



## 2015 Financial Supplement

# Safe Harbor Statement

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 expected harvest schedules, timberland acquisitions, sales of non-strategic timberlands, 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; entry of new competitors into our markets; changes in global economic conditions and world events, including political changes in particular regions or countries; fluctuations in demand for our products in Asia, and especially China; various lawsuits relating to matters arising out of our previously announced internal review and restatement of our consolidated financial statements; 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, and endangered species, 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, which can adversely affect our timberlands and the production, distribution and availability of our products; interest rate and currency movements; our capacity to incur additional debt, and any decision we may make to do so; 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; 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 tax treatment of our specific businesses or reduce the benefits associated with REIT status.

Specifically with respect to our Real Estate business, the following important factors, among others, could cause actual results to differ materially from those expressed in forward-looking statements that may have been made in this document: the cyclical nature of the real estate business generally, including fluctuations in demand for both entitled and unentitled property; a delayed or weak recovery in the housing market; the lengthy, uncertain and costly process associated with the ownership, entitlement and development of real estate, especially in Florida, which also may be affected by changes in law, policy and political factors beyond our control; the potential for legal challenges to entitlements and permits in connection with our properties; unexpected delays in the entry into or closing of real estate transactions; the existence of competing developers and communities in the markets in which we own property; the pace of development and the rate and timing of absorption of existing entitled property in the markets in which we own property; changes in the demographics affecting projected population growth and migration to the Southeastern U.S.; changes in environmental laws and regulations, including laws regarding water withdrawal and management and delineation of wetlands, that may restrict or adversely impact our ability to sell or develop properties; the cost of the development of property generally, including the cost of property taxes, labor and construction materials; the timing of construction and availability of public infrastructure; and the availability of financing for real estate development and mortgage loans.

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.

# 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	4Q 2015	3Q 2015	4Q 2014
Sales	\$137.1	\$151.7	\$147.4
Operating Income	15.7	27.8	14.2
Pro Forma Operating Income <sup>(1)</sup>	16.7	29.3	16.6
Net Income Attributable to Rayonier Inc.	10.3	19.7	8.9
Pro Forma Net Income <sup>(1)</sup>	11.3	21.6	11.0
Adjusted EBITDA <sup>(1)</sup>	47.6	65.8	50.9
Diluted Earnings Per Share:			
Net income	0.08	0.16	0.07
Pro forma net income <sup>(1)</sup>	0.09	0.17	0.09
Average diluted shares (millions)	123.3	125.3	128.3

Capital Resources & Liquidity	Year ended December 31,	
	2015	2014
Cash provided by Operating Activities <sup>(2)</sup>	\$177.2	\$320.4
Cash used for Investing Activities <sup>(2)</sup>	(166.3)	(196.3)
Cash used for Financing Activities <sup>(2)</sup>	(116.5)	(161.4)
Cash Available for Distribution (CAD) <sup>(1)</sup>	117.4	93.4

	12/31/2015	12/31/2014
Debt	\$833.9	\$751.5
Cash	51.8	161.6
Net Debt	782.1	589.9
Net Debt / Enterprise Value <sup>(3)</sup>	22%	14%

(1) Non-GAAP measures (see page 17 for definitions and pages 9, 18 and 20 for reconciliations).

(2) 2014 period includes discontinued operations.

(3) Enterprise Value based on equity market capitalization plus net debt at December 31, 2015 and December 31, 2014, respectively.

# Variance Analysis – 3Q 2015 to 4Q 2015

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

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>3Q15 Operating Income (Loss)</b>	\$10.5	\$3.1	(\$0.9)	\$20.0	\$0.4	(\$5.3)	\$27.8
Pro forma adjustments <sup>(1)</sup>	—	—	—	—	—	1.5	1.5
<b>Pro Forma Operating Income (Loss)<sup>(1)</sup></b>	\$10.5	\$3.1	(\$0.9)	\$20.0	\$0.4	(\$3.8)	\$29.3
Volume/Mix	—	(1.4)	(0.6)	(8.4)	—	—	(10.4)
Price	0.9	(0.8)	1.0	(2.3)	—	—	(1.2)
Cost	(1.4)	(1.4)	(1.0)	(0.2)	0.2	(1.9) <sup>(4)</sup>	(5.7)
Non-timber income	0.5	0.3	1.6 <sup>(3)</sup>	—	—	—	2.4
Foreign exchange <sup>(2)</sup>	—	—	1.1	—	—	—	1.1
Depreciation, depletion & amortization	1.5	(0.2)	—	0.6	—	—	1.9
Non-cash cost of land and real estate sold	—	—	(0.5)	0.5	—	—	—
Other	—	—	(1.8) <sup>(5)</sup>	0.1	—	—	(1.7)
<b>4Q15 Operating Income (Loss)</b>	\$12.0	(\$0.4)	(\$1.1)	\$10.3	\$0.6	(\$5.7)	\$15.7
Pro forma adjustments <sup>(1)</sup>	—	—	—	—	—	1.0	1.0
<b>Pro Forma Operating Income (Loss)<sup>(1)</sup></b>	\$12.0	(\$0.4)	(\$1.1)	\$10.3	\$0.6	(\$4.7)	\$16.7

