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# Q1 2023 Financial Supplement

May 2023



# Safe Harbor Statement

**Forward-Looking Statements** - Certain statements in this presentation regarding anticipated financial outcomes including Rayonier's earnings guidance, if any, business and market conditions, outlook, expected dividend rate, Rayonier's business strategies, expected harvest schedules, timberland acquisitions and dispositions, the anticipated benefits of Rayonier's business strategies, and other similar statements relating to Rayonier's future events, developments or financial or operational performance or results, are "forward-looking statements" made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and other federal securities laws. These forward-looking statements are identified by the use of words such as "may," "will," "should," "expect," "estimate," "believe," "intend," "project," "anticipate" and other similar language. However, the absence of these or similar words or expressions does not mean that a statement is not forward-looking. While management believes that these forward-looking statements are reasonable when made, forward-looking statements are not guarantees of future performance or events and undue reliance should not be placed on these statements.

The following important factors, among others, could cause actual results or events to differ materially from those expressed in forward-looking statements that may have been made in this document: the cyclical and competitive nature of the industries in which we operate; fluctuations in demand for, or supply of, our forest products and real estate offerings, including any downturn in the housing market; entry of new competitors into our markets; changes in global economic conditions and world events, including the war in Ukraine and escalating tensions between China and Taiwan; business disruptions arising from public health crises and outbreaks of communicable diseases, including the current outbreak of the virus known as the novel coronavirus; fluctuations in demand for our products in Asia, and especially China; the uncertainties of potential impacts of climate-related initiatives; the cost and availability of third-party logging, trucking and ocean freight services; the geographic concentration of a significant portion of our timberland; our ability to identify, finance and complete timberland acquisitions; changes in environmental laws and regulations regarding timber harvesting, delineation of wetlands, endangered species and development of real estate generally, that may restrict or adversely impact our ability to conduct our business, or increase the cost of doing so; adverse weather conditions, natural disasters and other catastrophic events such as hurricanes, wind storms and wildfires; the lengthy, uncertain and costly process associated with the ownership, entitlement and development of real estate, especially in Florida and Washington, including changes in law, policy and political factors beyond our control; the availability of financing for real estate development and mortgage loans; changes in tariffs, taxes or treaties relating to the import and export of our products or those of our competitors; changes in key management and personnel; and our ability to meet all necessary legal requirements to continue to qualify as a real estate investment trust ("REIT") and changes in tax laws that could adversely affect beneficial tax treatment.

For additional factors that could impact future results, please see Item 1A - Risk Factors in the Company's most recent Annual Report on Form 10-K and similar discussion included in other reports that we subsequently file with the Securities and Exchange Commission (the "SEC"). Forward-looking statements are only as of the date they are made, and the Company undertakes no duty to update its forward-looking statements except as required by law. You are advised, however, to review any further disclosures we make on related subjects in our subsequent reports filed with the SEC.

**Non-GAAP Financial Measures** - To supplement Rayonier's financial statements presented in accordance with generally accepted accounting principles in the United States ("GAAP"), Rayonier uses certain non-GAAP measures, including "cash available for distribution," "pro forma sales," "pro forma operating income (loss)," "pro forma net income," and "Adjusted EBITDA," which are defined and further explained in this communication. Reconciliation of such measures to the nearest GAAP measures can also be found in this communication. Rayonier's definitions of these non-GAAP measures may differ from similarly titled measures used by others. These non-GAAP measures should be considered supplemental to, and not a substitute for, financial information prepared in accordance with GAAP.

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## Section 1



# Financial and Segment Information

# Financial Highlights

(\$ in millions, except per share data)

Profitability	Q1 2023	Q4 2022	Q1 2022
Sales	\$179.1	\$245.4	\$222.0
Pro Forma Sales <sup>(1)</sup>	179.1	214.9	222.0
Operating Income	10.6	44.1	45.3
Pro Forma Operating Income <sup>(1)</sup>	12.9	27.2	45.3
Net Income Attributable to Rayonier Inc.	8.3	33.1	29.3
Pro Forma Net Income <sup>(1)</sup>	1.1	16.5	29.3
Adjusted EBITDA <sup>(1)</sup>	54.7	68.4	98.1
Diluted Earnings Per Share:			
Net Income Attributable to Rayonier Inc.	0.06	0.22	0.20
Pro Forma Net Income <sup>(1)</sup>	0.01	0.11	0.20
Average Diluted Shares (millions)	151.1	150.6	149.5
Total Shares Outstanding (millions)	148.0	147.3	146.1
Total Redeemable Operating Partnership Units Outstanding (millions)	2.5	3.2	3.3

Capital Resources & Liquidity	Three Months Ended March 31,	
	2023	2022
Cash provided by Operating Activities	\$64.0	\$49.7
Cash used for Investing Activities	(32.2)	(18.9)
Cash used for Financing Activities	(43.1)	(134.7)
Cash Available for Distribution (CAD) <sup>(1)</sup>	30.0	64.5

	3/31/2023	12/31/2022
Debt <sup>(2)</sup>	\$1,522.2	\$1,523.1
Cash <sup>(3)</sup>	98.7	114.3
Net Debt	1,423.5	1,408.8
Net Debt / Enterprise Value <sup>(4)</sup>	22%	22%

(1) Non-GAAP measures (see Section 2 — Supplemental Information for definitions and reconciliations).

