



**MORE THAN**  
*trees*

# **Q1 2021 Financial Supplement**

May 2021



# 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, including the recent acquisition of Pope Resources, 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; 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 and trucking 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 (loss)," "Consolidated EBITDA," 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.

# Table of Contents

**SECTION 1** Financial and Segment Information

**SECTION 2** Supplemental Information

## Section 1



# Financial and Segment Information

# Financial Highlights

(\$ in millions, except per share data)

Profitability	Q1 2021	Q4 2020	Q1 2020
Sales	\$191.4	\$205.5	\$259.1
Pro Forma Sales <sup>(1)</sup>	179.5	196.3	143.1
Operating Income	28.5	22.4	38.6
Pro Forma Operating Income <sup>(1)</sup>	27.4	22.4	12.4
Net Income Attributable to Rayonier Inc.	10.8	10.3	25.9
Pro Forma Net Income <sup>(1)</sup>	10.8	11.0	(0.3)
Adjusted EBITDA <sup>(1)</sup>	69.5	74.5	47.1
Diluted Earnings Per Share:			
Net Income Attributable to Rayonier Inc.	0.08	0.07	0.20
Pro Forma Net Income <sup>(1)</sup>	0.08	0.08	—
Average Diluted Shares (millions)	142.6	141.4	129.3
Total Shares Outstanding (millions)	139.0	137.7	129.2
Total Redeemable Operating Partnership Units Outstanding (millions)	4.3	4.4	—

Capital Resources & Liquidity	Three Months Ended March 31,	
	2021	2020
Cash provided by Operating Activities	\$53.9	\$29.2
Cash (used for) provided by Investing Activities	(44.4)	74.7
Cash used for Financing Activities	(13.8)	(38.7)
Cash Available for Distribution (CAD) <sup>(1)</sup>	47.3	27.2

	3/31/2021	12/31/2020
Debt (excluding Timber Funds) <sup>(2)</sup>	\$1,294.1	\$1,294.9
Cash (excluding Timber Funds) <sup>(3)</sup>	77.9	80.5
Net Debt	1,216.2	1,214.4
Net Debt / Enterprise Value <sup>(4)</sup>	21%	23%

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

(2) Debt as of March 31, 2021 and December 31, 2020 reflects principal on long-term debt, gross of deferred financing costs and net of fair market value adjustments.

(3) Excludes \$2.5 million of restricted cash held in escrow as of December 31, 2020.

(4) Enterprise Value based on market capitalization (including Rayonier, L.P. "OP" units) plus net debt at March 31, 2021 and December 31, 2020, respectively.



# Variance Analysis – Q1 2020 to Q1 2021

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

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Timber Funds	Real Estate	Trading	Corporate and Other	Total
<b>Q1-20 Operating Income (Loss)</b>	\$15.1	(\$0.9)	\$5.4	—	\$26.8	—	(\$7.8)	\$38.6
Pro forma adjustments <sup>(1)</sup>	—	—	—	—	(28.7)	—	2.5	(26.2)
<b>Pro forma Operating Income<sup>(1)</sup></b>	\$15.1	(\$0.9)	\$5.4	—	(\$1.9)	—	(\$5.3)	\$12.4
Volume	(3.4)	0.3	1.8	—	4.5	—	—	3.2
Price <sup>(2)</sup>	2.2	5.8	9.5	—	1.1	—	—	18.6
Cost	0.6	(0.4)	0.2	—	(1.5)	0.5	(2.3)	(2.9)
Non-timber income <sup>(3)</sup>	2.2	0.8	(1.8)	—	—	(0.3)	—	0.9
Foreign exchange <sup>(4)</sup>	—	—	(0.4)	—	—	—	—	(0.4)
Depreciation, depletion & amortization	0.6	(4.3)	(0.7)	—	(0.3)	—	—	(4.7)
Non-cash cost of land and improved development	—	—	—	—	(0.4)	—	—	(0.4)
Other <sup>(5)</sup>	—	—	—	1.5	0.2	—	—	1.7
<b>Q1-21 Operating Income (Loss)</b>	\$17.3	\$1.3	\$14.0	\$1.5	\$1.7	\$0.2	(\$7.6)	\$28.5
Pro forma adjustments <sup>(1)</sup>	—	—	—	(1.1)	—	—	—	(1.1)
<b>Pro forma Operating Income (Loss)<sup>(1)</sup></b>	\$17.3	\$1.3	\$14.0	\$0.4	\$1.7	\$0.2	(\$7.6)	\$27.4