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

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>3Q15 Adjusted EBITDA<sup>(1)</sup></b>	\$24.9	\$7.3	\$6.1	\$30.9	\$0.4	(\$3.8)	\$65.8
Volume/Mix	—	(1.8)	(2.0)	(12.2)	—	—	(16.0)
Price	0.9	(0.8)	1.0	(2.3)	—	—	(1.2)
Cost	(1.4)	(1.4)	(1.0)	(0.2)	0.2	(0.7)	(4.5)
Non-timber income	0.5	0.3	1.6 <sup>(3)</sup>	—	—	—	2.4
Foreign exchange <sup>(2)</sup>	—	—	1.2	—	—	—	1.2
Other	—	(0.1)	—	—	—	—	(0.1)
<b>4Q15 Adjusted EBITDA<sup>(1)</sup></b>	\$24.9	\$3.5	\$6.9	\$16.2	\$0.6	(\$4.5)	\$47.6

(1) Non-GAAP measures and pro forma item (see page 17 for definitions and pages 18 and 20 for reconciliations).

(2) Net of currency hedging impact.

(3) Includes \$1.4 million related to timber sold in conjunction with the relinquishment of a forestry right and \$0.3 million related to a land sale in Q4 2015.

(4) Includes \$1.0 million of costs related to shareholder litigation (see page 17 for definition).

(5) Includes \$1.8 million of timber cost basis expensed in conjunction with a timberland sale in Q4 2015.

# Variance Analysis – 4Q 2014 to 4Q 2015

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

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>4Q14 Operating Income (Loss)</b>	\$13.5	\$3.7	\$2.9	\$2.6	(\$0.3)	(\$8.2)	\$14.2
Pro forma adjustments <sup>(1)</sup>	—	—	—	—	—	2.4	2.4
<b>Pro Forma Operating Income (Loss)<sup>(1)</sup></b>	\$13.5	\$3.7	\$2.9	\$2.6	(\$0.3)	(\$5.8)	\$16.6
Volume/Mix	(0.6)	(0.3)	(1.1)	4.4	—	—	2.4
Price	(0.7)	(3.2)	(2.9)	1.4	—	—	(5.4)
Cost	(0.8)	(0.7)	(0.8)	(0.1)	0.8	0.1 <sup>(3)</sup>	(1.5)
Non-timber income	(0.8)	0.3	(0.5) <sup>(4)</sup>	—	—	—	(1.0)
Foreign exchange <sup>(2)</sup>	—	—	1.5	—	0.1	—	1.6
Depreciation, depletion & amortization	1.3	(0.2)	0.3	0.3	—	—	1.7
Non-cash cost of land and real estate sold	—	—	(0.5)	1.7	—	—	1.2
Other	0.1	—	—	—	—	—	0.1
<b>4Q15 Operating Income (Loss)</b>	\$12.0	(\$0.4)	(\$1.1)	\$10.3	\$0.6	(\$5.7)	\$15.7
Pro forma adjustments <sup>(1)</sup>	—	—	—	—	—	1.0	1.0
<b>Pro Forma Operating Income (Loss)<sup>(1)</sup></b>	\$12.0	(\$0.4)	(\$1.1)	\$10.3	\$0.6	(\$4.7)	\$16.7

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

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>4Q14 Adjusted EBITDA<sup>(1)</sup></b>	\$28.3	\$7.5	\$13.7	\$7.2	(\$0.3)	(\$5.5)	\$50.9
Volume/Mix	(1.1)	(0.4)	(2.4)	7.7	—	—	3.8
Price	(0.7)	(3.2)	(2.9)	1.4	—	—	(5.4)
Cost	(0.8)	(0.7)	(0.8)	(0.1)	0.8	1.0	(0.6)
Non-timber income	(0.8)	0.3	(0.5) <sup>(4)</sup>	—	—	—	(1.0)
Foreign exchange <sup>(2)</sup>	—	—	(0.2)	—	0.1	—	(0.1)
Other	—	—	—	—	—	—	—
<b>4Q15 Adjusted EBITDA<sup>(1)</sup></b>	\$24.9	\$3.5	\$6.9	\$16.2	\$0.6	(\$4.5)	\$47.6

(1) Non-GAAP measures and pro forma items (see page 17 for definitions and pages 18 and 20 for reconciliations).

(2) Net of currency hedging impact.

(3) Includes \$1.0 million of costs related to shareholder litigation (see page 17 for definition).

(4) Includes changes in timber sold with the relinquishment of forestry rights and land sales.

