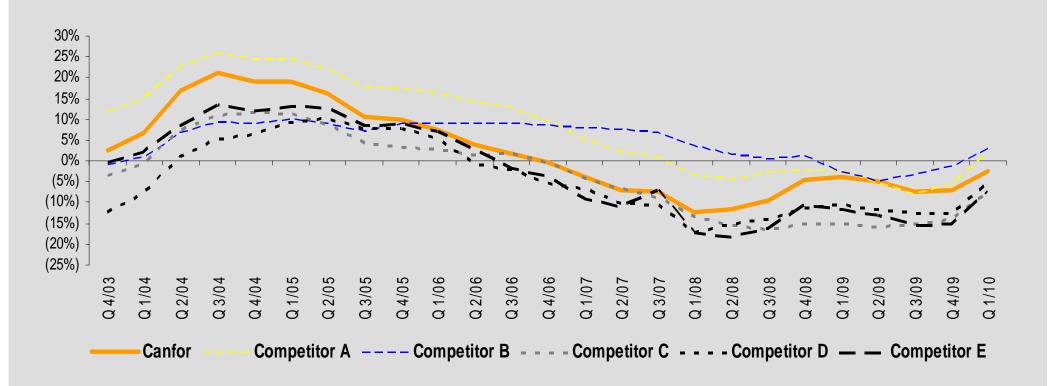
- Long term commitment to China
- Building codes are more conducive to wood frame construction
- Establishing 2 X 4 for the emerging housing sector
- Significant demand for low grade product
- Provincial and Federal government support for market development





