



MORE THAN
trees

Q3 2024 Financial Supplement

November 2024



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 geopolitical tensions, including the war in Ukraine and escalating tensions between China and Taiwan as well as in the Middle East; business disruptions arising from public health crises and outbreaks of communicable diseases; 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 and/or to complete dispositions; 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 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	Q3 2024	Q2 2024	Q3 2023
Sales	\$195.0	\$173.6	\$201.6
Operating Income	27.6	12.4	35.4
Pro Forma Operating Income ⁽¹⁾	28.5	13.1	35.4
Net Income Attributable to Rayonier Inc.	28.8	1.9	19.2
Pro Forma Net Income ⁽¹⁾	18.1	3.7	19.2
Adjusted EBITDA ⁽¹⁾	71.8	55.7	78.9
Diluted Earnings Per Share:			
Net Income Attributable to Rayonier Inc.	0.19	0.01	0.13
Pro Forma Net Income ⁽¹⁾	0.12	0.02	0.13
Average Diluted Shares (millions)	151.3	151.3	151.0
Total Shares Outstanding (millions)	149.0	149.0	148.3
Total Redeemable Operating Partnership Units Outstanding (millions)	2.0	2.0	2.5

Capital Resources & Liquidity	Nine Months Ended September 30,	
	2024	2023
Cash provided by Operating Activities	\$173.8	\$208.9
Cash used for Investing Activities	(74.8)	(79.7)
Cash used for Financing Activities	(229.9)	(134.2)
Cash Available for Distribution (CAD) ⁽¹⁾	105.7	114.7

	9/30/2024	12/31/2023
Debt ⁽²⁾	\$1,313.4	\$1,372.7
Cash	74.2	207.7
Net Debt	1,239.1	1,165.0
Net Debt / Enterprise Value ⁽³⁾	20%	19%

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

(2) Debt as of September 30, 2024 and December 31, 2023 reflects principal on long-term debt, gross of deferred financing costs and unamortized discounts.

(3) Enterprise Value based on market capitalization (including Rayonier, L.P. "OP" units) plus net debt at September 30, 2024 and December 31, 2023, respectively.



Variance Analysis – Q3 2023 to Q3 2024

Operating Income (Loss) (\$ in millions)

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
Q3-23 Operating Income (Loss)	\$18.6	(\$0.6)	\$17.6	\$9.2	(\$0.1)	(\$9.4)	\$35.4
Volume	(2.6)	0.4	(0.1)	(5.2)	—	—	(7.5)
Price ⁽¹⁾	(1.1)	(1.1)	(2.6)	8.5	—	—	3.7
Cost	0.1	0.8	(0.2)	1.7	—	(0.2)	2.2
Non-timber income ⁽²⁾	6.2	—	(6.6)	—	—	—	(0.4)
Foreign exchange ⁽³⁾	—	—	0.5	—	—	—	0.5
Depreciation, depletion & amortization	(1.4)	1.3	0.3	0.7	—	—	0.9
Non-cash cost of land and improved development	—	—	—	(5.8)	—	—	(5.8)
Other ⁽⁴⁾	—	—	—	(0.5)	—	(0.9)	(1.4)
Q3-24 Operating Income (Loss)	\$19.8	\$0.8	\$8.9	\$8.6	(\$0.1)	(\$10.5)	\$27.6
Pro forma adjustments ⁽⁵⁾	—	—	—	—	—	0.9	0.9
Pro forma Operating Income (Loss)⁽⁵⁾	\$19.8	\$0.8	\$8.9	\$8.6	(\$0.1)	(\$9.6)	\$28.5

Adjusted EBITDA⁽⁵⁾ (\$ in millions)

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
Q3-23 Adjusted EBITDA	\$37.8	\$7.8	\$23.5	\$18.9	(\$0.1)	(\$9.0)	\$78.9
Volume	(5.1)	1.2	—	(7.6)	—	—	(11.5)
Price ⁽¹⁾	(1.1)	(1.1)	(2.6)	8.5	—	—	3.7
Cost	0.1	0.8	(0.2)	1.7	—	(0.2)	2.2
Non-timber income ⁽²⁾	6.2	—	(6.6)	—	—	—	(0.4)
Foreign exchange ⁽³⁾	—	—	0.5	—	—	—	0.5
Other ⁽⁴⁾	—	—	—	(1.6)	—	—	(1.6)
Q3-24 Adjusted EBITDA	\$37.9	\$8.7	\$14.6	\$19.9	(\$0.1)	(\$9.2)	\$71.8

(1) 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.