# Variance Analysis – 2014 to 2015

## Operating Income (\$ in millions)

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>2014 Operating Income</b>	\$45.7	\$29.5	\$9.5	\$47.5	\$1.7	(\$35.6)	\$98.3
Pro forma adjustments <sup>(1)</sup>	0.7	1.9	—	—	—	3.4	6.0
<b>Pro Forma Operating Income<sup>(1)</sup></b>	<b>\$46.4</b>	<b>\$31.4</b>	<b>\$9.5</b>	<b>\$47.5</b>	<b>\$1.7</b>	<b>(\$32.2)</b>	<b>\$104.3</b>
Volume/Mix	2.2	(12.6)	0.8	(13.9)	—	—	(23.5)
Price	(0.5)	(11.2)	(13.9)	29.4	—	—	3.8
Cost	(2.5)	(1.1)	0.2	(2.9)	0.6	7.5 <sup>(6)</sup>	1.8
Non-timber income	1.9	1.1	2.5 <sup>(3)</sup>	—	—	—	5.5
Foreign exchange <sup>(2)</sup>	—	—	2.3	—	(1.1)	—	1.2
Depreciation, depletion & amortization	(0.8)	(0.7)	2.4	(4.6)	—	0.6	(3.1)
Non-cash cost of land and real estate sold	—	—	(0.5)	(5.4)	—	—	(5.9)
Other	—	—	(0.5) <sup>(4)</sup>	(5.8) <sup>(5)</sup>	—	—	(6.3)
<b>2015 Operating Income</b>	<b>\$46.7</b>	<b>\$6.9</b>	<b>\$2.8</b>	<b>\$44.3</b>	<b>\$1.2</b>	<b>(\$24.1)</b>	<b>\$77.8</b>
Pro forma adjustments <sup>(1)</sup>	—	—	—	—	—	4.1	4.1
<b>Pro Forma Operating Income<sup>(1)</sup></b>	<b>\$46.7</b>	<b>\$6.9</b>	<b>\$2.8</b>	<b>\$44.3</b>	<b>\$1.2</b>	<b>(\$20.0)</b>	<b>\$81.9</b>

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

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>2014 Adjusted EBITDA<sup>(1)</sup></b>	\$97.9	\$50.8	\$46.0	\$48.4	\$1.7	(\$31.3)	\$213.5
Volume/Mix	4.2	(17.9)	1.4	16.6	—	—	4.3
Price	(0.5)	(11.2)	(13.9)	14.1	—	—	(11.5)
Cost	(2.5)	(1.1)	0.2	(2.5)	0.6	11.6	6.3
Non-timber income	1.9	1.1	2.5 <sup>(3)</sup>	—	—	—	5.5
Foreign exchange <sup>(2)</sup>	—	—	(3.1)	—	(1.1)	—	(4.2)
Other	—	—	(0.1)	(5.8) <sup>(5)</sup>	—	—	(5.9)
<b>2015 Adjusted EBITDA<sup>(1)</sup></b>	<b>\$101.0</b>	<b>\$21.7</b>	<b>\$33.0</b>	<b>\$70.8</b>	<b>\$1.2</b>	<b>(\$19.7)</b>	<b>\$208.0</b>

(1) Non-GAAP measures and pro forma items (see page 17 for definitions and pages 19 and 21 for reconciliations).

(2) Net of currency hedging impact.

(3) Includes changes in timber sold with the relinquishment of forestry rights, land sales and \$0.6 million related to carbon credits.

(4) Includes changes in cost basis of timber sold in conjunction with the relinquishment of forestry rights.

(5) Includes \$5.8 million of bankruptcy settlement proceeds in the prior year period.

(6) Includes \$4.1 million of costs related to shareholder litigation (see page 17 for definition).

# Cash Available for Distribution<sup>(1)</sup>

(\$ in millions, except per share data)	Year Ended December 31,	
	2015	2014
<b>Operating Income</b>	\$77.8	\$98.3
Non-operating expense	(0.1)	—
Depreciation, depletion and amortization	113.7	120.0
Non-cash cost of land and real estate sold	12.5	13.2
Large dispositions <sup>(1) (2)</sup>	—	(21.4)
Costs related to shareholder litigation <sup>(1)</sup>	4.1	—
Internal review and restatement costs <sup>(1)</sup>	—	3.4
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$208.0</b>	<b>\$213.5</b>
Cash interest paid <sup>(3)</sup>	(33.0)	(47.6)
Cash taxes paid <sup>(4)</sup>	(0.3)	(8.8)
Capital expenditures from continuing operations <sup>(5)</sup>	(57.3)	(63.7)
<b>Cash Available for Distribution<sup>(1)</sup></b>	<b>\$117.4</b>	<b>\$93.4</b>
Working capital changes	2.5	39.5
Large dispositions <sup>(1)(2)</sup>	—	21.4
Capital expenditures from continuing operations <sup>(5)</sup>	57.3	63.7
Cash flow from discontinued operations	—	102.4
<b>Cash Provided by Operating Activities</b>	<b>\$177.2</b>	<b>\$320.4</b>
Cash Available for Distribution	117.4	93.4
Real estate development investments	(2.7)	(3.7)
Cash Available for Distribution after real estate development investments	\$114.7	\$89.7
Shares outstanding at period end	122,770,217	126,773,097
<b>CAD per Share</b>	<b>\$0.96</b>	<b>\$0.74</b>
<b>Dividends per Share<sup>(6)</sup></b>	<b>\$1.00</b>	<b>\$1.53</b>

(1) Non-GAAP measure and pro forma item (see page 17 for definitions).

(2) Large dispositions in 2014 included \$16.0 million of gain, \$4.8 million of depletion and \$0.6 million non-cash cost of land sold.

(3) Cash interest paid is presented net of patronage refunds received of \$1.3 million and \$2.1 million for the years ended December 31, 2015 and December 31, 2014, respectively.

(4) The year ended December 31, 2014 include payments related to the spun-off Performance Fibers business.

(5) Capital expenditures exclude timberland acquisitions of \$98.4 million and \$130.9 million the years ended December 31, 2015 and December 31, 2014, respectively.

(6) 2014 includes pre-spin dividend levels.