(2) Debt as of March 31, 2023 and December 31, 2022 reflects principal on long-term debt, gross of deferred financing costs and unamortized discounts.

(3) Excludes \$2.7 million of restricted cash held in escrow and \$1.6 million of restricted cash held by LKE intermediaries as of March 31, 2023. Excludes \$0.5 million of restricted cash held by LKE intermediaries as of December 31, 2022.

(4) Enterprise Value based on market capitalization (including Rayonier, L.P. "OP" units) plus net debt at March 31, 2023 and December 31, 2022, respectively.



# Variance Analysis – Q1 2022 to Q1 2023

## Operating Income (Loss) (\$ in millions)

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>Q1-22 Operating Income</b>	\$30.3	\$6.6	\$5.4	\$10.2	\$0.4	(\$7.6)	\$45.3
Volume	—	(2.5)	(0.8)	(13.6)	—	—	(16.9)
Price <sup>(2)</sup>	(7.4)	(7.0)	—	4.7	—	—	(9.7)
Cost	(1.8)	(1.1)	(0.8)	(0.4)	(0.2)	(1.0)	(5.3)
Non-timber income <sup>(3)</sup>	3.7	(0.2)	(1.3)	—	0.1	—	2.3
Foreign exchange <sup>(4)</sup>	—	—	(0.9)	—	—	—	(0.9)
Depreciation, depletion & amortization	(2.6)	0.7	—	0.9	—	—	(1.0)
Non-cash cost of land and improved development	—	—	—	(2.5)	—	—	(2.5)
Other <sup>(5)</sup>	—	—	(2.3)	1.6	—	—	(0.7)
<b>Q1-23 Operating Income (Loss)</b>	<b>\$22.2</b>	<b>(\$3.5)</b>	<b>(\$0.7)</b>	<b>\$0.9</b>	<b>\$0.3</b>	<b>(\$8.6)</b>	<b>\$10.6</b>
Pro forma adjustments <sup>(1)</sup>	—	—	2.3	—	—	—	2.3
<b>Pro forma Operating Income (Loss)<sup>(1)</sup></b>	<b>\$22.2</b>	<b>(\$3.5)</b>	<b>\$1.6</b>	<b>\$0.9</b>	<b>\$0.3</b>	<b>(\$8.6)</b>	<b>\$12.9</b>

## Adjusted EBITDA<sup>(1)</sup> (\$ in millions)

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>Q1-22 Adjusted EBITDA</b>	\$48.4	\$21.5	\$10.4	\$24.7	\$0.4	(\$7.2)	\$98.1
Volume	(0.1)	(6.1)	(1.0)	(24.3)	—	—	(31.5)
Price <sup>(2)</sup>	(7.4)	(7.0)	—	4.7	—	—	(9.7)
Cost	(1.8)	(1.1)	(0.8)	(0.4)	(0.2)	(1.0)	(5.3)
Non-timber income <sup>(3)</sup>	3.7	(0.2)	(1.3)	—	0.1	—	2.3
Foreign exchange <sup>(4)</sup>	—	—	(1.2)	—	—	—	(1.2)
Other	—	—	—	1.9	—	—	1.9
<b>Q1-23 Adjusted EBITDA</b>	<b>\$42.8</b>	<b>\$7.1</b>	<b>\$6.1</b>	<b>\$6.6</b>	<b>\$0.3</b>	<b>(\$8.2)</b>	<b>\$54.7</b>

(1) Non-GAAP measures and pro forma items (see Section 2 — Supplemental Information for definitions and reconciliations).

(2) For Timber segments, price reflects net stumpage realizations (i.e., net of cut and haul and shipping costs). For Real Estate, price is presented net of cash closing costs.

(3) For the New Zealand Timber segment, includes carbon credit sales.

(4) Net of currency hedging impact.

(5) New Zealand Timber includes \$2.3 million in timber write-offs resulting from a casualty event.