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

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Timber Funds	Real Estate	Trading	Corporate and Other	Total
<b>Q1-20 Adjusted EBITDA</b>	\$33.3	\$9.8	\$10.2	—	(\$1.1)	—	(\$5.0)	\$47.1
Volume	(6.6)	1.6	2.9	—	6.3	—	—	4.2
Price <sup>(2)</sup>	2.2	5.8	9.5	—	1.1	—	—	18.6
Cost	0.6	(0.4)	0.2	—	(1.5)	0.5	(2.3)	(2.9)
Non-timber income <sup>(3)</sup>	2.2	0.8	(1.8)	—	—	(0.3)	—	0.9
Foreign exchange <sup>(4)</sup>	—	—	0.2	—	—	—	—	0.2
Other <sup>(5)</sup>	—	—	—	1.0	0.3	—	—	1.4
<b>Q1-21 Adjusted EBITDA</b>	\$31.7	\$17.6	\$21.2	\$1.0	\$5.1	\$0.2	(\$7.3)	\$69.5

(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 (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) Timber Funds was a new segment in Q2 2020. Real Estate includes deferred revenue adjustments and marketing fees related to Improved Development sales, as well as residential and commercial lease income.

# Liquidity Measures – Cash Available for Distribution

(\$ in millions, except per share data)	Three Months Ended March 31,	
	2021	2020
<b>Cash Provided by Operating Activities</b>	<b>\$53.9</b>	<b>\$29.2</b>
Working capital and other balance sheet changes	13.8	15.2
CAD attributable to NCI in Timber Funds	(4.6)	—
Capital expenditures <sup>(1)</sup>	(15.8)	(17.2)
<b>Cash Available for Distribution<sup>(2)</sup></b>	<b>\$47.3</b>	<b>\$27.2</b>
<b>Net Income</b>	<b>\$15.0</b>	<b>\$26.4</b>
Operating income attributable to NCI in Timber Funds	(1.1)	—
Interest, net attributable to NCI in Timber Funds	0.1	—
<b>Net Income (Excluding NCI in Timber Funds)</b>	<b>\$14.0</b>	<b>\$26.4</b>
Interest, net and miscellaneous income attributable to Rayonier	9.9	8.1
Income tax expense attributable to Rayonier	3.5	3.7
Depreciation, depletion and amortization attributable to Rayonier	40.3	34.3
Non-cash cost of land and improved development	1.8	0.4
Non-operating expense	—	0.3
Costs related to the merger with Pope Resources <sup>(2)</sup>	—	2.5
Large Dispositions <sup>(2)</sup>	—	(28.7)
<b>Adjusted EBITDA<sup>(2)</sup></b>	<b>\$69.5</b>	<b>\$47.1</b>
Cash interest paid attributable to Rayonier <sup>(3)</sup>	(2.8)	(2.6)
Cash taxes paid attributable to Rayonier	(4.8)	(0.2)
Capital expenditures attributable to Rayonier <sup>(1)</sup>	(14.5)	(17.2)
<b>Cash Available for Distribution<sup>(2)</sup></b>	<b>\$47.3</b>	<b>\$27.2</b>
Cash Available for Distribution <sup>(2)</sup>	47.3	27.2
Real estate development investments	(3.0)	(1.7)
<b>Cash Available for Distribution after real estate development investments</b>	<b>\$44.3</b>	<b>\$25.4</b>
Shares and units outstanding at period end	143,249,656	129,181,239
<b>CAD per Share or Unit</b>	<b>\$0.33</b>	<b>\$0.21</b>
<b>Dividends per Share or Unit</b>	<b>\$0.27</b>	<b>\$0.27</b>

(1) Capital expenditures exclude timberland acquisitions of \$29.9 million and \$24.1 million during the three months ended March 31, 2021 and March 31, 2020, respectively.

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

(3) Cash interest paid is presented net of patronage refunds received of \$5.9 million and \$4.3 million during the three months ended March 31, 2021 and March 31, 2020, respectively, excluding patronage refunds attributable to noncontrolling interest in Timber Funds.