# Southern Timber Overview

	2014					2015				
	Q1	Q2	Q3	Q4	FY 2014	Q1	Q2	Q3	Q4	FY 2015
<b>Sales Volume (Tons in 000s)</b>										
Pine Pulpwood	776	707	867	934	3,284	905	845	895	969	3,614
Pine Sawtimber	387	363	492	459	1,701	418	375	421	367	1,581
Total Pine Volume	1,163	1,070	1,359	1,393	4,985	1,323	1,220	1,316	1,336	5,195
Hardwood	111	79	55	66	311	47	75	100	75	297
Total Volume	1,274	1,149	1,414	1,459	5,296	1,370	1,295	1,416	1,411	5,492
% Delivered Sales	30%	36%	33%	32%	33%	25%	25%	28%	29%	27%
% Stumpage Sales	70%	64%	67%	68%	67%	75%	75%	72%	71%	73%
<b>Net Stumpage Prices (\$ per ton)<sup>(1)</sup></b>										
Pine Pulpwood	\$18.55	\$18.94	\$17.99	\$18.55	\$18.48	\$18.83	\$19.10	\$16.39	\$18.24	\$18.13
Pine Sawtimber	27.07	26.16	25.78	26.84	26.45	28.84	27.33	27.27	26.76	27.62
Weighted Average Pine	\$21.38	\$21.39	\$20.81	\$21.28	\$21.20	\$21.99	\$21.63	\$19.87	\$20.58	\$21.01
Hardwood	13.73	11.58	13.22	13.34	13.01	13.07	11.33	16.56	16.36	14.65
Weighted Average Total	\$20.72	\$20.71	\$20.51	\$20.92	\$20.72	\$21.69	\$21.03	\$19.63	\$20.36	\$20.66
<b>Summary Financial Data (\$ in MM\$)</b>										
Sales	\$33.9	\$31.5	\$37.5	\$38.9	\$141.8	\$35.5	\$32.7	\$34.8	\$36.1	\$139.1
(-) Cut & Haul	(7.5)	(7.7)	(8.5)	(8.4)	(32.1)	(5.8)	(5.5)	(7.0)	(7.4)	(25.7)
Net Stumpage Sales	\$26.4	\$23.8	\$29.0	\$30.5	\$109.7	\$29.7	\$27.2	\$27.8	\$28.7	\$113.4
Pro Forma Operating Income <sup>(2)</sup>	\$10.5	\$8.9	\$13.5 <sup>(3)</sup>	\$13.5	\$46.4	\$12.4	\$11.8	\$10.5	\$12.0	\$46.7
(+) DD&A	12.0	10.7	14.1 <sup>(3)</sup>	14.8	51.5	14.3	12.6	14.4	12.9	54.3
Adjusted EBITDA <sup>(2)</sup>	\$22.5	\$19.6	\$27.6	\$28.3	\$97.9	\$26.7	\$24.4	\$24.9	\$24.9	\$101.0
<b>Other Data</b>										
Non-timber Income (\$ in MM\$)	\$2.1	\$2.4	\$4.1	\$4.6	\$13.2	\$3.6	\$4.4	\$3.4	\$3.8	\$15.2
Period End Acres (in 000s)	1,898	1,901	1,900	1,906	1,906	1,901	1,915	1,896	1,876	1,876

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

(2) Non-GAAP measures (see page 17 for definitions and pages 18, 19, 20 and 21 for reconciliations).

(3) Excludes \$0.7 million cumulative out-of-period adjustment for depletion expense.

# Pacific Northwest Timber Overview

	2014					2015				
	Q1	Q2	Q3	Q4	FY 2014	Q1	Q2	Q3	Q4	FY 2015
<b>Sales Volume (Tons in 000s)</b>										
Pulpwood	86	73	51	52	262	55	63	100	90	308
Sawtimber	458	375	295	274	1,402	270	187	253	225	935
Total Volume	544	448	346	326	1,664	325	250	353	315	1,243
<b>Northwest Sales Volume (Converted to MBF)</b>										
Pulpwood	8,111	6,860	4,856	4,934	24,761	5,140	5,985	9,514	8,569	29,208
Sawtimber	54,570	49,093	39,504	35,731	178,898	33,455	25,180	34,058	28,239	120,932
Total Volume	62,681	55,953	44,360	40,665	203,659	38,595	31,165	43,572	36,808	150,140
% Delivered Sales	47%	41%	61%	83%	55%	79%	100%	80%	97%	88%
% Stumpage Sales	53%	59%	39%	17%	45%	21%	—	20%	3%	12%
<b>Delivered Log Prices</b>										
Pulpwood (\$ per ton)	\$37.92	\$37.10	\$37.86	\$43.23	\$39.20	\$43.19	\$43.37	\$45.88	\$44.93	\$44.61
Sawtimber (\$ per ton)	81.90	84.46	83.91	79.19	82.05	72.03	76.80	74.33	66.27	72.13
Weighted Average Log Price (\$ per ton)	\$74.00	\$74.51	\$76.60	\$73.15	\$74.44	\$66.91	\$68.36	\$65.05	\$60.03	\$64.83
<b>Summary Financial Data (\$ in MMs)</b>										
Sales	\$33.0	\$25.1	\$22.0	\$22.1	\$102.2	\$19.2	\$17.1	\$21.6	\$18.7	\$76.5
(-) Cut & Haul	(8.3)	(5.9)	(6.8)	(9.1)	(30.1)	(8.1)	(8.6)	(9.4)	(9.4)	(35.4)
Net Stumpage Sales	\$24.7	\$19.2	\$15.2	\$13.0	\$72.1	\$11.1	\$8.5	\$12.2	\$9.3	\$41.1
Pro forma Operating Income <sup>(1)</sup>	\$12.6	\$8.8	\$6.3 <sup>(2)</sup>	\$3.7	\$31.4	\$2.6	\$1.7	\$3.1	(\$0.4)	\$6.9
(+) DD&A	6.3	5.2	4.1 <sup>(2)</sup>	3.8	19.4	3.8	2.9	4.2	3.9	14.8
Adjusted EBITDA <sup>(1)</sup>	\$18.9	\$14.0	\$10.4	\$7.5	\$50.8	\$6.4	\$4.6	\$7.3	\$3.5	\$21.7
<b>Other Data</b>										
Non-timber Income (\$ in MMs)	\$0.2	\$0.5	\$0.6	\$0.4	\$1.7	\$0.7	\$1.0	\$0.4	\$0.7	\$2.8
Period-End Acres (in 000s)	372	372	372	372	372	368	373	373	373	373
Northwest Sawtimber (\$ per MBF) <sup>(3)</sup>	\$684	\$629	\$614	\$606	\$632	\$604	\$571	\$541	\$539	\$565
Estimated Percentage of Export Volume	27%	21%	29%	21%	25%	19%	26%	20%	23%	22%