# Liquidity Measures – Cash Available for Distribution

(\$ in millions, except per share data)	Three Months Ended March 31,	
	2023	2022
<b>Cash Provided by Operating Activities</b>	<b>\$64.0</b>	<b>\$49.7</b>
Working capital and other balance sheet changes	(15.3)	30.4
Capital expenditures <sup>(1)</sup>	(18.7)	(15.6)
<b>Cash Available for Distribution<sup>(2)</sup></b>	<b>\$30.0</b>	<b>\$64.5</b>
<b>Net Income</b>	<b>\$7.4</b>	<b>\$31.0</b>
Interest, net and miscellaneous income	11.2	8.2
Income tax expense	1.1	5.5
Depreciation, depletion and amortization	37.6	47.4
Non-cash cost of land and improved development	4.2	5.4
Non-operating (income) expense <sup>(3)</sup>	(9.1)	0.6
Timber write-off resulting from a casualty event <sup>(2)</sup>	2.3	—
<b>Adjusted EBITDA<sup>(2)</sup></b>	<b>\$54.7</b>	<b>\$98.1</b>
Cash interest paid <sup>(4)</sup>	(3.8)	(3.9)
Cash taxes paid	(2.2)	(14.0)
Capital expenditures <sup>(1)</sup>	(18.7)	(15.6)
<b>Cash Available for Distribution<sup>(2)</sup></b>	<b>\$30.0</b>	<b>\$64.5</b>
Cash Available for Distribution <sup>(2)</sup>	30.0	64.5
Real estate development investments	(7.8)	(3.1)
<b>Cash Available for Distribution after real estate development investments</b>	<b>\$22.2</b>	<b>\$61.4</b>
Shares and units outstanding at period end	150,492,255	149,420,894
<b>CAD per Share or Unit</b>	<b>\$0.20</b>	<b>\$0.43</b>
<b>Dividends per Share or Unit</b>	<b>\$0.29</b>	<b>\$0.27</b>

(1) Capital expenditures exclude timberland acquisitions of \$8.7 million and \$2.8 million during the three months ended March 31, 2023 and March 31, 2022, respectively.

(2) Non-GAAP measures and pro forma items (see Section 2 — *Supplemental Information* for definitions and reconciliations).

(3) The three months ended March 31, 2023 includes a \$9.1 million net recovery associated with a legal settlement.

(4) Cash interest paid is presented net of patronage refunds received of \$6.1 million and \$5.5 million during the three months ended March 31, 2023 and March 31, 2022 respectively.

# Southern Timber Overview

	2022					2023				
	Q1	Q2	Q3	Q4	FY 2022	Q1	Q2	Q3	Q4	YTD
<b>Sales Volume (Tons in 000s)</b>										
Pine Pulpwood	1,171	962	965	813	3,911	979	—	—	—	979
Pine Sawtimber	622	458	449	512	2,041	886	—	—	—	886
<b>Total Pine Volume</b>	<b>1,793</b>	<b>1,420</b>	<b>1,414</b>	<b>1,325</b>	<b>5,952</b>	<b>1,865</b>	—	—	—	<b>1,865</b>
Hardwood	103	103	85	40	331	28	—	—	—	28
<b>Total Volume</b>	<b>1,896</b>	<b>1,523</b>	<b>1,499</b>	<b>1,365</b>	<b>6,283</b>	<b>1,893</b>	—	—	—	<b>1,893</b>
% Delivered Volume (vs. Total Volume)	35%	47%	47%	43%	43%	36%	—	—	—	36%
% Pine Sawtimber Volume (vs. Total Pine Volume)	35%	32%	32%	39%	34%	48%	—	—	—	48%
% Export Volume (vs. Total Volume) <sup>(1)</sup>	1%	3%	2%	1%	2%	2%	—	—	—	2%
<b>Net Stumpage Pricing (\$ per ton)<sup>(2)</sup></b>										
Pine Pulpwood	\$24.11	\$21.46	\$22.77	\$20.95	\$22.45	\$17.32	—	—	—	\$17.32
Pine Sawtimber	35.46	34.09	33.31	34.00	34.36	31.57	—	—	—	31.57
<b>Weighted Average Pine</b>	<b>\$28.05</b>	<b>\$25.54</b>	<b>\$26.12</b>	<b>\$26.00</b>	<b>\$26.53</b>	<b>\$24.09</b>	—	—	—	<b>\$24.09</b>
Hardwood	26.06	25.70	20.59	17.25	23.48	20.07	—	—	—	20.07
<b>Weighted Average Total</b>	<b>\$27.94</b>	<b>\$25.55</b>	<b>\$25.80</b>	<b>\$25.74</b>	<b>\$26.37</b>	<b>\$24.03</b>	—	—	—	<b>\$24.03</b>
<b>Summary Financial Data (\$ in MMs)</b>										
Timber Sales	\$71.0	\$58.2	\$57.7	\$49.7	\$236.6	\$62.4	—	—	—	\$62.4
(-) Cut & Haul	(15.6)	(17.6)	(17.3)	(13.5)	(64.0)	(15.7)	—	—	—	(15.7)
(-) Port / Freight Costs	(2.4)	(1.8)	(1.6)	(1.1)	(6.8)	(1.5)	—	—	—	(1.5)
<b>Net Stumpage Sales</b>	<b>\$53.0</b>	<b>\$38.9</b>	<b>\$38.8</b>	<b>\$35.1</b>	<b>\$165.8</b>	<b>\$45.3</b>	—	—	—	<b>\$45.3</b>
Non-Timber Sales	5.8	8.1	6.8	6.9	27.6	9.4	—	—	—	9.4
<b>Total Sales</b>	<b>\$76.8</b>	<b>\$66.3</b>	<b>\$64.5</b>	<b>\$56.6</b>	<b>\$264.2</b>	<b>\$71.8</b>	—	—	—	<b>\$71.8</b>
Operating Income	\$30.3	\$24.1	\$22.5	\$19.7	\$96.6	\$22.2	—	—	—	\$22.2
(+) DD&A	18.1	14.7	14.1	13.5	60.3	20.6	—	—	—	20.6
<b>Adjusted EBITDA<sup>(3)</sup></b>	<b>\$48.4</b>	<b>\$38.7</b>	<b>\$36.6</b>	<b>\$33.2</b>	<b>\$156.9</b>	<b>\$42.8</b>	—	—	—	<b>\$42.8</b>
<b>Other Data</b>										
Period-End Acres (in 000s)	1,795	1,791	1,789	1,919	1,919	1,910	—	—	—	1,910