# Southern Timber Overview

	2020					2021				
	Q1	Q2	Q3	Q4	FY 2020	Q1	Q2	Q3	Q4	YTD
<b>Sales Volume (Tons in 000s)</b>										
Pine Pulpwood	1,133	1,003	881	787	3,804	843	—	—	—	843
Pine Sawtimber	680	497	551	514	2,243	638	—	—	—	638
<b>Total Pine Volume</b>	<b>1,813</b>	<b>1,500</b>	<b>1,432</b>	<b>1,301</b>	<b>6,047</b>	<b>1,481</b>	—	—	—	<b>1,481</b>
Hardwood	30	35	51	36	152	31	—	—	—	31
<b>Total Volume</b>	<b>1,843</b>	<b>1,535</b>	<b>1,483</b>	<b>1,337</b>	<b>6,199</b>	<b>1,512</b>	—	—	—	<b>1,512</b>
% Delivered Sales	32%	41%	46%	48%	41%	36%	—	—	—	36%
% Stumpage Sales	68%	59%	54%	52%	59%	64%	—	—	—	64%
<b>Net Stumpage Pricing (\$ per ton)<sup>(1)</sup></b>										
Pine Pulpwood	\$16.05	\$15.94	\$15.50	\$15.71	\$15.83	\$17.10	—	—	—	\$17.10
Pine Sawtimber	26.67	25.48	25.02	25.48	25.72	27.51	—	—	—	27.51
<b>Weighted Average Pine</b>	<b>\$20.03</b>	<b>\$19.11</b>	<b>\$19.16</b>	<b>\$19.57</b>	<b>\$19.50</b>	<b>\$21.58</b>	—	—	—	<b>\$21.58</b>
Hardwood	12.74	10.80	11.03	11.92	11.52	10.51	—	—	—	10.51
<b>Weighted Average Total</b>	<b>\$19.91</b>	<b>\$18.91</b>	<b>\$18.88</b>	<b>\$19.36</b>	<b>\$19.30</b>	<b>\$21.35</b>	—	—	—	<b>\$21.35</b>
<b>Summary Financial Data (\$ in MMs)</b>										
Timber Sales	\$47.5	\$41.6	\$42.2	\$39.0	\$170.2	\$44.2	—	—	—	\$44.2
(-) Cut, Haul & Freight	(10.8)	(12.5)	(14.2)	(13.1)	(50.6)	(11.9)	—	—	—	(11.9)
<b>Net Stumpage Sales</b>	<b>\$36.7</b>	<b>\$29.0</b>	<b>\$28.0</b>	<b>\$25.9</b>	<b>\$119.6</b>	<b>\$32.3</b>	—	—	—	<b>\$32.3</b>
Non-Timber Sales	5.5	5.2	5.5	5.4	21.6	7.5	—	—	—	7.5
<b>Total Sales</b>	<b>\$53.0</b>	<b>\$46.8</b>	<b>\$47.7</b>	<b>\$44.4</b>	<b>\$191.8</b>	<b>\$51.7</b>	—	—	—	<b>\$51.7</b>
Operating Income	\$15.1	\$11.2	\$5.1	\$9.9	\$41.3	\$17.3	—	—	—	\$17.3
(+) Timber write-offs resulting from casualty events <sup>(2)</sup>	—	—	6.0	—	6.0	—	—	—	—	—
Pro Forma Operating Income <sup>(2)</sup>	<b>\$15.1</b>	<b>\$11.2</b>	<b>\$11.1</b>	<b>\$9.9</b>	<b>\$47.3</b>	<b>\$17.3</b>	—	—	—	<b>\$17.3</b>
(+) DD&A	18.2	15.2	15.0	13.5	61.8	14.4	—	—	—	14.4
<b>Adjusted EBITDA<sup>(2)</sup></b>	<b>\$33.3</b>	<b>\$26.4</b>	<b>\$26.1</b>	<b>\$23.3</b>	<b>\$109.1</b>	<b>\$31.7</b>	—	—	—	<b>\$31.7</b>
<b>Other Data</b>										
Period-End Acres (in 000s)	1,780	1,763	1,749	1,733	1,733	1,751	—	—	—	1,751