(1) Non-GAAP measures (see page 17 for definitions and pages 18, 19, 20 and 21 for reconciliations).

(2) Excludes \$1.9 million cumulative out-of-period adjustment for depletion expense.

(3) Excludes chip-n-saw.

# New Zealand Timber Overview

	2014					2015				
	Q1	Q2	Q3	Q4	FY 2014	Q1	Q2	Q3	Q4	YTD
<b>Sales Volume (Tons in 000s)</b>										
Domestic Sawtimber (Delivered)	144	170	179	151	644	150	169	189	175	684
Domestic Pulpwood (Delivered)	73	77	103	99	352	100	110	118	106	434
Export Sawtimber (Delivered)	142	193	231	261	827	201	248	279	254	982
Export Pulpwood (Delivered)	9	16	21	25	71	11	20	19	32	83
Stumpage	91	67	136	172	466	76	35	116	1	228
Total Volume	459	523	670	708	2,360	538	582	721	568	2,412
% Delivered Sales	80%	87%	80%	76%	80%	86%	94%	84%	100%	91%
% Stumpage Sales	20%	13%	20%	24%	20%	14%	6%	16%	—%	9%
<b>Delivered Log Prices</b>										
Domestic Sawtimber (\$ / ton)	\$80.04	\$84.64	\$78.28	\$68.87	\$78.15	\$70.77	\$66.96	\$60.12	\$59.71	\$64.05
Domestic Pulpwood (\$ / ton)	38.34	39.52	38.78	35.18	37.84	35.38	33.59	29.03	30.43	32.00
Export Sawtimber ( \$ / ton)	120.62	118.12	104.11	108.96	111.75	102.60	85.42	82.42	87.35	88.59
<b>Summary Financial Data (\$ in MMs)</b>										
Sales	\$35.8	\$44.1	\$48.5	\$48.9	\$177.3	\$37.8	\$38.4	\$41.1	\$38.4	\$155.7
(-) Cut & Haul	(15.9)	(20.3)	(22.4)	(20.3)	(78.9)	(16.0)	(19.2)	(18.7)	(17.6)	(71.5)
(-) Port / Freight Costs	(5.6)	(9.0)	(10.1)	(11.1)	(35.8)	(6.6)	(8.1)	(8.9)	(8.4)	(32.0)
Net Stumpage Sales	\$14.3	\$14.8	\$16.0	\$17.5	\$62.6	\$15.2	\$11.1	\$13.5	\$12.4	\$52.2
Land/Other Sales	\$2.1	\$0.3	—	\$2.7	\$5.1	\$3.4	\$0.8	—	\$1.7	\$5.9
Total Sales	\$37.9	\$44.4	\$48.5	\$51.7	\$182.4	\$41.2	\$39.2	\$41.1	\$40.1	\$161.6
Operating Income/(Loss)	\$2.4	\$2.2	\$1.9	\$2.9	\$9.5	\$5.7	(\$0.9)	(\$0.9)	(\$1.1)	\$2.8
(+) DD&A <sup>(1)</sup>	6.5	7.7	9.3	8.6	32.2	8.0	7.1	7.0	7.5	29.7
(+) Non-cash cost of land sold	2.1	—	—	2.2	4.3	—	—	—	0.5	0.5
Adjusted EBITDA <sup>(2)</sup>	\$11.0	\$9.9	\$11.2	\$13.7	\$46.0	\$13.7	\$6.2	\$6.1	\$6.9	\$33.0
<b>Other Data</b>										
NZ\$/US\$ Exchange Rate (Average period rate)	0.8253	0.8575	0.8540	0.7827	0.8299	0.7556	0.7398	0.6601	0.6570	0.7031
Net plantable Period-End Acres (in 000s)	313	313	312	309	309	303	303	302	299	299
Export Sawtimber ( \$ / JAS m3)	\$139.95	\$137.05	\$120.79	\$126.42	\$129.66	\$119.04	\$99.97	\$96.45	\$102.23	\$103.49
Domestic Sawtimber (NZ\$ / tonne)	\$106.61	\$108.61	\$100.88	\$98.26	\$103.59	\$102.43	\$99.53	\$100.20	\$99.99	\$100.47

(1) First and second quarter 2015 include \$1.9 million and \$0.6 million, respectively, of timber cost basis expensed in conjunction with the relinquishment of forestry rights.