(2) For the Southern Timber segment, includes income from carbon capture and storage ("CCS"), solar and wind energy contracts. For the New Zealand Timber segment, includes income from carbon credit sales.

(3) Net of currency hedging impact.

(4) Real Estate includes deferred revenue adjustments, revenue true-ups and marketing fees related to Improved Development sales in addition to Conservation Easement sales and residential and commercial lease revenue. The Corporate and Other operating income variance includes \$0.9 million of costs related to disposition initiatives.

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

Variance Analysis – Q3 2023 YTD to Q3 2024 YTD

Operating Income (Loss) (\$ in millions)

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
Q3-23 YTD Operating Income (Loss)	\$62.6	(\$6.5)	\$19.3	\$18.7	\$0.4	(\$28.3)	\$66.1
Pro forma adjustments ⁽¹⁾	—	—	2.3	—	—	—	2.3
Pro forma Operating Income (Loss)⁽¹⁾	\$62.6	(\$6.5)	\$21.6	\$18.7	\$0.4	(\$28.3)	\$68.4
Volume	(5.4)	(0.5)	(1.5)	36.1	—	—	28.7
Price ⁽²⁾	(1.8)	0.5	(8.1)	(62.7)	—	—	(72.1)
Cost	(1.3)	0.6	0.7	2.6	(0.3)	(2.3)	—
Non-timber income ⁽³⁾	5.7	(0.9)	1.0	—	—	—	5.8
Foreign exchange ⁽⁴⁾	—	—	4.7	—	—	—	4.7
Depreciation, depletion & amortization	0.1	1.8	0.9	2.9	—	(0.1)	5.6
Non-cash cost of land and improved development	—	—	—	16.7	—	—	16.7
Other ⁽⁵⁾	—	—	—	—	—	(1.6)	(1.6)
Q3-24 YTD Operating Income (Loss)	\$59.9	(\$5.0)	\$19.3	\$14.3	\$0.1	(\$32.3)	\$56.3
Pro forma adjustments ⁽¹⁾	—	—	—	—	—	1.6	1.6
Pro forma Operating Income (Loss)⁽¹⁾	\$59.9	(\$5.0)	\$19.3	\$14.3	\$0.1	(\$30.8)	\$57.8

Adjusted EBITDA⁽¹⁾ (\$ in millions)

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
Q3-23 YTD Adjusted EBITDA	\$124.2	\$21.7	\$37.9	\$45.8	\$0.4	(\$27.1)	\$202.9
Volume	(10.2)	(2.6)	(2.2)	58.4	—	—	43.4
Price ⁽²⁾	(1.8)	0.5	(8.1)	(62.7)	—	—	(72.1)
Cost	(1.3)	0.6	0.7	2.6	(0.3)	(2.3)	—
Non-timber income ⁽³⁾	5.7	(0.9)	1.0	—	—	—	5.8
Foreign exchange ⁽⁴⁾	—	—	4.4	—	—	—	4.4
Other ⁽⁵⁾	—	—	—	(0.7)	—	—	(0.7)
Q3-24 YTD Adjusted EBITDA	\$116.6	\$19.3	\$33.7	\$43.4	\$0.1	(\$29.4)	\$183.7

(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 Southern Timber segment, includes income from carbon capture and storage ("CCS"), solar and wind energy contracts. For the Pacific Northwest Timber segment, includes Conservation Easement sales for habitat protection in Q2 2023. For the New Zealand Timber segment, includes income from carbon credit sales.

(4) Net of currency hedging impact.

(5) Real Estate includes deferred revenue adjustments, revenue true-ups and marketing fees related to Improved Development sales in addition to Conservation Easement sales and residential and commercial lease revenue. The Corporate and Other operating income variance includes \$1.6 million of costs related to disposition initiatives.