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

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

# Pacific Northwest Timber Overview

	2020					2021				
	Q1	Q2	Q3	Q4	FY 2020	Q1	Q2	Q3	Q4	YTD
<b>Sales Volume (Tons in 000s)</b>										
Pulpwood	82	86	62	67	297	79	—	—	—	79
Sawtimber	393	299	284	330	1,306	457	—	—	—	457
<b>Total Volume</b>	<b>476</b>	<b>385</b>	<b>346</b>	<b>396</b>	<b>1,603</b>	<b>536</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>536</b>
<b>Northwest Sales Volume (Converted to MBF)</b>										
Pulpwood	7,789	8,152	5,912	6,331	28,184	7,559	—	—	—	7,559
Sawtimber	50,406	39,847	38,892	40,571	169,715	57,905	—	—	—	57,905
<b>Total Volume</b>	<b>58,194</b>	<b>47,999</b>	<b>44,804</b>	<b>46,902</b>	<b>197,899</b>	<b>65,464</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>65,464</b>
% Delivered Sales	78%	98%	95%	91%	90%	78%	—	—	—	78%
% Sawtimber Sales	83%	78%	82%	83%	82%	85%	—	—	—	85%
<b>Delivered Log Pricing (\$ per ton)</b>										
Pulpwood	\$38.11	\$36.92	\$32.12	\$33.78	\$35.51	\$29.36	—	—	—	\$29.36
Sawtimber	75.40	75.39	93.34	96.23	84.93	90.98	—	—	—	90.98
<b>Weighted Average Log Price</b>	<b>\$68.29</b>	<b>\$66.74</b>	<b>\$82.44</b>	<b>\$85.50</b>	<b>\$75.44</b>	<b>\$81.64</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$81.64</b>
<b>Summary Financial Data (\$ in MMs)</b>										
Timber Sales	\$30.6	\$25.5	\$27.5	\$33.1	\$116.6	\$40.3	—	—	—	\$40.3
(-) Cut & Haul	(14.2)	(14.5)	(12.4)	(13.6)	(54.6)	(16.0)	—	—	—	(16.0)
<b>Net Stumpage Sales</b>	<b>\$16.4</b>	<b>\$11.0</b>	<b>\$15.1</b>	<b>\$19.5</b>	<b>\$62.0</b>	<b>\$24.3</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$24.3</b>
Non-Timber Sales	0.5	0.7	1.4	1.6	4.2	1.3	—	—	—	1.3
<b>Total Sales</b>	<b>\$31.1</b>	<b>\$26.2</b>	<b>\$28.9</b>	<b>\$34.7</b>	<b>\$120.8</b>	<b>\$41.5</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$41.5</b>
Operating (Loss) Income	(\$0.9)	(\$6.7)	(\$1.8)	(\$0.5)	(\$10.0)	\$1.3	—	—	—	\$1.3
(+) DD&A	10.7	10.6	10.9	14.9	47.1	16.3	—	—	—	16.3
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$9.8</b>	<b>\$3.9</b>	<b>\$9.1</b>	<b>\$14.4</b>	<b>\$37.1</b>	<b>\$17.6</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$17.6</b>
<b>Other Data</b>										
Period-End Acres (in 000s)	384	507	507	507	507	507	—	—	—	507
Northwest Sawtimber (\$ per MBF) <sup>(2)</sup>	\$611	\$579	\$677	\$812	\$666	\$730	—	—	—	\$730
Estimated Percentage of Export Volume	2%	20%	9%	8%	10%	10%	—	—	—	10%

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

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

# New Zealand Timber Overview

	2020					2021				
	Q1	Q2	Q3	Q4	FY 2020	Q1	Q2	Q3	Q4	YTD
<b>Sales Volume (Tons in 000s)</b>										
Domestic Pulpwood (Delivered)	101	106	136	127	470	106	—	—	—	106
Domestic Sawtimber (Delivered)	147	130	220	168	665	159	—	—	—	159
Export Pulpwood (Delivered)	16	27	38	50	133	47	—	—	—	47
Export Sawtimber (Delivered)	216	266	381	358	1,221	287	—	—	—	287
<b>Total Volume</b>	<b>481</b>	<b>529</b>	<b>776</b>	<b>702</b>	<b>2,488</b>	<b>599</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>599</b>
<b>Delivered Log Pricing (\$ per ton)</b>										
Domestic Pulpwood	\$33.84	\$32.10	\$34.71	\$34.16	\$33.79	\$40.15	—	—	—	\$40.15
Domestic Sawtimber	69.97	66.95	70.24	73.53	70.37	80.95	—	—	—	80.95
Export Sawtimber	94.86	98.75	94.42	104.78	98.47	121.65	—	—	—	121.65
<b>Weighted Average Log Price</b>	<b>\$74.16</b>	<b>\$76.92</b>	<b>\$76.50</b>	<b>\$83.70</b>	<b>\$78.17</b>	<b>\$95.70</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$95.70</b>
<b>Summary Financial Data (\$ in MM\$)</b>										
Timber Sales	\$35.6	\$40.7	\$59.3	\$58.8	\$194.5	\$57.3	—	—	—	\$57.3
(-) Cut & Haul	(15.2)	(15.6)	(23.8)	(23.0)	(77.6)	(20.9)	—	—	—	(20.9)
(-) Port / Freight Costs	(8.0)	(8.4)	(13.3)	(13.1)	(42.9)	(12.0)	—	—	—	(12.0)
<b>Net Stumpage Sales</b>	<b>\$12.4</b>	<b>\$16.7</b>	<b>\$22.2</b>	<b>\$22.7</b>	<b>\$74.0</b>	<b>\$24.4</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$24.4</b>
Non-Timber Sales/Carbon Credits	1.9	1.0	3.5	1.4	7.8	0.2	—	—	—	0.2
<b>Total Sales</b>	<b>\$37.5</b>	<b>\$41.8</b>	<b>\$62.8</b>	<b>\$60.2</b>	<b>\$202.3</b>	<b>\$57.6</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$57.6</b>
Operating Income	\$5.4	\$5.0	\$10.7	\$8.8	\$30.0	\$14.0	—	—	—	\$14.0
(+) DD&A	4.8	4.9	7.3	8.0	25.0	7.2	—	—	—	7.2
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$10.2</b>	<b>\$9.9</b>	<b>\$18.1</b>	<b>\$16.8</b>	<b>\$55.0</b>	<b>\$21.2</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$21.2</b>
<b>Other Data</b>										
NZ\$/US\$ Exchange Rate (Period-average rate)	0.6500	0.6157	0.6614	0.6704	0.6522	0.7217	—	—	—	0.7217
Net Plantable Period-End Acres (in 000s)	295	296	296	296	296	296	—	—	—	296
Export Sawtimber (\$ / JAS m <sup>3</sup> )	\$110.29	\$114.82	\$109.78	\$121.83	\$114.50	\$141.45	—	—	—	\$141.45
Domestic Sawtimber (NZ\$ / tonne)	\$118.41	\$119.60	\$116.83	\$120.66	\$118.69	\$123.39	—	—	—	\$123.39