(2) Non-GAAP measure (see page 17 for definition and pages 20 and 21 for reconciliation).

# Real Estate Overview

	2014					2015				
	Q1	Q2	Q3	Q4	FY 2014	Q1	Q2	Q3	Q4	YTD
<b>Sales (\$ in MM\$)</b>										
Improved Development <sup>(1)</sup>	—	—	—	—	—	—	\$0.8	—	1.8	\$2.6
Unimproved Development	0.1	1.4	1.4	1.9	4.8	4.8	0.8	0.1	0.7	6.4
Rural	5.1	5.4	25.1	5.4	41.0	6.8	3.3	9.8	2.7	22.7
Non-strategic / Timberlands	0.3	5.2	0.2	3.7	9.5	12.2	2.0	25.3	15.3	54.8
Large Dispositions <sup>(2)</sup>	—	22.0	—	—	22.0	—	—	—	—	—
<b>Total Sales</b>	<b>\$5.5</b>	<b>\$34.0</b>	<b>\$26.7</b>	<b>\$11.0</b>	<b>\$77.3</b>	<b>\$23.8</b>	<b>\$6.9</b>	<b>\$35.2</b>	<b>\$20.5</b>	<b>\$86.5</b>
Sales (Development / Rural Only) <sup>(3)</sup>	\$5.2	\$6.8	\$26.5	\$7.3	\$45.8	\$11.6	\$4.1	\$9.9	\$3.4	\$29.1
<b>Acres Sold</b>										
Improved Development <sup>(1)</sup>	—	—	—	—	—	—	19	—	55	74
Unimproved Development	27	68	203	554	852	409	86	20	185	699
Rural	1,733	2,030	11,685	2,629	18,077	2,877	1,393	3,503	981	8,754
Non-strategic / Timberlands	362	3,629	234	2,138	6,363	4,111	839	10,681	7,972	23,602
Large Dispositions <sup>(2)</sup>	—	19,556	—	—	19,556	—	—	—	—	—
<b>Total Acres Sold</b>	<b>2,122</b>	<b>25,283</b>	<b>12,122</b>	<b>5,321</b>	<b>44,848</b>	<b>7,397</b>	<b>2,337</b>	<b>14,204</b>	<b>9,193</b>	<b>33,130</b>
Acres Sold (Development / Rural Only) <sup>(3)</sup>	1,760	2,098	11,888	3,183	18,929	3,286	1,479	3,523	1,166	9,454
Percentage of U.S. South acreage sold <sup>(4)</sup>	0.1%	0.1%	0.7%	0.2%	1.2%	0.2%	0.1%	0.2%	0.1%	0.6%
<b>Price per Acre (\$ per acre)</b>										
Improved Development <sup>(1)</sup>	—	—	—	—	—	—	\$42,281	—	\$32,602	\$35,131
Unimproved Development	\$5,259	\$20,897	\$6,660	\$3,389	\$5,623	\$11,781	8,908	\$5,000	3,869	9,148
Rural	2,958	2,654	2,146	2,040	2,265	2,368	2,377	2,796	2,786	2,588
Non-strategic / Timberlands	723	1,436	1,100	1,779	1,498	2,957	2,440	2,373	1,918	2,324
Large Dispositions	—	1,125	—	—	1,125	—	—	—	—	—
<b>Weighted Avg. (Total)</b>	<b>\$2,606</b>	<b>\$1,345</b>	<b>\$2,202</b>	<b>\$2,075</b>	<b>\$1,723</b>	<b>\$3,216</b>	<b>\$2,971</b>	<b>\$2,480</b>	<b>\$2,233</b>	<b>\$2,611</b>
<b>Weighted Avg. (Development / Rural)<sup>(3)</sup></b>	<b>\$2,994</b>	<b>\$3,245</b>	<b>\$2,223</b>	<b>\$2,275</b>	<b>\$2,417</b>	<b>\$3,540</b>	<b>\$2,757</b>	<b>\$2,808</b>	<b>\$2,958</b>	<b>\$3,073</b>

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

(2) See page 17 for definition.

(3) Excludes Improved Development.

(4) Calculated as development and rural acres sold (excluding sales in the Pacific Northwest region) over U.S. South acres owned.