Liquidity Measures – Cash Available for Distribution

(\$ in millions, except per share data)	Nine Months Ended September 30,	
	2024	2023
Cash Provided by Operating Activities	\$173.8	\$208.9
Working capital and other balance sheet changes	(5.3)	(20.6)
Net recovery on legal settlements ⁽¹⁾	(9.6)	(20.5)
Capital expenditures ⁽²⁾	(53.2)	(53.1)
Cash Available for Distribution⁽¹⁾	\$105.7	\$114.7
Net Income	\$35.8	\$49.3
Interest, net and miscellaneous income	24.0	35.5
Income tax (benefit) expense ⁽³⁾	(0.3)	1.8
Depreciation, depletion and amortization	106.7	114.3
Non-cash cost of land and improved development	19.2	20.2
Non-operating income ⁽⁴⁾	(3.3)	(20.5)
Costs related to disposition initiatives ⁽¹⁾	1.6	—
Timber write-offs resulting from casualty events ⁽¹⁾	—	2.3
Adjusted EBITDA⁽¹⁾	\$183.7	\$202.9
Cash interest paid, net ⁽⁵⁾	(19.4)	(30.4)
Cash taxes paid	(5.5)	(4.7)
Capital expenditures ⁽²⁾	(53.2)	(53.1)
Cash Available for Distribution⁽¹⁾	\$105.7	\$114.7
Cash Available for Distribution ⁽¹⁾	105.7	114.7
Real estate development investments	(19.1)	(18.8)
Cash Available for Distribution after real estate development investments	\$86.6	\$96.0
Shares and units outstanding at period end	151,009,858	150,740,607
CAD per Share or Unit	\$0.70	\$0.76
Ordinary dividends per Share or Unit⁽⁶⁾	\$0.86	\$0.86

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

(2) Capital expenditures exclude timberland acquisitions of \$3.6 million and \$14.0 million during the nine months ended September 30, 2024 and September 30, 2023, respectively.

(3) The nine months ended September 30, 2024 includes a \$1.2 million income tax benefit related to the pension settlement.

(4) The nine months ended September 30, 2024 includes \$9.6 million of net recoveries associated with legal settlements, which is partially offset by \$6.0 million of pension settlement charges. The nine months ended September 30, 2023 includes \$20.5 million of net recoveries associated with legal settlements.

(5) Cash interest paid, net is presented net of patronage refunds received of \$8.3 million and \$6.2 million during the nine months ended September 30, 2024 and September 30, 2023, respectively. In addition, cash interest paid, net is presented net of cash interest received of \$5.5 million and \$1.2 million during the nine months ended September 30, 2024 and September 30, 2023, respectively.

(6) The nine months ended September 30, 2024 excludes an additional cash dividend of \$0.20 per share or unit. The additional dividend was paid on January 12, 2024, to holders of record on December 29, 2023.

Southern Timber Overview

	2023					2024				
	Q1	Q2	Q3	Q4	FY 2023	Q1	Q2	Q3	Q4	YTD
Sales Volume (Tons in 000s)										
Pine Pulpwood	979	1,036	995	810	3,821	1,016	926	909	—	2,851
Pine Sawtimber	886	932	745	731	3,295	922	702	583	—	2,207
Total Pine Volume	1,865	1,969	1,740	1,542	7,116	1,938	1,628	1,492	—	5,058
Hardwood	28	41	69	60	198	69	46	79	—	194
Total Volume	1,893	2,009	1,809	1,602	7,314	2,007	1,674	1,570	—	5,252
% Delivered Volume (vs. Total Volume)	36%	30%	35%	39%	35%	30%	32%	36%	—	32%
% Pine Sawtimber Volume (vs. Total Pine Volume)	48%	47%	43%	47%	46%	48%	43%	39%	—	44%
% Export Volume (vs. Total Volume) ⁽¹⁾	2%	1%	1%	1%	1%	1%	1%	—	—	1%
Net Stumpage Pricing (\$ per ton)⁽²⁾										
Pine Pulpwood	\$17.32	\$15.78	\$16.54	\$17.68	\$16.78	\$16.89	\$17.38	\$17.21	—	\$17.13
Pine Sawtimber	31.57	29.07	28.85	28.84	29.64	30.62	29.28	27.46	—	29.38
Weighted Average Pine	\$24.09	\$22.07	\$21.81	\$22.97	\$22.73	\$23.42	\$22.51	\$21.22	—	\$22.48
Hardwood	20.07	11.06	13.16	13.69	13.89	13.35	11.34	12.35	—	12.47
Weighted Average Total	\$24.03	\$21.85	\$21.48	\$22.63	\$22.49	\$23.07	\$22.21	\$20.77	—	\$22.11
Summary Financial Data (\$ in MM\$)										
Timber Sales	\$62.4	\$58.4	\$54.1	\$51.6	\$226.6	\$60.9	\$49.9	\$45.4	—	\$156.1
(–) Cut & Haul	(15.7)	(13.4)	(14.4)	(14.6)	(58.0)	(13.4)	(11.8)	(12.5)	—	(37.7)
(–) Port / Freight Costs	(1.5)	(1.2)	(0.9)	(0.9)	(4.5)	(1.2)	(0.8)	(0.4)	—	(2.4)
Net Stumpage Sales	\$45.3	\$43.8	\$38.8	\$36.1	\$164.1	\$46.3	\$37.3	\$32.5	—	\$116.0
Land-Based Solutions ⁽³⁾	0.8	1.0	1.0	1.1	4.0	1.7	2.6	2.8	—	7.1
Other Non-Timber Sales	8.6	8.9	8.8	7.3	33.5	7.4	6.8	13.9	—	28.1
Total Sales	\$71.8	\$68.3	\$64.0	\$60.0	\$264.1	\$70.0	\$59.3	\$62.0	—	\$191.3
Operating Income	\$22.2	\$21.7	\$18.6	\$13.7	\$76.3	\$23.0	\$17.1	\$19.8	—	\$59.9
(+) DD&A	20.6	21.9	19.2	18.3	80.0	21.8	16.8	18.1	—	56.7
Adjusted EBITDA⁽⁴⁾	\$42.8	\$43.6	\$37.8	\$32.0	\$156.2	\$44.8	\$33.9	\$37.9	—	\$116.6
Other Data										
Period-End Acres (in 000s)	1,910	1,907	1,899	1,852	1,852	1,849	1,846	1,843	—	1,843