(1) Estimated percentage of export volume, which includes volumes sold to third-party exporters in addition to direct exports through our log export program.

(2) Pulpwood and sawtimber product pricing for composite stumpage sales is estimated based on market data.

(3) Non-GAAP measure (see Section 2 — *Supplemental Information* for definitions and reconciliations).

# Pacific Northwest Timber Overview

	2022					2023				
	Q1	Q2	Q3	Q4	FY 2022	Q1	Q2	Q3	Q4	YTD
<b>Sales Volume (Tons in 000s)</b>										
Pulpwood	76	80	59	86	300	77	—	—	—	77
Domestic Sawtimber <sup>(1)</sup>	426	255	230	277	1,188	284	—	—	—	284
Export Sawtimber	3	41	18	34	97	23	—	—	—	23
<b>Total Volume</b>	<b>505</b>	<b>376</b>	<b>307</b>	<b>397</b>	<b>1,585</b>	<b>384</b>	—	—	—	<b>384</b>
% Delivered Volume (vs. Total Volume)	82%	99%	100%	92%	92%	97%	—	—	—	97%
% Sawtimber Volume (vs. Total Volume)	85%	79%	81%	78%	81%	80%	—	—	—	80%
% Export Volume (vs. Total Volume) <sup>(2)</sup>	5%	16%	12%	15%	11%	13%	—	—	—	13%
<b>Delivered Log Pricing (\$ per ton)</b>										
Pulpwood	\$37.69	\$45.17	\$50.74	\$66.26	\$50.83	\$48.23	—	—	—	\$48.23
Domestic Sawtimber	105.82	120.44	120.08	104.44	111.96	93.12	—	—	—	93.12
Export Sawtimber <sup>(3)</sup>	92.07	93.01	90.23	165.20	117.85	163.16	—	—	—	163.16
<b>Weighted Average Log Price</b>	<b>\$95.35</b>	<b>\$101.62</b>	<b>\$104.97</b>	<b>\$101.47</b>	<b>\$100.50</b>	<b>\$88.17</b>	—	—	—	<b>\$88.17</b>
<b>Summary Financial Data (\$ in MMs)</b>										
Timber Sales	\$45.1	\$37.9	\$32.6	\$41.0	\$156.6	\$33.5	—	—	—	\$33.5
(-) Cut & Haul	(16.2)	(16.5)	(13.9)	(16.0)	(62.7)	(17.2)	—	—	—	(17.2)
(-) Port / Freight Costs	(0.1)	(0.4)	(0.2)	(2.1)	(2.8)	(1.4)	—	—	—	(1.4)
<b>Net Stumpage Sales</b>	<b>\$28.8</b>	<b>\$21.0</b>	<b>\$18.5</b>	<b>\$22.8</b>	<b>\$91.1</b>	<b>\$14.9</b>	—	—	—	<b>\$14.9</b>
Non-Timber Sales	1.1	1.3	1.8	1.4	5.6	0.9	—	—	—	0.9
<b>Total Sales</b>	<b>\$46.3</b>	<b>\$39.2</b>	<b>\$34.4</b>	<b>\$42.4</b>	<b>\$162.2</b>	<b>\$34.4</b>	—	—	—	<b>\$34.4</b>
Operating Income (Loss)	\$6.6	\$2.9	\$2.2	\$3.5	\$15.2	(\$3.5)	—	—	—	(\$3.5)
(+) Timber write-offs resulting from casualty events <sup>(4)</sup>	—	—	1.1	(0.4)	0.7	—	—	—	—	—
Pro Forma Operating Income (Loss) <sup>(4)</sup>	<b>\$6.6</b>	<b>\$2.9</b>	<b>\$3.3</b>	<b>\$3.1</b>	<b>\$15.9</b>	<b>(\$3.5)</b>	—	—	—	<b>(\$3.5)</b>
(+) DD&A	14.9	11.3	9.4	12.4	48.0	10.6	—	—	—	10.6
<b>Adjusted EBITDA<sup>(4)</sup></b>	<b>\$21.5</b>	<b>\$14.3</b>	<b>\$12.6</b>	<b>\$15.5</b>	<b>\$63.9</b>	<b>\$7.1</b>	—	—	—	<b>\$7.1</b>
<b>Other Data</b>										
Period-End Acres (in 000s)	486	486	486	474	474	474	—	—	—	474
Northwest Sawtimber (\$ per MBF) <sup>(5)</sup>	\$849	\$905	\$860	\$783	\$849	\$730	—	—	—	\$730