# Capital Expenditures By Segment

(\$ in millions)	Three Months Ended December 31,		Year Ended December 31,	
	2015	2014	2015	2014
<b>Southern Timber</b>				
Reforestation, Silviculture & Other Capital Expenditures	\$8.5	\$6.1	\$17.7	\$18.7
Property taxes	0.5	1.3	5.9	6.5
Lease payments	2.0	2.1	5.7	6.1
Allocated overhead	1.2	1.3	3.9	4.7
Subtotal Southern Timber	\$12.2	\$10.8	\$33.2	\$36.0
<b>Pacific Northwest Timber</b>				
Reforestation, Silviculture & Other Capital Expenditures	1.8	1.9	6.2	7.5
Property taxes	0.1	0.1	0.5	0.5
Lease payments	—	—	—	—
Allocated overhead	0.5	0.5	1.8	1.8
Subtotal Pacific Timber	\$2.4	\$2.5	\$8.5	\$9.8
<b>New Zealand Timber</b>				
Reforestation, Silviculture & Other Capital Expenditures	2.4	2.4	8.0	9.8
Property taxes	0.2	0.2	0.7	0.8
Lease payments	1.7	1.0	4.1	3.7
Allocated overhead	0.9	0.9	2.4	3.0
Subtotal New Zealand Timber	\$5.2	\$4.5	\$15.2	\$17.3
<b>Total Timber Segments Capital Expenditures</b>	<b>\$19.8</b>	<b>\$17.8</b>	<b>\$56.9</b>	<b>\$63.1</b>
<b>Real Estate</b>	0.2	0.1	0.3	0.2
<b>Corporate</b>	—	—	0.1	0.4
<b>Total Capital Expenditures</b>	<b>\$20.0</b>	<b>\$17.9</b>	<b>\$57.3</b>	<b>\$63.7</b>
<b>Timberland Acquisitions</b>				
Southern Timber	—	36.5	54.4	125.7
Pacific Northwest Timber	—	—	34.1	1.9
New Zealand Timber	9.9	0.9	9.9	0.9
Real Estate	—	0.3	—	2.4
Subtotal Timberland Acquisitions	\$9.9	\$37.7	\$98.4	\$130.9
<b>Total Capital Expenditures including Acquisitions</b>	<b>\$29.9</b>	<b>\$55.6</b>	<b>\$155.7</b>	<b>\$194.6</b>
<b>Real Estate Development Investments</b>	<b>\$0.6</b>	<b>\$0.4</b>	<b>\$2.7</b>	<b>\$3.7</b>

# 2016 Financial Guidance

(\$ in millions)

	2015	2016 Guidance
Sales	\$544.9	\$500.0 - 525.0
<u>Segment Pro Forma Operating Income<sup>(1)</sup></u>		
Southern Timber	46.7	52.0 - 57.0
Pacific Northwest Timber	6.9	6.0 - 11.0
New Zealand Timber	2.8	1.0 - 6.0
Real Estate	44.3	18.0 - 28.0
Trading	1.2	~1.0
Corporate and Other	(20.0)	~(20.0)
<b>Total</b>	<b>81.9</b>	<b>58.0 - 83.0</b>
<u>Segment Adjusted EBITDA<sup>(1)</sup></u>		
Southern Timber	101.0	108.0 - 113.0
Pacific Northwest Timber	21.7	23.0 - 28.0
New Zealand Timber	33.0	23.0 - 28.0
Real Estate	70.8	50.0 - 60.0
Trading	1.2	~1.0
Corporate and Other	(19.7)	~(20.0)
<b>Total</b>	<b>208.0</b>	<b>185.0 - 210.0</b>
CapEx <sup>(2)</sup>	57.3	60.0 - 65.0
DD&A	113.7	~107.0
Non-cash cost of land and real estate sold	12.5	~20.0

(1) Pro Forma operating income and Adjusted EBITDA are non-GAAP measures. See page 17 for definitions and page 21 for reconciliation.

(2) Capital expenditures exclude timberland acquisitions of \$98.4 million during the year ended December 31, 2015.

## Section 2



## Supplemental Information

# Definitions of Non-GAAP Measures and Pro Forma Items

**Pro Forma Operating Income** is defined as operating income adjusted for costs related to shareholder litigation and in 2014, internal review and restatement costs and a cumulative out-of-period adjustment for depletion expense.

**Pro Forma Net Income** is defined as net income attributable to Rayonier Inc. adjusted for costs related to shareholder litigation, costs related to the write-off of capitalized financing costs, costs related to spin-off of the Performance Fibers business, a cumulative out-of-period adjustment for depletion expense, internal review and restatement costs and discontinued operations.

**Adjusted EBITDA** is defined as earnings before interest, taxes, depreciation, depletion, amortization, the non-cash cost of land and real estate sold, costs related to shareholder litigation, costs related to spin-off of the Performance Fibers business, internal review and restatement costs, large dispositions and discontinued operations. Adjusted EBITDA is a non-GAAP measure used by our Chief Operating Decision Maker, existing shareholders and potential shareholders to measure how the Company is performing relative to the assets under management.

**Cash Available for Distribution (CAD)** is defined as cash provided by operating activities adjusted for capital spending (excluding timberland acquisitions), large dispositions, cash provided by discontinued operations and working capital and other balance sheet changes. CAD is a non-GAAP measure of cash generated during a period that is available for dividend distribution, repurchase of the Company's common shares, debt reduction and strategic acquisitions. CAD is not necessarily indicative of the CAD that may be generated in future periods.

**Costs related to shareholder litigation** is defined as expenses incurred as a result of the securities litigation, the shareholder derivative demands and the Securities and Exchange Commission investigation. See Note 13—*Contingencies* of Item 1 — Financial Statements in the Company's most recent Quarterly Report on Form 10-Q.