(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) Consists of sales from carbon capture and storage ("CCS"), solar and wind energy contracts.

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

Pacific Northwest Timber Overview

	2023					2024				
	Q1	Q2	Q3	Q4	FY 2023	Q1	Q2	Q3	Q4	YTD
Sales Volume (Tons in 000s)										
Pulpwood	77	61	43	35	216	53	49	42	—	145
Domestic Sawtimber ⁽¹⁾	284	251	226	239	999	245	243	268	—	756
Export Sawtimber	23	21	21	24	89	19	—	9	—	28
Total Volume	384	332	290	298	1,305	317	293	319	—	929
% Delivered Volume (vs. Total Volume)	97%	100%	94%	95%	97%	88%	91%	78%	—	85%
% Sawtimber Volume (vs. Total Volume)	80%	82%	85%	88%	83%	83%	83%	87%	—	84%
% Export Volume (vs. Total Volume) ⁽²⁾	13%	10%	11%	14%	12%	8%	5%	8%	—	7%
Delivered Log Pricing (\$ per ton)										
Pulpwood	\$48.23	\$36.21	\$33.09	\$28.91	\$38.78	\$29.31	\$30.20	\$30.14	—	\$29.85
Domestic Sawtimber	93.12	97.37	108.20	93.91	97.71	84.31	90.70	95.27	—	90.06
Export Sawtimber ⁽³⁾	163.16	144.25	131.15	132.03	142.63	137.76	—	138.00	—	137.77
Weighted Average Log Price	\$88.17	\$89.10	\$98.79	\$89.37	\$90.97	\$78.54	\$80.35	\$88.06	—	\$82.13
Summary Financial Data (\$ in MMs)										
Timber Sales	\$33.5	\$30.0	\$27.8	\$26.5	\$117.9	\$24.2	\$22.9	\$25.7	—	\$72.8
(-) Cut & Haul	(17.2)	(15.5)	(12.1)	(11.8)	(56.6)	(10.8)	(10.1)	(10.1)	—	(31.1)
(-) Port / Freight Costs	(1.4)	(1.3)	(1.1)	(1.4)	(5.2)	(1.2)	—	(0.6)	—	(1.8)
Net Stumpage Sales	\$14.9	\$13.2	\$14.7	\$13.4	\$56.1	\$12.2	\$12.8	\$15.0	—	\$39.9
Land-Based Solutions ⁽⁴⁾	—	1.3	—	—	1.4	—	—	—	—	—
Other Non-Timber Sales	0.9	1.0	1.5	1.5	4.9	1.0	1.4	1.5	—	3.9
Total Sales	\$34.4	\$32.3	\$29.3	\$28.1	\$124.1	\$25.2	\$24.3	\$27.2	—	\$76.7
Operating (Loss) Income	(\$3.5)	(\$2.4)	(\$0.6)	(\$2.5)	(\$9.0)	(\$4.4)	(\$1.5)	\$0.8	—	(\$5.0)
(+) DD&A	10.6	9.2	8.3	8.7	36.9	9.1	7.4	7.8	—	24.3
Adjusted EBITDA⁽⁵⁾	\$7.1	\$6.9	\$7.8	\$6.2	\$27.9	\$4.7	\$5.9	\$8.7	—	\$19.3
Other Data										
Period-End Acres (in 000s)	474	474	474	418	418	418	417	417	—	417
Northwest Sawtimber (\$ per MBF) ⁽⁶⁾	\$730	\$711	\$726	\$676	\$711	\$650	\$667	\$663	—	\$660