(1) Includes volumes sold to third-party exporters.

(2) Estimated percentage of export volume, which includes volumes sold to third-party exporters in addition to direct exports through our log export program.

(3) Prior to Q4 2022, pricing reflects the transfer of logs on an FOB basis, while periods after Q4 2022 reflect pricing on a CFR basis (i.e., inclusive of export costs and freight).

(4) Non-GAAP measure and pro forma item (see Section 2 — *Supplemental Information* for definitions and reconciliations).

(5) Delivered Sawtimber excluding chip-n-saw.

# New Zealand Timber Overview

	2022					2023				
	Q1	Q2	Q3	Q4	FY 2022	Q1	Q2	Q3	Q4	YTD
<b>Sales Volume (Tons in 000s)</b>										
Domestic Pulpwood (Delivered)	94	105	103	85	388	55	—	—	—	55
Domestic Sawtimber (Delivered)	135	188	221	142	686	137	—	—	—	137
Export Pulpwood (Delivered)	36	55	38	53	182	42	—	—	—	42
Export Sawtimber (Delivered)	250	355	349	406	1,360	247	—	—	—	247
<b>Total Volume</b>	<b>515</b>	<b>703</b>	<b>712</b>	<b>686</b>	<b>2,616</b>	<b>481</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>481</b>
% Delivered Volume (vs. Total Volume)	100%	100%	100%	100%	100%	100%	—	—	—	100%
% Sawtimber Volume (vs. Total Volume)	75%	77%	80%	80%	78%	80%	—	—	—	80%
% Export Volume (vs. Total Volume) <sup>(1)</sup>	56%	58%	54%	67%	59%	60%	—	—	—	60%
<b>Delivered Log Pricing (\$ per ton)</b>										
Domestic Pulpwood	\$34.98	\$34.56	\$33.13	\$31.04	\$33.50	\$33.37	—	—	—	\$33.37
Domestic Sawtimber	75.99	76.82	69.69	64.79	71.87	71.58	—	—	—	71.58
Export Sawtimber	127.59	140.44	123.07	111.30	124.91	112.97	—	—	—	112.97
<b>Weighted Average Log Price</b>	<b>\$96.59</b>	<b>\$106.88</b>	<b>\$92.76</b>	<b>\$90.70</b>	<b>\$96.77</b>	<b>\$90.99</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$90.99</b>
<b>Summary Financial Data (\$ in MM\$)</b>										
Timber Sales	\$49.7	\$75.1	\$66.1	\$62.3	\$253.1	\$43.8	—	—	—	\$43.8
(-) Cut & Haul	(19.1)	(26.7)	(25.8)	(24.2)	(95.8)	(17.4)	—	—	—	(17.4)
(-) Port / Freight Costs	(15.3)	(31.4)	(23.1)	(22.7)	(92.5)	(11.6)	—	—	—	(11.6)
<b>Net Stumpage Sales</b>	<b>\$15.3</b>	<b>\$16.9</b>	<b>\$17.2</b>	<b>\$15.4</b>	<b>\$64.8</b>	<b>\$14.8</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$14.8</b>
Non-Timber Sales/Carbon Credits	1.7	3.8	6.4	9.1	21.0	0.3	—	—	—	0.3
<b>Total Sales</b>	<b>\$51.4</b>	<b>\$78.9</b>	<b>\$72.5</b>	<b>\$71.4</b>	<b>\$274.1</b>	<b>\$44.1</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$44.1</b>
Operating Income (Loss)	\$5.4	\$8.0	\$9.3	\$8.0	\$30.6	(\$0.7)	—	—	—	(\$0.7)
(+) Timber write-offs resulting from casualty events <sup>(2)</sup>	—	—	—	—	—	2.3	—	—	—	2.3
Pro Forma Operating Income <sup>(2)</sup>	\$5.4	\$8.0	\$9.3	\$8.0	\$30.6	\$1.6	—	—	—	\$1.6
(+) DD&A	5.0	6.9	6.3	5.7	23.9	4.5	—	—	—	4.5
<b>Adjusted EBITDA<sup>(2)</sup></b>	<b>\$10.4</b>	<b>\$14.9</b>	<b>\$15.6</b>	<b>\$13.7</b>	<b>\$54.5</b>	<b>\$6.1</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$6.1</b>
<b>Other Data</b>										
NZ\$/US\$ Exchange Rate (Period-average rate)	0.6680	0.6628	0.6223	0.5842	0.6350	0.6300	—	—	—	0.6300
Net Plantable Period-End Acres (in 000s)	297	296	297	297	297	297	—	—	—	297
Export Sawtimber (\$ / JAS m <sup>3</sup> )	\$148.35	\$163.29	\$143.09	\$129.41	\$145.23	\$131.35	—	—	—	\$131.35
Domestic Sawtimber (NZ\$ / tonne)	\$125.13	\$127.50	\$123.19	\$121.99	\$124.50	\$124.98	—	—	—	\$124.98