# Timber Funds Overview

	2020					2021				
	Q1	Q2	Q3	Q4	FY 2020	Q1	Q2	Q3	Q4	YTD
<b>Sales Volume (Tons in 000s)</b>										
Pulpwood	—	10	9	8	27	9	—	—	—	9
Sawtimber	—	80	101	107	288	136	—	—	—	136
<b>Total Volume</b>	<b>—</b>	<b>90</b>	<b>110</b>	<b>115</b>	<b>315</b>	<b>145</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>145</b>
<b>Summary Financial Data (\$ in MMs)</b>										
Timber Sales	—	\$6.6	\$8.6	\$10.7	\$26.0	\$13.6	—	—	—	\$13.6
(-) Cut & Haul	—	(2.9)	(3.4)	(3.8)	(10.2)	(5.5)	—	—	—	(5.5)
<b>Net Stumpage Sales</b>	<b>—</b>	<b>\$3.7</b>	<b>\$5.2</b>	<b>\$6.9</b>	<b>\$15.8</b>	<b>\$8.1</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$8.1</b>
Non-Timber Sales	—	—	—	0.1	0.1	—	—	—	—	—
Timberland Management Fees	—	0.9	1.3	1.3	3.4	1.4	—	—	—	1.4
<b>Total Sales</b>	<b>—</b>	<b>\$7.5</b>	<b>\$9.9</b>	<b>\$12.1</b>	<b>\$29.6</b>	<b>\$14.9</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$14.9</b>
(-) Sales attributable to noncontrolling interest in Timber Funds	—	(5.8)	(7.7)	(9.2)	(22.8)	(11.9)	—	—	—	(11.9)
<b>Pro Forma Sales<sup>(1)</sup></b>	<b>—</b>	<b>\$1.7</b>	<b>\$2.2</b>	<b>\$2.9</b>	<b>\$6.8</b>	<b>\$3.0</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$3.0</b>
Operating (Loss) Income	—	(\$1.9)	(\$12.4)	\$1.1	(\$13.2)	\$1.5	—	—	—	\$1.5
(+) Timber write-offs resulting from casualty events <sup>(1)</sup>	—	—	9.2	—	9.2	—	—	—	—	—
(+) DD&A	—	4.1	4.2	3.6	11.9	5.5	—	—	—	5.5
<b>Consolidated EBITDA<sup>(1)</sup></b>	<b>—</b>	<b>\$2.2</b>	<b>\$1.0</b>	<b>\$4.7</b>	<b>\$7.8</b>	<b>\$7.0</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$7.0</b>
Operating (Loss) Income	—	(\$1.9)	(\$12.4)	\$1.1	(\$13.2)	\$1.5	—	—	—	\$1.5
(+) Operating Loss (Income) attributable to NCI in Timber Funds <sup>(2)</sup>	—	2.0	10.3	(0.7)	11.6	(1.1)	—	—	—	(1.1)
(+) Timber write-offs resulting from casualty events attributable to Rayonier <sup>(1)</sup>	—	—	1.8	—	1.8	—	—	—	—	—
Pro forma operating income (loss) <sup>(1)</sup>	—	\$0.1	(\$0.3)	\$0.3	\$0.2	\$0.4	—	—	—	\$0.4
(+) DD&A ("Look-through")	—	0.5	0.5	0.6	1.6	0.6	—	—	—	0.6
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>—</b>	<b>\$0.7</b>	<b>\$0.2</b>	<b>\$0.9</b>	<b>\$1.8</b>	<b>\$1.0</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$1.0</b>
<b>Other Data</b>										
Period-End Acres (in 000s)	—	141	141	141	141	141	—	—	—	141
"Look-through" Period-End Acres (in 000s)	—	17	17	17	17	17	—	—	—	17