(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) Pricing is reported on a CFR basis (i.e., inclusive of export costs and freight).

(4) Q2 2023 consists primarily of conservation easement sales for habitat protection.

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

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

New Zealand Timber Overview

	2023					2024				
	Q1	Q2	Q3	Q4	FY 2023	Q1	Q2	Q3	Q4	YTD
Sales Volume (Tons in 000s)										
Domestic Pulpwood (Delivered)	55	50	58	62	225	50	57	64	—	171
Domestic Sawtimber (Delivered)	137	155	211	175	677	135	166	212	—	513
Export Pulpwood (Delivered)	42	70	55	64	230	63	82	67	—	212
Export Sawtimber (Delivered)	247	398	367	332	1,344	232	287	343	—	862
Total Volume	481	673	690	632	2,476	480	592	686	—	1,757
% Delivered Volume (vs. Total Volume)	100%	100%	100%	100%	100%	100%	100%	100%	—	100%
% Sawtimber Volume (vs. Total Volume)	80%	82%	84%	80%	82%	76%	77%	81%	—	78%
% Export Volume (vs. Total Volume) ⁽¹⁾	60%	70%	61%	63%	64%	61%	62%	60%	—	61%
Delivered Log Pricing (\$ per ton)										
Domestic Pulpwood	\$33.37	\$37.92	\$32.92	\$34.52	\$34.58	\$33.00	\$32.83	\$33.84	—	\$33.25
Domestic Sawtimber	71.58	69.29	63.45	63.03	66.31	68.13	65.23	64.89	—	65.85
Export Sawtimber	112.97	103.81	95.23	100.73	102.39	108.72	101.86	104.48	—	104.75
Weighted Average Log Price	\$90.99	\$89.49	\$79.47	\$82.72	\$85.27	\$87.87	\$83.06	\$84.40	—	\$84.90
Summary Financial Data (\$ in MM\$)										
Timber Sales	\$43.8	\$60.2	\$54.9	\$52.3	\$211.1	\$42.2	\$49.2	\$57.9	—	\$149.2
(-) Cut & Haul	(17.2)	(23.7)	(22.2)	(21.4)	(84.5)	(16.6)	(21.0)	(23.3)	—	(60.8)
(-) Port / Freight Costs	(11.8)	(20.7)	(16.4)	(16.0)	(64.8)	(12.1)	(18.0)	(21.1)	—	(51.3)
Net Stumpage Sales	\$14.8	\$15.8	\$16.2	\$14.9	\$61.8	\$13.5	\$10.1	\$13.5	—	\$37.1
Carbon Credit Sales	—	0.4	15.3	7.7	23.4	3.4	4.4	8.6	—	16.4
Other Non-Timber Sales	0.3	0.3	0.2	0.1	1.0	0.1	0.2	0.3	—	0.6
Total Sales	\$44.1	\$60.9	\$70.4	\$60.0	\$235.5	\$45.7	\$53.8	\$66.8	—	\$166.3
Operating (Loss) Income	(\$0.7)	\$2.4	\$17.6	\$6.8	\$26.0	\$7.4	\$2.9	\$8.9	—	\$19.3
(+) Timber write-offs resulting from casualty events ⁽²⁾	2.3	—	—	—	2.3	—	—	—	—	—
Pro Forma Operating Income ⁽²⁾	\$1.6	\$2.4	\$17.6	\$6.8	\$28.3	\$7.4	\$2.9	\$8.9	—	\$19.3
(+) DD&A	4.5	5.9	6.0	5.3	21.7	4.0	4.8	5.6	—	14.5
Adjusted EBITDA⁽²⁾	\$6.1	\$8.3	\$23.5	\$12.1	\$50.0	\$11.4	\$7.7	\$14.6	—	\$33.7
Other Data										
NZ\$/US\$ Exchange Rate (Period-average rate)	0.6300	0.6151	0.6084	0.5971	0.6117	0.6165	0.6011	0.6085	—	0.6082
Net Plantable Period-End Acres (in 000s)	297	297	298	297	297	297	289	289	—	289
Export Sawtimber (\$ / JAS m ³)	\$131.35	\$120.70	\$110.72	\$117.12	\$119.04	\$126.41	\$118.44	\$121.48	—	\$121.79
Domestic Sawtimber (NZ\$ / tonne)	\$124.98	\$123.92	\$114.72	\$116.13	\$119.25	\$121.56	\$119.37	\$117.30	—	\$119.09

