



INVESTOR PRESENTATION

March 2017

Safe Harbor Statement

This presentation contains forward-looking statements. These forward-looking statements are subject to a number of risks and should not be relied upon as predictions of future events or promises of a given course of action. Some of the forward-looking statements can be identified by the use of forward-looking words such as “believes”, “expects”, “may”, “will”, “should”, “seeks”, “approximately”, “intends”, “plans”, “estimates”, “projects”, “strategy” or “anticipates” or the negative of those words or other comparable terminology. Forward-looking statements involve inherent risks and uncertainties. A number of important factors could cause actual results to differ materially from those described in the forward-looking statements. Some of these factors include environmental issues affecting our properties and our ability to estimate the cost of remediating those actions and to anticipate the actions of regulators, environmental groups, and other parties that might affect our remediation efforts; changes in forestry, land use, environmental, and other governmental regulations; risk of losses from fires, floods, windstorms, and other natural disasters; risk of loss from insect infestations or tree diseases; changes in economic conditions and competition in our domestic and export markets; an unanticipated reduction in the demand for timber products and/or an unanticipated increase in the supply of timber products; and other factors described from time to time in our filings with the Securities and Exchange Commission. In particular, readers should consider those risk factors that are detailed in our Annual Report on Form 10-K for the fiscal year ended December 31, 2016. Forward-looking statements are not guarantees of performance, and speak only as of the date made, and neither Pope Resources nor its management undertakes any obligation to update or revise any forward-looking statements.

We create value for our investors and others by owning and managing land and its related resources

- 100% geographic focus on the Pacific Northwest, the highest value timberland in North America
- Structured as a Master Limited Partnership
 - No corporate level taxation on distributions
- Attractive distribution yield
- Listed on NASDAQ; ticker: POPE

Overview

- Spun out as MLP in 1985, located in Poulsbo, WA
- 4.37 million units outstanding
- Current market capitalization: \$309 million
- 2016 figures
 - Revenue, consolidated: \$80.4 million
 - Net income, attributable to unitholders:
\$5.9 million, \$1.35 per unit
 - Cash flow from operations, attributable to unitholders:
\$2.1 million
 - Adjusted EBITDDA, attributable to unitholders:
\$19.6 million
- Current annual distribution rate: \$2.80 per unit




Unique Blend of Pacific Northwest Timber and Land Assets

Segments	Fee Timber	Timberland Investment Management	Real Estate
Strategy	<ul style="list-style-type: none"> Sustainably manage Partnership and Fund timberlands for long-term value maximization 	<ul style="list-style-type: none"> Primary growth vehicle Leverage timberland management expertise to generate fee revenue and improve economies of scale 	<ul style="list-style-type: none"> Obtain development entitlements and then sell to other developers Opportunistically harvest value of historic land base
Portfolio of Assets	<ul style="list-style-type: none"> 212,000 acres of timberland in western WA, northwest OR and northern CA Includes 94,000 acres owned by funds 	<ul style="list-style-type: none"> 3 private equity timber funds \$375 MM in assets under management \$388 MM of committed capital 	<ul style="list-style-type: none"> 2,200-acre portfolio of development, HBU & commercial properties in west Puget Sound 1,237 entitled lots
2016 Revenue (internal)	\$57.5 MM	\$3.3 MM [#]	\$23.4 MM
2016 Adjusted EBITDDA (internal)	\$27.1 MM	\$0.4 MM	\$9.5 MM
Assets (Book Value at 12/31/16)	<ul style="list-style-type: none"> \$85.0 MM on Partnership's 118,000 acres \$263.1 MM on Funds' 94,000 acres 	N/A	<ul style="list-style-type: none"> \$33.8 MM on Partnership's 2,200-acre portfolio