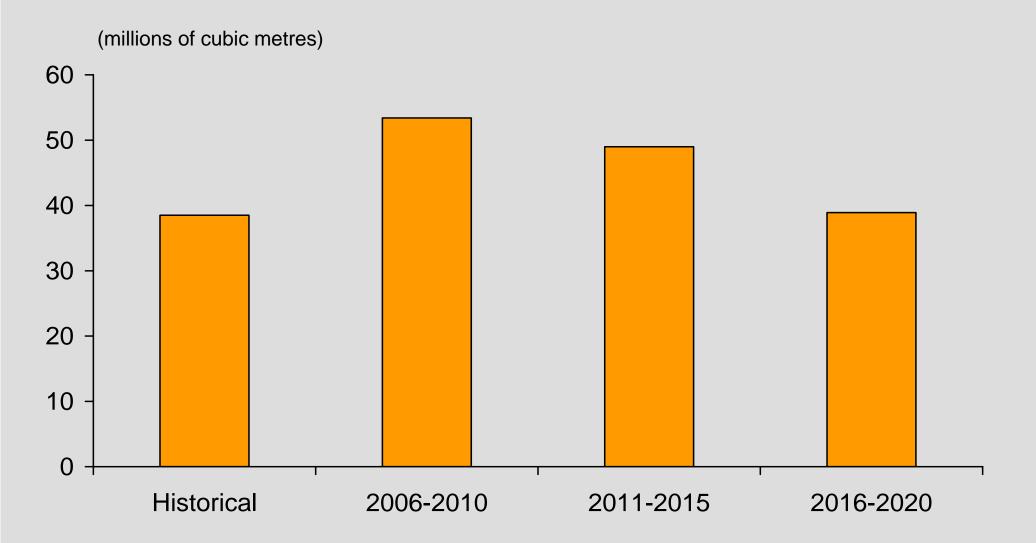
## **Margin Focused**

Margin (% of Sales) – Lumber Segment





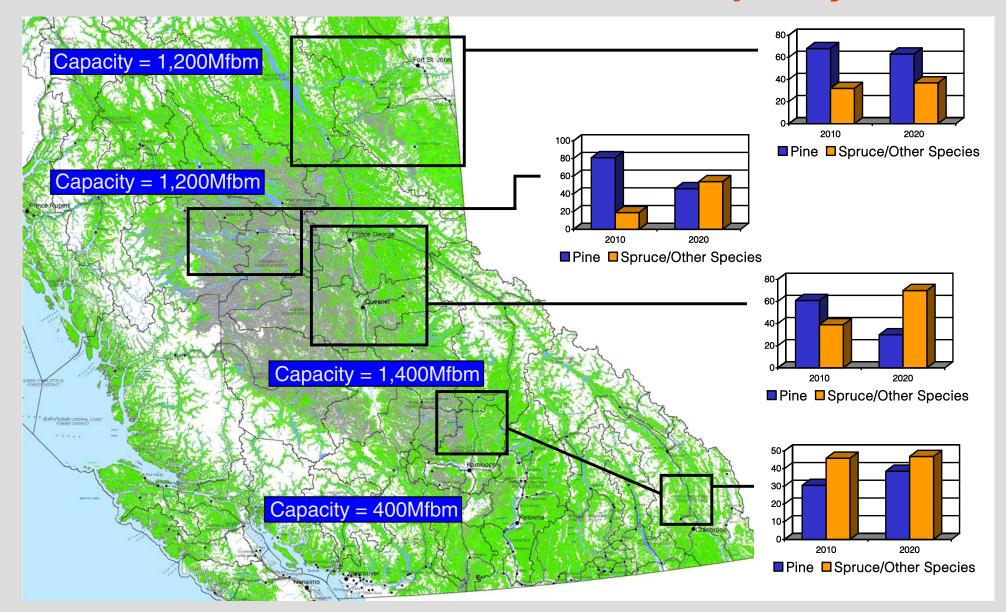
#### **BC Interior Annual Allowable Cut**







#### **BC Fibre Outlook – Production Capacity**





# **Elements of a Lumber Supply Shortage**

(in billions of fbm)	2010F	Change	2014F*	Normalized
North American Capacity	70			70
MPB/Canadian Cut Reduction		(1)		(2)
European Imports		3		3
Capacity Growth (2.2%)		6		6
Total Capacity (Bfbm)	70	8	78	77
US Consumption	37	23	60	54
Canadian Consumption	10	0	10	10
Offshore	4	4	8	8
Total Consumption (Bfbm)	51	27	78	72
Operating Rate	73%		100%	94%

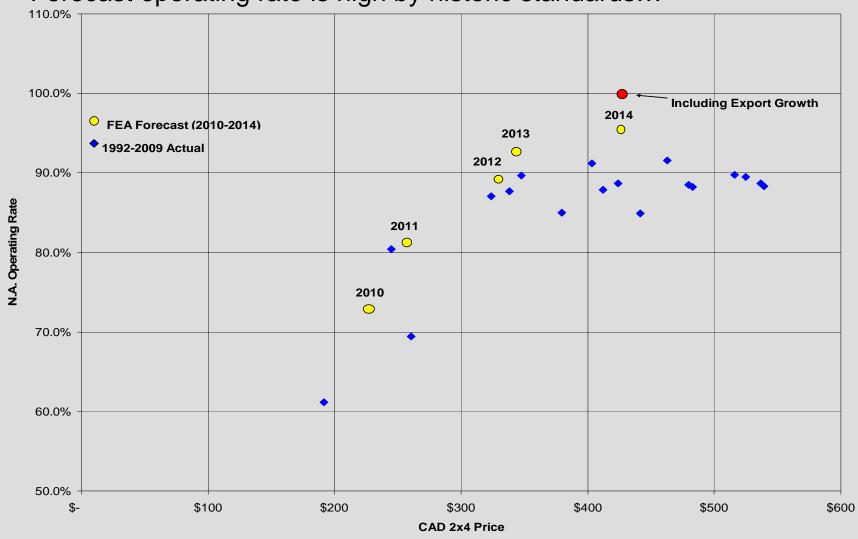
<sup>\*</sup> Sources: Capacity as per USDA; Consumption as per FEA (except 2014 Offshore), company estimates

Normalized assumes 1.5 million housing starts



# **Lumber Price/Operating Rate**

Forecast operating rate is high by historic standards...