(1) Percentage of export volume reflects 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

	2023					2024				
	Q1	Q2	Q3	Q4	FY 2023	Q1	Q2	Q3	Q4	YTD
Gross Sales (\$ in MMs)										
Improved Development ⁽¹⁾	\$4.8	\$12.2	\$3.1	\$10.6	\$30.7	\$1.8	\$2.6	\$12.0	—	\$16.4
Unimproved Development	—	—	0.1	—	0.1	—	—	—	—	—
Rural	6.5	15.6	20.5	57.1	99.7	8.7	7.5	13.8	—	30.0
Timberland & Non-Strategic	1.6	0.3	1.1	0.4	3.3	0.6	15.5	—	—	16.1
Conservation Easement	—	—	—	—	—	—	—	1.1	—	1.1
Deferred Revenue/Other ⁽²⁾	3.3	3.9	6.4	0.2	13.9	4.4	5.4	3.2	—	13.0
Large Dispositions ⁽³⁾	—	—	—	242.2	242.2	—	—	—	—	—
Total Sales	\$16.3	\$32.0	\$31.2	\$310.5	\$390.0	\$15.6	\$31.0	\$30.1	—	\$76.6
Acres Sold										
Improved Development ⁽¹⁾	27.9	267.5	6.9	73.4	375.6	6.0	54.9	116.0	—	176.9
Unimproved Development	—	—	10	—	10	—	—	—	—	—
Rural	1,531	3,411	3,799	20,215	28,955	1,498	1,439	2,800	—	5,737
Timberland & Non-Strategic	528	76	466	200	1,270	430	13,106	—	—	13,536
Acres Sold	2,087	3,754	4,281	20,488	30,611	1,933	14,600	2,916	—	19,450
Large Dispositions ⁽³⁾	—	—	—	55,008	55,008	—	—	—	—	—
Total Acres Sold	2,087	3,754	4,281	75,496	85,618	1,933	14,600	2,916	—	19,450
Gross Price per Acre (\$ per acre)										
Improved Development ⁽¹⁾	\$172,420	\$45,732	\$454,810	\$143,778	\$81,756	\$303,156	\$46,938	\$103,421	—	\$92,701
Unimproved Development	—	—	11,250	—	11,250	—	—	—	—	—
Rural	4,245	4,582	5,386	2,824	3,442	5,828	5,189	4,916	—	5,223
Timberland & Non-Strategic	3,100	3,344	2,266	2,000	2,636	1,421	1,183	—	—	1,190
Large Dispositions ⁽³⁾	—	—	—	4,403	4,403	—	—	—	—	—
Weighted Avg. (Total)⁽⁴⁾	\$6,200	\$7,489	\$5,781	\$3,320	\$4,372	\$5,774	\$1,750	\$8,835	—	\$3,212
Weighted Avg. (Adjusted) ⁽⁵⁾	\$3,952	\$4,555	\$5,060	\$2,816	\$3,411	\$4,845	\$1,579	\$4,916	—	\$2,391
Total Sales (Excluding Large Dispositions ⁽³⁾)	\$16.3	\$32.0	\$31.2	\$68.3	\$147.8	\$15.6	\$31.0	\$30.1	—	\$76.6
Operating Income (Loss)	\$0.9	\$8.6	\$9.2	\$137.9	\$156.6	(\$0.1)	\$5.8	\$8.6	—	\$14.3
(-) Large Dispositions ⁽³⁾	—	—	—	(105.1)	(105.1)	—	—	—	—	—
Pro Forma Operating Income (Loss) ⁽³⁾	\$0.9	\$8.6	\$9.2	\$32.8	\$51.5	(\$0.1)	\$5.8	\$8.6	—	\$14.3
(+) Depreciation, depletion and amortization	1.5	2.2	3.1	11.1	18.0	1.7	6.7	1.5	—	9.9
(+) Non-cash cost of land and improved development	4.2	9.4	6.6	9.6	29.8	3.0	6.4	9.8	—	19.2
Adjusted EBITDA⁽³⁾	\$6.6	\$20.3	\$18.9	\$53.5	\$99.3	\$4.6	\$18.9	\$19.9	—	\$43.4