[#] Revenue eliminated in consolidated earnings

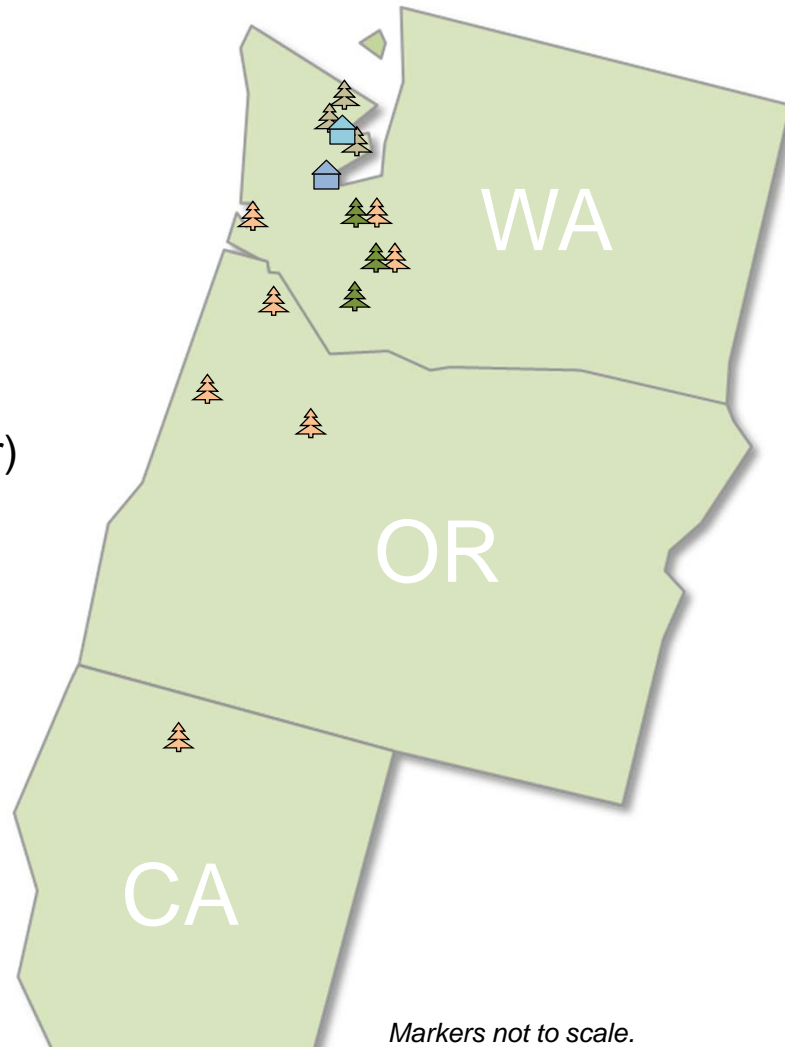
Assets Located in Pacific Northwest

Timberland

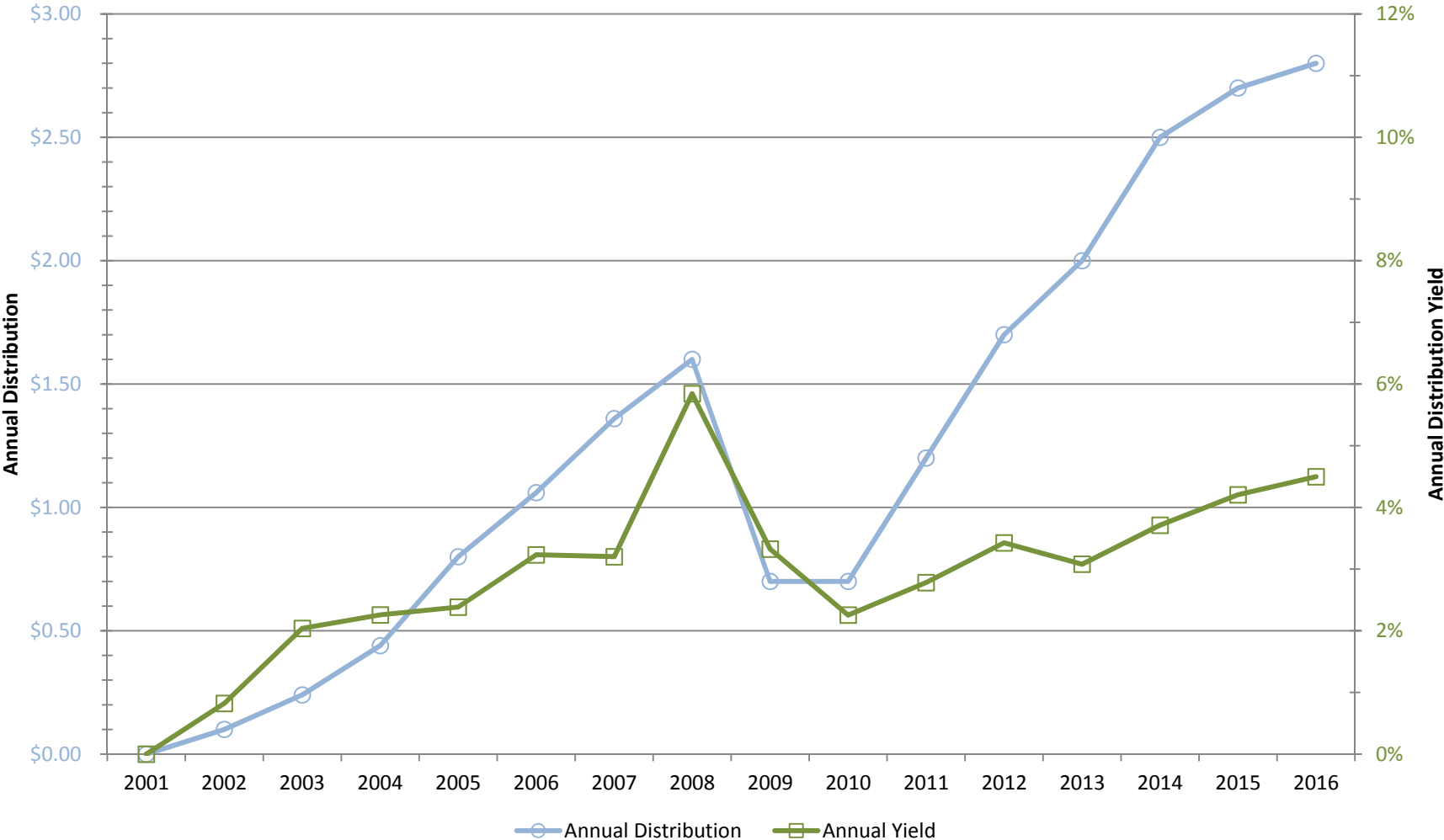
-  Hood Canal Tree Farm
-  Columbia Tree Farm
-  Fund Tree Farms