(1) Percentage of export volume includes direct exports through our log export program.

(2) Non-GAAP measure and pro forma item (see Section 2 — *Supplemental Information* for definitions and reconciliations).

# Real Estate Overview

	2022					2023				
	Q1	Q2	Q3	Q4	FY 2022	Q1	Q2	Q3	Q4	YTD
<b>Gross Sales (\$ in MMs)</b>										
Improved Development <sup>(1)</sup>	\$5.0	\$11.6	\$2.3	\$16.6	\$35.4	\$4.8	—	—	—	\$4.8
Rural	16.9	23.4	7.0	12.2	59.5	6.5	—	—	—	6.5
Timberland & Non-Strategic	11.4	—	—	—	11.4	1.6	—	—	—	1.6
Deferred Revenue/Other <sup>(2)</sup>	0.9	(0.6)	3.2	(2.2)	1.2	3.3	—	—	—	3.3
Large Dispositions <sup>(3)</sup>	—	—	—	30.5	30.5	—	—	—	—	—
<b>Total Sales</b>	<b>\$34.2</b>	<b>\$34.4</b>	<b>\$12.4</b>	<b>\$57.0</b>	<b>\$138.0</b>	<b>\$16.3</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$16.3</b>
<b>Acres Sold</b>										
Improved Development <sup>(1)</sup>	16.1	60.8	19.0	129.0	224.9	27.9	—	—	—	27.9
Rural	4,751	4,633	1,809	1,961	13,156	1,531	—	—	—	1,531
Timberland & Non-Strategic	3,966	—	—	—	3,966	528	—	—	—	528
Acres Sold	8,734	4,694	1,828	2,090	17,347	2,087	—	—	—	2,087
Large Dispositions <sup>(3)</sup>	—	—	—	10,977	10,977	—	—	—	—	—
<b>Total Acres Sold</b>	<b>8,734</b>	<b>4,694</b>	<b>1,828</b>	<b>13,067</b>	<b>28,323</b>	<b>2,087</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>2,087</b>
<b>Gross Price per Acre (\$ per acre)</b>										
Improved Development <sup>(1)</sup>	\$308,065	\$190,136	\$121,106	\$128,522	\$157,424	\$172,420	—	—	—	\$172,420
Rural	3,567	5,054	3,848	6,196	4,522	4,245	—	—	—	4,245
Timberland & Non-Strategic	2,874	—	—	—	2,874	3,100	—	—	—	3,100
Large Dispositions <sup>(3)</sup>	—	—	—	2,776	2,776	—	—	—	—	—
<b>Weighted Avg. (Total)<sup>(4)</sup></b>	<b>\$3,815</b>	<b>\$7,453</b>	<b>\$5,064</b>	<b>\$13,747</b>	<b>\$6,128</b>	<b>\$6,200</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$6,200</b>
Weighted Avg. (Adjusted) <sup>(5)</sup>	\$3,252	\$5,054	\$3,848	\$6,196	\$4,140	\$3,952	—	—	—	\$3,952
Total Net Sales (Excluding Large Dispositions <sup>(3)</sup> )	\$34.2	\$34.4	\$12.4	\$26.5	\$107.5	\$16.3	—	—	—	\$16.3
Operating Income	\$10.2	\$11.0	\$15.7	\$21.5	\$58.5	\$0.9	—	—	—	\$0.9
(-) Gain associated with the multi-family apartment complex sale attributable to NCI <sup>(5)</sup>	—	—	(11.5)	—	(11.5)	—	—	—	—	—
(-) Large Dispositions <sup>(3)</sup>	—	—	—	(16.6)	(16.6)	—	—	—	—	—
Pro Forma Operating Income <sup>(3)</sup>	\$10.2	\$11.0	\$4.3	\$4.9	\$30.4	\$0.9	—	—	—	\$0.9
(+) Depreciation, depletion and amortization	9.1	2.6	1.0	1.2	13.9	1.5	—	—	—	1.5
(+) Non-cash cost of land and improved development	5.4	11.8	3.1	8.1	28.4	4.2	—	—	—	4.2
<b>Adjusted EBITDA<sup>(3)</sup></b>	<b>\$24.7</b>	<b>\$25.4</b>	<b>\$8.4</b>	<b>\$14.2</b>	<b>\$72.7</b>	<b>\$6.6</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$6.6</b>

(1) Reflects land with capital invested in infrastructure improvements.