(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			Nine Months Ended	
	September 30, 2024	June 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
Southern Timber					
Reforestation, Silviculture & Other Capital Expenditures	\$5.5	\$7.1	\$4.0	\$19.6	\$17.6
Property taxes	2.0	1.9	2.0	5.9	6.0
Lease payments	0.1	0.1	0.1	0.6	0.7
Allocated overhead	1.5	1.5	1.5	4.7	4.2
Subtotal Southern Timber	\$9.1	\$10.7	\$7.5	\$30.7	\$28.4
Pacific Northwest Timber					
Reforestation, Silviculture & Other Capital Expenditures	1.0	1.4	1.6	5.1	6.6
Property taxes	0.1	0.1	0.3	0.4	0.8
Allocated overhead	1.1	1.3	1.5	3.7	4.1
Subtotal Pacific Northwest Timber	\$2.2	\$2.9	\$3.3	\$9.2	\$11.5
New Zealand Timber					
Reforestation, Silviculture & Other Capital Expenditures	2.5	2.5	3.1	6.8	7.6
Property taxes	0.2	0.2	0.2	0.6	0.6
Lease payments	1.4	1.1	1.3	3.5	2.6
Allocated overhead	0.7	0.7	0.6	2.0	2.0
Subtotal New Zealand Timber	\$4.8	\$4.5	\$5.2	\$12.9	\$12.9
Total Timber Segments Capital Expenditures	\$16.1	\$18.0	\$16.1	\$52.9	\$52.8
Real Estate	0.1	0.1	—	0.2	0.2
Corporate	—	—	0.2	0.1	0.2
Total Capital Expenditures	\$16.2	\$18.1	\$16.3	\$53.2	\$53.1
Timberland Acquisitions					
Southern Timber	3.6	—	4.7	3.6	10.4
Pacific Northwest Timber	—	—	—	—	3.6
Timberland Acquisitions	\$3.6	—	\$4.7	\$3.6	\$14.0
Real Estate Development Investments⁽¹⁾	\$8.9	\$4.6	\$4.0	\$19.1	\$18.8

(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, costs related to disposition initiatives, 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.

Costs related to disposition initiatives include legal, advisory, and other due diligence costs incurred in connection with the Company's asset disposition plan, which was announced in November 2023.

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

Net (recovery) cost on legal settlements reflects the net (gain) loss from litigation regarding insurance claims.

Pension settlement charges, net of tax reflects the net loss recognized in connection with the termination and settlement of the Company's pension plans.

Pro forma net income is defined as net income attributable to Rayonier Inc. adjusted for its proportionate share of the net (recoveries) costs associated with legal settlements, costs related to disposition initiatives, pension settlement charges, 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 costs related to disposition initiatives, 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.

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

Reconciliation of Reported to Pro Forma Earnings

(\$ in millions, except per share amounts)

Three Months Ended	September 30, 2024		June 30, 2024		September 30, 2023	
	\$	EPS	\$	EPS	\$	EPS
Net Income attributable to Rayonier Inc.	\$28.8	\$0.19	\$1.9	\$0.01	\$19.2	\$0.13
Net (recovery) cost on legal settlements ⁽¹⁾	(12.0)	(0.08)	1.1	0.01	—	—
Costs related to disposition initiatives ⁽¹⁾	0.9	0.01	0.7	—	—	—
Pension settlement charges, net of tax ⁽¹⁾	0.3	—	—	—	—	—
Pro forma net income adjustments attributable to noncontrolling interests ⁽¹⁾	0.1	—	—	—	—	—
Pro Forma Net Income	\$18.1	\$0.12	\$3.7	\$0.02	\$19.2	\$0.13