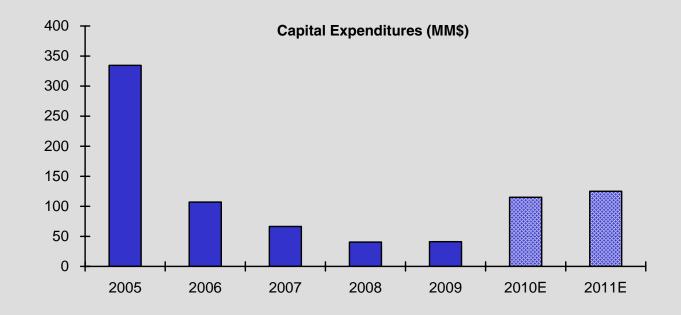


Sources: FEA, RISI, Company estimates



## **Capital Expenditures**

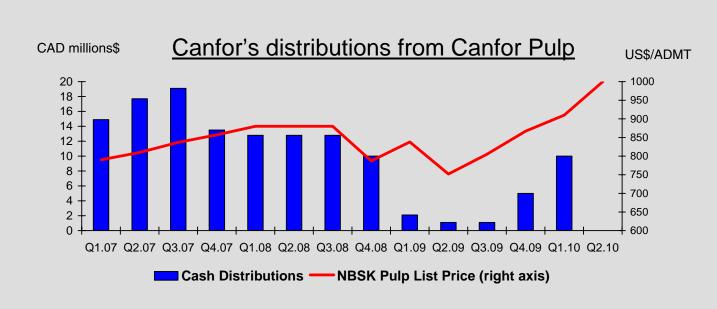
- ▶ 2010 projected capital spend of \$115 million:
  - Maintenance capital \$25 million
- 2011+ projected capital spend \$125 million annually
  - Mill modernization and reductions of fossil fuel usage

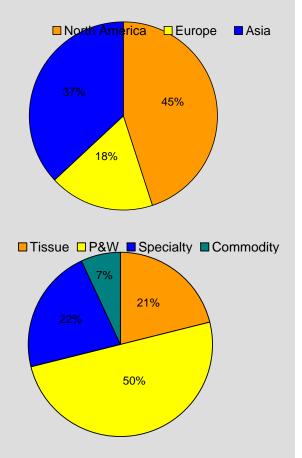




### **Canfor Pulp**

- Controlling interest in Canfor Pulp Limited Partnership
- 2007 contributed \$74 million cash to Canfor (2010 estimate: \$70 million\*)
- NBSK pulp markets are currently very tight (all time record prices)





<sup>\*</sup> Assumes current monthly distribution of \$0.20 continues for the remainder of 2010

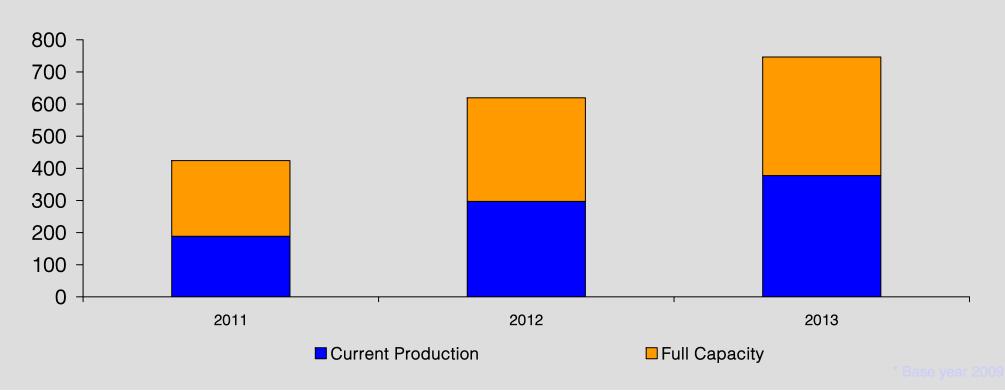


## Leveraged to Lumber Market Recovery

	2011	2012	2013
RISI 2x4 (CAD)	\$275	\$300	\$351

#### **Change in EBITDA\***

(in millions \$)