(2) Includes deferred revenue adjustments, revenue true-ups and marketing fees related to Improved Development sales in addition to residential and commercial lease revenue.

(3) Non-GAAP measure and pro forma item (see Section 2 — *Supplemental Information* for definitions and reconciliations).

(4) Excludes Large Dispositions.

(5) Excludes Improved Development and Large Dispositions.

# Capital Expenditures By Segment

(\$ in millions)	Three Months Ended		
	March 31, 2023	December 31, 2022	March 31, 2022
<b>Southern Timber</b>			
Reforestation, Silviculture & Other Capital Expenditures	\$6.9	\$12.6	\$2.5
Property taxes	2.0	1.5	1.9
Lease payments	0.5	2.2	0.7
Allocated overhead	1.5	1.3	1.3
Subtotal Southern Timber	\$10.8	\$17.6	\$6.3
<b>Pacific Northwest Timber</b>			
Reforestation, Silviculture & Other Capital Expenditures	3.0	3.0	3.6
Property taxes	0.3	0.3	0.3
Allocated overhead	1.3	1.2	1.4
Subtotal Pacific Northwest Timber	\$4.5	\$4.5	\$5.2
<b>New Zealand Timber</b>			
Reforestation, Silviculture & Other Capital Expenditures	2.0	2.2	2.5
Property taxes	0.2	0.2	0.2
Lease payments	0.4	1.6	0.5
Allocated overhead	0.7	0.4	0.7
Subtotal New Zealand Timber	\$3.3	\$4.5	\$3.9
<b>Total Timber Segments Capital Expenditures</b>	<b>\$18.7</b>	<b>\$26.5</b>	<b>\$15.4</b>
<b>Real Estate</b>	0.1	0.1	0.2
<b>Total Capital Expenditures</b>	<b>\$18.7</b>	<b>\$26.6</b>	<b>\$15.6</b>
<b>Timberland Acquisitions</b>			
Southern Timber	5.1	454.5	2.8
Pacific Northwest Timber	3.6	—	—
New Zealand Timber	—	0.7	—
<b>Timberland Acquisitions</b>	<b>\$8.7</b>	<b>\$455.3</b>	<b>\$2.8</b>
<b>Real Estate Development Investments<sup>(1)</sup></b>	<b>\$7.8</b>	<b>\$2.8</b>	<b>\$3.1</b>

(1) Represents investments in master infrastructure or entitlements in our real estate development projects. Real Estate Development Investments are amortized as the underlying properties are sold and included in Non-Cash Cost of Land and Improved Development.

## Section 2



## Supplemental Information

# Definitions of Non-GAAP Measures and Pro Forma Items

**Adjusted EBITDA** is defined as earnings before interest, taxes, depreciation, depletion, amortization, the non-cash cost of land and improved development, non-operating (income) expense, gain associated with the multi-family apartment complex sale attributable to non-controlling interests, timber write-offs resulting from casualty events and Large Dispositions. Adjusted EBITDA is a non-GAAP measure that management uses to make strategic decisions about the business and that investors can use to evaluate the operational performance of the assets under management. It excludes specific items that management believes are not indicative of the Company's ongoing operating results.

**Cash Available for Distribution (CAD)** is defined as cash provided by operating activities adjusted for capital spending (excluding timberland acquisitions and real estate development investments) and working capital and other balance sheet changes. CAD is a non-GAAP measure of cash generated during a period that is available for common stock dividends, distributions to operating partnership unitholders, distributions to noncontrolling interests, repurchase of the Company's common shares, debt reduction, timberland acquisitions and real estate development investments. CAD is not necessarily indicative of the CAD that may be generated in future periods.

**Gain associated with the multi-family apartment complex sale attributable to noncontrolling interests** represents the gain recognized in connection with the sale of property by the Bainbridge Landing joint venture attributable to noncontrolling interests.

**Large Dispositions** are defined as transactions involving the sale of timberland that exceed \$20 million in size and do not have a demonstrable premium relative to timberland value.

**Timber write-offs and adjustments resulting from casualty events** includes the write-off and adjustments of merchantable and pre-merchantable timber volume damaged by casualty events that cannot be salvaged.