Nine Months Ended	September 30, 2024		September 30, 2023	
	\$	EPS	\$	EPS
Net Income attributable to Rayonier Inc.	\$32.0	\$0.21	\$46.6	\$0.31
Net recovery on legal settlements ⁽¹⁾	(9.6)	(0.06)	(20.5)	(0.14)
Costs related to disposition initiatives ⁽¹⁾	1.6	0.01	—	—
Pension settlement charges, net of tax ⁽¹⁾	4.8	0.03	—	—
Timber write-offs resulting from casualty events ⁽¹⁾	—	—	2.3	0.02
Pro forma net income adjustments attributable to noncontrolling interests ⁽¹⁾	—	—	(0.2)	—
Pro Forma Net Income	\$28.8	\$0.19	\$28.2	\$0.19



(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	Real Estate	Trading	Corporate and Other	Total
September 30, 2024							
Operating income (loss)	\$19.8	\$0.8	\$8.9	\$8.6	(\$0.1)	(\$10.5)	\$27.6
Costs related to disposition initiatives ⁽¹⁾	—	—	—	—	—	0.9	0.9
Pro forma operating income (loss)	\$19.8	\$0.8	\$8.9	\$8.6	(\$0.1)	(\$9.6)	\$28.5
Depreciation, depletion & amortization	18.1	7.8	5.6	1.5	—	0.4	33.5
Non-cash cost of land and improved development	—	—	—	9.8	—	—	9.8
Adjusted EBITDA	\$37.9	\$8.7	\$14.6	\$19.9	(\$0.1)	(\$9.2)	\$71.8
June 30, 2024							
Operating income (loss)	\$17.1	(\$1.5)	\$2.9	\$5.8	\$0.1	(\$12.0)	\$12.4
Costs related to disposition initiatives ⁽¹⁾	—	—	—	—	—	0.7	0.7
Pro forma operating income (loss)	\$17.1	(\$1.5)	\$2.9	\$5.8	\$0.1	(\$11.3)	\$13.1
Depreciation, depletion & amortization	16.8	7.4	4.8	6.7	—	0.4	36.1
Non-cash cost of land and improved development	—	—	—	6.4	—	—	6.4
Adjusted EBITDA	\$33.9	\$5.9	\$7.7	\$18.9	\$0.1	(\$10.9)	\$55.7
September 30, 2023							
Operating income (loss)	\$18.6	(\$0.6)	\$17.6	\$9.2	(\$0.1)	(\$9.4)	\$35.4
Depreciation, depletion & amortization	19.2	8.3	6.0	3.1	—	0.4	37.0
Non-cash cost of land and improved development	—	—	—	6.6	—	—	6.6
Adjusted EBITDA	\$37.8	\$7.8	\$23.5	\$18.9	(\$0.1)	(\$9.0)	\$78.9



(1) Pro forma item (see page 15 for definition).

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

(\$ in millions)

Nine Months Ended	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
September 30, 2024							
Operating income (loss)	\$59.9	(\$5.0)	\$19.3	\$14.3	\$0.1	(\$32.3)	\$56.3
Costs related to disposition initiatives ⁽¹⁾	—	—	—	—	—	1.6	1.6
Pro forma operating income (loss)	\$59.9	(\$5.0)	\$19.3	\$14.3	\$0.1	(\$30.8)	\$57.8
Depreciation, depletion & amortization	56.7	24.3	14.5	9.9	—	1.3	106.7
Non-cash cost of land and improved development	—	—	—	19.2	—	—	19.2
Adjusted EBITDA	\$116.6	\$19.3	\$33.7	\$43.4	\$0.1	(\$29.4)	\$183.7
September 30, 2023							
Operating income (loss)	\$62.6	(\$6.5)	\$19.3	\$18.7	\$0.4	(\$28.3)	\$66.1
Timber write-offs resulting from casualty events ⁽¹⁾	—	—	2.3	—	—	—	2.3
Pro forma operating income (loss)	\$62.6	(\$6.5)	\$21.6	\$18.7	\$0.4	(\$28.3)	\$68.4
Depreciation, depletion & amortization	61.6	28.2	16.3	6.8	—	1.3	114.3
Non-cash cost of land and improved development	—	—	—	20.2	—	—	20.2
Adjusted EBITDA	\$124.2	\$21.7	\$37.9	\$45.8	\$0.4	(\$27.1)	\$202.9



(1) Pro forma items (see page 15 for definitions).