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

# Reconciliation of Reported to Pro Forma Earnings

(\$ in millions, except per share amounts)

Three Months Ended	December 31, 2015		September 30, 2015		December 31, 2014	
	\$	EPS	\$	EPS	\$	EPS
Operating income	\$15.7		\$27.8		\$14.2	
Costs related to shareholder litigation <sup>(1)</sup>	1.0		1.5		—	
Internal review and restatement costs	—		—		2.4	
Pro Forma Operating Income	\$16.7		\$29.3		\$16.6	
Net Income attributable to Rayonier Inc.	\$10.3	\$0.08	\$19.7	\$0.16	\$8.9	\$0.07
Costs related to shareholder litigation <sup>(1)</sup>	1.0	0.01	1.5	0.01	—	—
Costs related to the write-off of capitalized financing costs	—	—	0.4	—	—	—
Internal review and restatement costs	—	—	—	—	2.4	0.02
Discontinued operations, net	—	—	—	—	(0.3)	—
Pro Forma Net Income	\$11.3	\$0.09	\$21.6	\$0.17	\$11.0	\$0.09

(1) Pro forma item (see page 17 for definition).

# Reconciliation of Reported to Pro Forma Earnings cont.

(\$ in millions, except per share amounts)

Year Ended	December 31, 2015		December 31, 2014	
	\$	EPS	\$	EPS
Operating Income	\$77.8		\$98.3	
Costs related to shareholder litigation <sup>(1)</sup>	4.1		—	
Cumulative out-of-period adjustment for depletion expense	—		2.6	
Internal review and restatement costs	—		3.4	
Pro Forma Operating Income	\$81.9		\$104.3	
Net Income attributable to Rayonier Inc.	\$46.2	\$0.37	\$99.3	\$0.76
Costs related to shareholder litigation <sup>(1)</sup>	4.1	0.03	—	—
Costs related to the write-off of capitalized financing costs	0.4	—	1.7	0.01
Costs related to spin-off of Performance Fibers business	—	—	3.8	0.03
Cumulative out-of-period adjustment for depletion expense	—	—	2.6	0.02
Internal review and restatement costs	—	—	3.4	0.02
Discontinued operations, net	—	—	(43.4)	(0.33)
Pro Forma Net Income	\$50.7	\$0.40	\$67.4	\$0.51

(1) Pro forma item (see page 17 for definition).

# 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>December 31, 2015</b>							
Operating Income (Loss)	\$12.0	(\$0.4)	(\$1.1)	\$10.3	\$0.6	(\$5.7)	\$15.7
Depreciation, depletion & amortization	12.9	3.9	7.5	3.4	—	0.2	27.9
Non-cash cost of land and real estate sold	—	—	0.5	2.5	—	—	3.0
Costs related to shareholder litigation <sup>(1)</sup>	—	—	—	—	—	1.0	1.0
Adjusted EBITDA	\$24.9	\$3.5	\$6.9	\$16.2	\$0.6	(\$4.5)	\$47.6
<b>September 30, 2015</b>							
Operating Income (Loss)	\$10.5	\$3.1	(\$0.9)	\$20.0	\$0.4	(\$5.3)	\$27.8
Non-operating expense	—	—	—	—	—	(0.1)	(0.1)
Depreciation, depletion & amortization	14.4	4.2	7.0	6.3	—	0.1	32.0
Non-cash cost of land and real estate sold	—	—	—	4.6	—	—	4.6
Costs related to shareholder litigation <sup>(1)</sup>	—	—	—	—	—	1.5	1.5
Adjusted EBITDA	\$24.9	\$7.3	\$6.1	\$30.9	\$0.4	(\$3.8)	\$65.8
<b>December 31, 2014</b>							
Operating Income (Loss)	\$13.5	\$3.7	\$2.9	\$2.6	(\$0.3)	(\$8.2)	\$14.2
Depreciation, depletion & amortization	14.8	3.8	8.6	2.2	—	0.3	29.7
Non-cash cost of land and real estate sold	—	—	2.2	2.4	—	—	4.6
Internal review and restatement costs	—	—	—	—	—	2.4	2.4
Adjusted EBITDA	\$28.3	\$7.5	\$13.7	\$7.2	(\$0.3)	(\$5.5)	\$50.9

(1) Pro forma item (see page 17 for definition).

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

(\$ in millions)

Year Ended	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>December 31, 2015</b>							
Operating Income (Loss)	\$46.7	\$6.9	\$2.8	\$44.3	\$1.2	(\$24.1)	\$77.8
Non-operating expense	—	—	—	—	—	(0.1)	(0.1)
Depreciation, depletion & amortization	54.3	14.8	29.7	14.5	—	0.4	113.7
Non-cash cost of land and real estate sold	—	—	0.5	12.0	—	—	12.5
Costs related to shareholder litigation <sup>(1)</sup>	—	—	—	—	—	4.1	4.1
Adjusted EBITDA	\$101.0	\$21.7	\$33.0	\$70.8	\$1.2	(\$19.7)	\$208.0
<b>December 31, 2014</b>							
Operating Income (Loss)	\$45.7	\$29.5	\$9.5	\$47.5	\$1.7	(\$35.6)	\$98.3
Depreciation, depletion & amortization	52.2	21.3	32.2	13.4	—	0.9	120.0
Non-cash cost of land and real estate sold	—	—	4.3	8.9	—	—	13.2
Large dispositions <sup>(1)</sup>	—	—	—	(21.4)	—	—	(21.4)
Internal review and restatement costs	—	—	—	—	—	3.4	3.4
Adjusted EBITDA	\$97.9	\$50.8	\$46.0	\$48.4	\$1.7	(\$31.3)	\$213.5

(1) Pro forma item (see page 17 for definition).