**Pro Forma net income** is defined as net income attributable to Rayonier Inc. adjusted for its proportionate share of the net recovery associated with a legal settlement, timber write-offs resulting from casualty events and Large Dispositions. Rayonier believes that this non-GAAP financial measure provides investors with useful information to evaluate our core business operations because it excludes specific items that are not indicative of the Company's ongoing operating results.

**Pro Forma net income adjustments attributable to noncontrolling interests** are the proportionate share of pro forma items that are attributable to noncontrolling interests.

**Pro Forma operating income (loss)** is defined as operating income (loss) adjusted for the gain associated with the multi-family apartment complex sale attributable to noncontrolling interests, timber write-offs resulting from casualty events and Large Dispositions. Rayonier believes that this non-GAAP financial measure provides investors with useful information to evaluate our core business operations because it excludes specific items that are not indicative of the Company's ongoing operating results.

**Pro Forma sales** is defined as revenue adjusted for Large Dispositions. Rayonier believes that this non-GAAP financial measure provides investors with useful information to evaluate our core business operations because it excludes specific items that are not indicative of the Company's ongoing operating results.

# Reconciliation of Reported to Pro Forma Earnings

(\$ in millions, except per share amounts)

Three Months Ended	March 31, 2023		December 31, 2022		March 31, 2022	
	\$	EPS	\$	EPS	\$	EPS
Sales	\$179.1		\$245.4		\$222.0	
Large Dispositions <sup>(1)</sup>	—		(30.5)		—	
Pro Forma Sales	\$179.1		\$214.9		\$222.0	
Net Income attributable to Rayonier Inc.	\$8.3	\$0.06	\$33.1	\$0.22	\$29.3	\$0.20
Net recovery on legal settlement	(9.1)	(0.06)	—	—	—	—
Timber write-off and adjustments resulting from casualty events <sup>(1)</sup>	2.3	0.02	(0.4)	—	—	—
Large Dispositions <sup>(1)</sup>	—	—	(16.6)	(0.11)	—	—
Pro forma net income adjustments attributable to noncontrolling interests <sup>(1)</sup>	(0.4)	(0.01)	0.4	—	—	—
Pro Forma Net Income	\$1.1	\$0.01	\$16.5	\$0.11	\$29.3	\$0.20



(1) Pro forma items (see page 14 for definitions).

# Reconciliation of Operating Income (Loss) to Adjusted EBITDA by Segment

(\$ in millions)

Three Months Ended	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>March 31, 2023</b>							
Operating income (loss)	\$22.2	(\$3.5)	(\$0.7)	\$0.9	\$0.3	(\$8.6)	\$10.6
Timber write-off resulting from a casualty event <sup>(1)</sup>	—	—	2.3	—	—	—	2.3
Pro forma operating income (loss)	\$22.2	(\$3.5)	\$1.6	\$0.9	\$0.3	(\$8.6)	\$12.9
Depreciation, depletion & amortization	20.6	10.6	4.5	1.5	—	0.4	37.6
Non-cash cost of land and improved development	—	—	—	4.2	—	—	4.2
<b>Adjusted EBITDA</b>	<b>\$42.8</b>	<b>\$7.1</b>	<b>\$6.1</b>	<b>\$6.6</b>	<b>\$0.3</b>	<b>(\$8.2)</b>	<b>\$54.7</b>
<b>December 31, 2022</b>							
Operating income	\$19.7	\$3.5	\$8.0	\$21.5	\$0.3	(\$8.9)	\$44.1
Adjustment to prior period timber write-off <sup>(1)</sup>	—	(0.4)	—	—	—	—	(0.4)
Large Dispositions <sup>(1)</sup>	—	—	—	(16.6)	—	—	(16.6)
Pro forma operating income	\$19.7	\$3.1	\$8.0	\$4.9	\$0.3	(\$8.9)	\$27.2
Depreciation, depletion & amortization	13.5	12.4	5.7	1.2	—	0.3	33.1
Non-cash cost of land and improved development	—	—	—	8.1	—	—	8.1
<b>Adjusted EBITDA</b>	<b>\$33.2</b>	<b>\$15.5</b>	<b>\$13.7</b>	<b>\$14.2</b>	<b>\$0.3</b>	<b>(\$8.6)</b>	<b>\$68.4</b>
<b>March 31, 2022</b>							
Operating income	\$30.3	\$6.6	\$5.4	\$10.2	\$0.4	(\$7.6)	\$45.3
Depreciation, depletion & amortization	18.1	14.9	5.0	9.1	—	0.3	47.4
Non-cash cost of land and improved development	—	—	—	5.4	—	—	5.4
<b>Adjusted EBITDA</b>	<b>\$48.4</b>	<b>\$21.5</b>	<b>\$10.4</b>	<b>\$24.7</b>	<b>\$0.4</b>	<b>(\$7.2)</b>	<b>\$98.1</b>

(1) Pro forma items (see page 14 for definitions).