## **CFP Trading Liquidity**

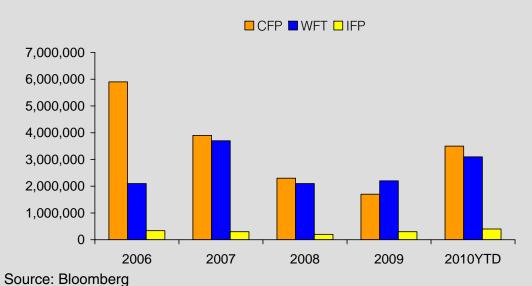


#### **Average Daily Trading Value**

2009

2010YTD

2008



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

The Pattison Group	31%
Mackenzie Cundill	15%
Jarislowsky Fraser	15%

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



600,000

500,000

400,000

300,000

200,000

100,000

0

2006

2007

## **Canfor Corporation**

TSX:CFP



#### **Contacts**:

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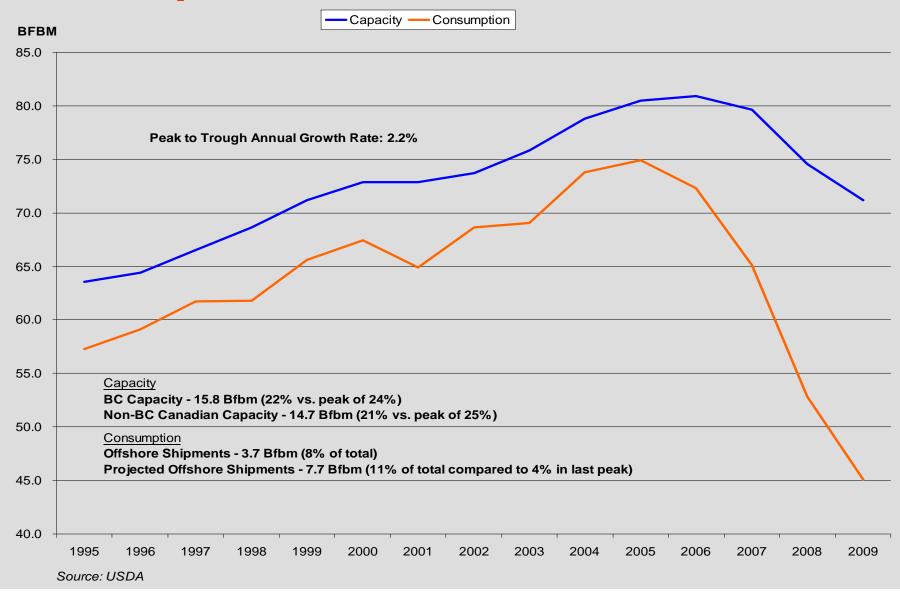
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# **Appendix**

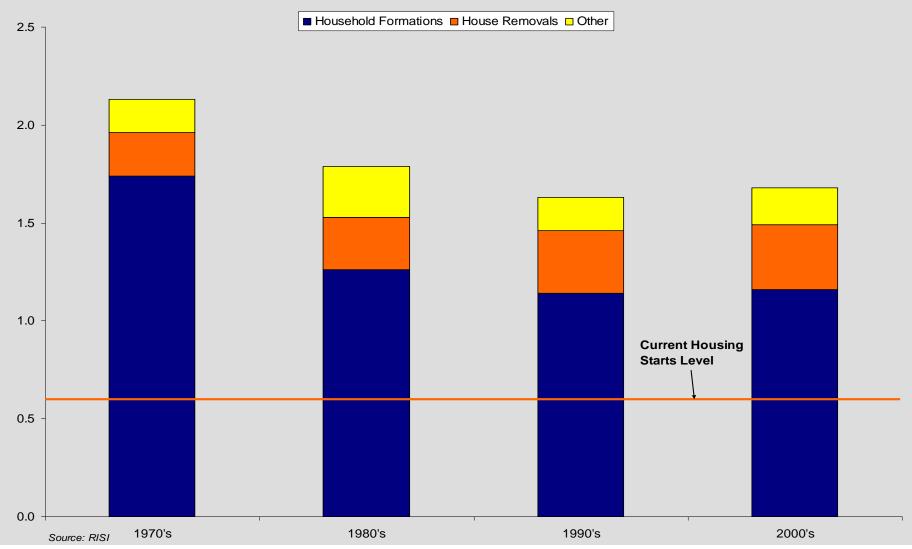


# Historic North American Capacity and Consumption





# **US Housing Starts – What is Normalized Demand?**





# Impact of Normalized Housing Demand

	Current	Normalized	Change
Housing Starts (000's)	650	1,500	850
Square Feet per House	2,300	2,300	-
Board feet per Sq. Foot	6.35	6.35	
Total Consumption (Bfbm)	9.5	21.9	12.4

Note: Increase to normalized level assumes all new starts are single family. At the peak another 3 Bfbm of consumption in multi-family and mobile home applications.



## Capitalization and Liquidity (as at March 31, 2010)

All information below excludes CPLP

Canfor Corp. Debt		\$ Mill	lions
Senior Unsecured Notes	8.03%	2011	32
Senior Unsecured Notes	6.18%	2011	50
Senior Unsecured Notes	6.33%	2012	50
Senior Unsecured Notes	5.42%	2013	75
Total			207
Cash			53
Shareholders' Equity			1,398
Net Debt to Total Capitaliza		10%	

Liquidity		\$ Millions
Syndicated operating facility	2011	355
Operating facility "A" & "B"	2011/12	49
Outstanding Letters of Credit		(18)
Cash balance		53
Net Liquidity		439