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

(2) Q3 2020 includes \$7.3 million related to timber write-offs resulting from casualty events.

# Real Estate Overview

	2020					2021				
	Q1	Q2	Q3	Q4	FY 2020	Q1	Q2	Q3	Q4	YTD
<b>Gross Sales (\$ in MMs)</b>										
Improved Development <sup>(1)</sup>	—	\$6.4	\$1.3	\$6.7	\$14.5	\$0.3	—	—	—	\$0.3
Unimproved Development	—	8.4	—	—	8.4	—	—	—	—	—
Rural	2.4	27.2	23.2	14.3	67.2	9.8	—	—	—	9.8
Timberland & Non-Strategic	—	9.6	—	9.6	19.3	—	—	—	—	—
Conservation Easement	—	—	3.1	—	3.1	—	—	—	—	—
Deferred Revenue/Other <sup>(2)</sup>	0.1	(1.7)	1.1	1.4	0.9	0.5	—	—	—	0.5
Large Dispositions <sup>(3)</sup>	116.0	—	—	—	116.0	—	—	—	—	—
<b>Total Sales</b>	<b>\$118.5</b>	<b>\$50.0</b>	<b>\$28.8</b>	<b>\$32.0</b>	<b>\$229.3</b>	<b>\$10.5</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$10.5</b>
<b>Acres Sold</b>										
Improved Development <sup>(1)</sup>	—	122.0	4.1	203.7	329.8	0.6	—	—	—	0.6
Unimproved Development	—	570	—	—	570	—	—	—	—	—
Rural	624	7,710	10,482	3,621	22,437	2,394	—	—	—	2,394
Timberland & Non-Strategic	—	11,907	75	8,718	20,701	—	—	—	—	—
Acres Sold	624	20,310	10,562	12,543	44,038	2,395	—	—	—	2,395
Large Dispositions <sup>(3)</sup>	66,946	—	—	—	66,946	—	—	—	—	—
<b>Total Acres Sold</b>	<b>67,570</b>	<b>20,310</b>	<b>10,562</b>	<b>12,543</b>	<b>110,984</b>	<b>2,395</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>2,395</b>
<b>Gross Price per Acre (\$ per acre)</b>										
Improved Development <sup>(1)</sup>	—	\$52,672	\$329,412	\$33,020	\$43,957	\$406,452	—	—	—	\$406,452
Unimproved Development	—	14,780	—	—	14,780	—	—	—	—	—
Rural	3,842	3,532	2,218	3,942	2,993	4,079	—	—	—	4,079
Timberland & Non-Strategic	—	807	553	1,102	930	—	—	—	—	—
Large Dispositions <sup>(3)</sup>	1,733	—	—	—	1,733	—	—	—	—	—
<b>Weighted Avg. (Total)<sup>(4)</sup></b>	<b>\$3,842</b>	<b>\$2,545</b>	<b>\$2,332</b>	<b>\$2,440</b>	<b>\$2,483</b>	<b>\$4,183</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$4,183</b>
Weighted Avg. (Adjusted) <sup>(5)</sup>	\$3,842	\$2,242	\$2,206	\$1,936	\$2,170	\$4,079	—	—	—	\$4,079
Total Net Sales (Excluding Large Dispositions <sup>(3)</sup> )	\$2.5	\$50.0	\$28.8	\$32.0	\$113.3	\$10.5	—	—	—	\$10.5
Operating Income	\$26.8	\$24.8	\$9.5	\$10.9	\$72.0	\$1.7	—	—	—	\$1.7
(-) Large Dispositions <sup>(3)</sup>	(28.7)	—	—	—	(28.7)	—	—	—	—	—
Pro Forma Operating (Loss) Income <sup>(3)</sup>	(\$1.9)	\$24.8	\$9.5	\$10.9	\$43.3	\$1.7	—	—	—	\$1.7
(+) Depreciation, depletion and amortization	0.4	6.7	5.5	5.1	17.7	1.6	—	—	—	1.6
(+) Non-cash cost of land and improved development	0.4	13.0	7.3	9.7	30.4	1.8	—	—	—	1.8
<b>Adjusted EBITDA<sup>(3)</sup></b>	<b>(\$1.1)</b>	<b>\$44.6</b>	<b>\$22.2</b>	<b>\$25.7</b>	<b>\$91.4</b>	<b>\$5.1</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>\$5.1</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, 2021	December 31, 2020	March 31, 2020
<b>Southern Timber</b>			
Reforestation, Silviculture & Other Capital Expenditures	\$3.3	\$7.4	\$7.1
Property taxes	1.5	1.7	1.7
Lease payments	0.8	2.0	1.1
Allocated overhead	1.2	1.1	1.3
Subtotal Southern Timber	\$6.7	\$12.2	\$11.1
<b>Pacific Northwest Timber</b>			
Reforestation, Silviculture & Other Capital Expenditures	2.7	2.2	2.3
Property taxes	0.3	0.2	0.2
Allocated overhead	1.2	1.1	0.8
Subtotal Pacific Northwest Timber	\$4.1	\$3.4	\$3.3
<b>New Zealand Timber</b>			
Reforestation, Silviculture & Other Capital Expenditures	2.0	2.2	1.5
Property taxes	0.2	0.2	0.2
Lease payments	0.5	2.1	0.4
Allocated overhead	0.7	0.7	0.6
Subtotal New Zealand Timber	\$3.4	\$5.2	\$2.7
<b>Total Timber Segments Capital Expenditures</b>	<b>\$14.2</b>	<b>\$20.8</b>	<b>\$17.1</b>
<b>Timber Funds ("Look-through")<sup>(1)</sup></b>	<b>0.2</b>	<b>0.1</b>	<b>—</b>
<b>Real Estate</b>	<b>0.1</b>	<b>0.2</b>	<b>0.1</b>
<b>Total Capital Expenditures</b>	<b>\$14.5</b>	<b>\$21.1</b>	<b>\$17.2</b>
<b>Timberland Acquisitions</b>			
Southern Timber	29.9	—	24.1
Pacific Northwest Timber	—	—	—
New Zealand Timber	—	0.3	—
<b>Timberland Acquisitions</b>	<b>\$29.9</b>	<b>\$0.3</b>	<b>\$24.1</b>
<b>Real Estate Development Investments<sup>(2)</sup></b>	<b>\$3.0</b>	<b>\$1.0</b>	<b>\$1.7</b>

- (1) The three months ended March 31, 2021 and December 31, 2020 exclude \$1.3 million and \$0.7 million, respectively, of capital expenditures attributable to noncontrolling interests in Timber Funds.
- (2) 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. The three months ended December 31, 2020 includes \$1.0 million of reimbursements from community development bonds.

## 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 and expense, operating income (loss) attributable to noncontrolling interest in Timber Funds, costs related to the merger with Pope Resources, 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 removes the impact of specific items that management believes do not directly reflect the core business operations on an ongoing basis attributable to Rayonier.

**Consolidated EBITDA** is defined as earnings before interest, taxes, depreciation, depletion, amortization, the non-cash cost of land and improved development, non-operating income and expense, costs related to the merger with Pope Resources, timber write-offs resulting from casualty events and Large Dispositions. Consolidated 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 removes the impact of specific items that management believes do not directly reflect the core business operations on an ongoing basis.

**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.

**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), CAD attributable to noncontrolling interests in Timber Funds, 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.

**Pro Forma Sales** is defined as revenue adjusted for Large Dispositions and sales attributable to noncontrolling interest in Timber Funds. Rayonier believes that this non-GAAP financial measure provides investors with useful information to evaluate our core business operations because it excludes items that are not indicative of ongoing operating results attributable to Rayonier.

**Pro Forma Operating Income (Loss)** is defined as operating income (loss) adjusted for operating income (loss) attributable to noncontrolling interest in Timber Funds, costs related to the merger with Pope Resources, 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 ongoing operating results attributable to Rayonier.

**Pro Forma Net Income (Loss)** is defined as net income (loss) attributable to Rayonier Inc. adjusted for costs related to the merger with Pope Resources 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 ongoing operating results attributable to Rayonier.

**Costs related to the merger with Pope Resources** include legal, accounting, due diligence, consulting and other costs related to the merger with Pope Resources.

**Timber write-offs resulting from casualty events** include the write-off of merchantable and pre-merchantable timber volume destroyed by casualty events which cannot be salvaged.

# Reconciliation of Reported to Pro Forma Earnings

(\$ in millions, except per share amounts)

Three Months Ended	March 31, 2021		December 31, 2020		March 31, 2020	
	\$	EPS	\$	EPS	\$	EPS
Sales	\$191.4		\$205.5		\$259.1	
Sales attributable to noncontrolling interest in Timber Funds	(11.9)		(9.2)		—	
Large Dispositions <sup>(1)</sup>	—		—		(116.0)	
Pro Forma Sales	\$179.5		\$196.3		\$143.1	
Net Income attributable to Rayonier Inc.	\$10.8	\$0.08	\$10.3	\$0.07	\$25.9	\$0.20
Costs related to the merger with Pope Resources <sup>(1)</sup>	—	—	0.7	0.01	2.5	0.02
Large Dispositions <sup>(1)</sup>	—	—	—	—	(28.7)	(0.22)
Pro Forma Net Income (Loss)	\$10.8	\$0.08	\$11.0	\$0.08	(\$0.3)	—



(1) Pro forma items (see page 15 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	Timber Funds	Real Estate	Trading	Corporate and Other	Total
<b>March 31, 2021</b>								
Operating income (loss)	\$17.3	\$1.3	\$14.0	\$1.5	\$1.7	\$0.2	(\$7.6)	\$28.5
Operating income attributable to NCI in Timber Funds	—	—	—	(1.1)	—	—	—	(1.1)
Pro forma operating income (loss)	\$17.3	\$1.3	\$14.0	\$0.4	\$1.7	\$0.2	(\$7.6)	\$27.4
Depreciation, depletion & amortization	14.4	16.3	7.2	0.6	1.6	—	0.3	40.3
Non-cash cost of land and improved development	—	—	—	—	1.8	—	—	1.8
<b>Adjusted EBITDA</b>	<b>\$31.7</b>	<b>\$17.6</b>	<b>\$21.2</b>	<b>\$1.0</b>	<b>\$5.1</b>	<b>\$0.2</b>	<b>(\$7.3)</b>	<b>\$69.5</b>
<b>December 31, 2020</b>								
Operating income (loss)	\$9.9	(\$0.5)	\$8.8	\$1.1	\$10.9	—	(\$7.8)	\$22.4
Operating income attributable to NCI in Timber Funds	—	—	—	(0.7)	—	—	—	(0.7)
Costs related to the merger with Pope Resources <sup>(1)</sup>	—	—	—	—	—	—	0.7	0.7
Pro forma operating income (loss)	\$9.9	(\$0.5)	\$8.8	\$0.3	\$10.9	—	(\$7.0)	\$22.4
Depreciation, depletion & amortization	13.5	14.9	8.0	0.6	5.1	—	0.4	42.4
Non-cash cost of land and improved development	—	—	—	—	9.7	—	—	9.7
<b>Adjusted EBITDA</b>	<b>\$23.3</b>	<b>\$14.4</b>	<b>\$16.8</b>	<b>\$0.9</b>	<b>\$25.7</b>	<b>—</b>	<b>(\$6.6)</b>	<b>\$74.5</b>
<b>March 31, 2020</b>								
Operating income (loss)	\$15.1	(\$0.9)	\$5.4	—	\$26.8	—	(\$7.8)	\$38.6
Costs related to the merger with Pope Resources <sup>(1)</sup>	—	—	—	—	—	—	2.5	2.5
Large Dispositions <sup>(1)</sup>	—	—	—	—	(28.7)	—	—	(28.7)
Pro forma operating income (loss)	\$15.1	(\$0.9)	\$5.4	—	(\$1.9)	—	(\$5.3)	\$12.4
Depreciation, depletion & amortization	18.2	10.7	4.8	—	0.4	—	0.3	34.3
Non-cash cost of land and improved development	—	—	—	—	0.4	—	—	0.4
<b>Adjusted EBITDA</b>	<b>\$33.3</b>	<b>\$9.8</b>	<b>\$10.2</b>	<b>—</b>	<b>(\$1.1)</b>	<b>—</b>	<b>(\$5.0)</b>	<b>\$47.1</b>