Real Estate

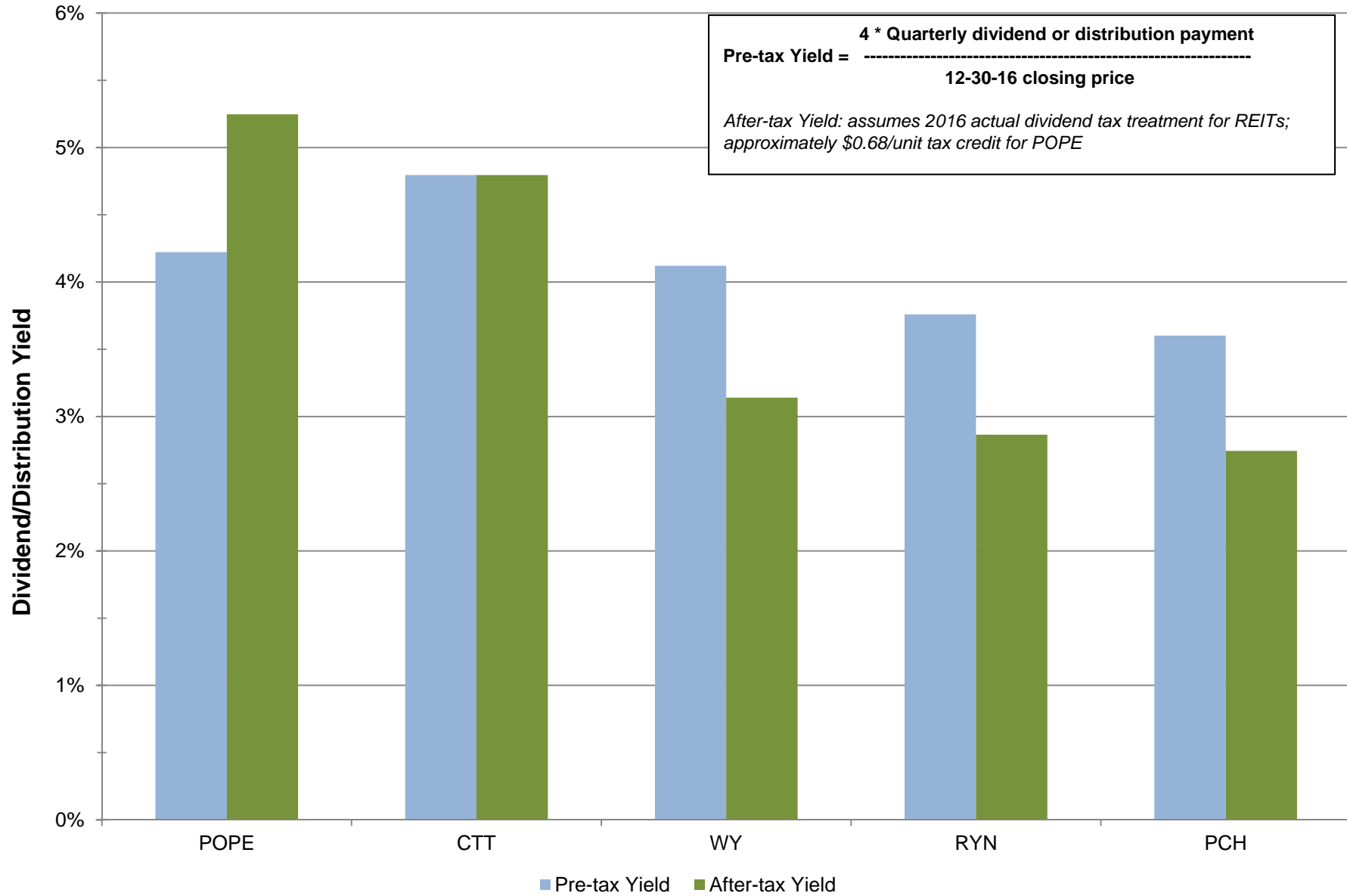
-  Harbor Hill (Gig Harbor)
-  Port Gamble



Unit Distributions Have Increased Since the End of the GFC



Before and After Tax Yields



MLP Structure: Favorable Tax Treatment

- Taxable income and losses pass through MLP at different tax rates to holders of POPE units
- Sale of timber is treated as capital gain, taxed at lower capital gains tax rate
- Remainder of business activity generally results in an ordinary loss, taxed at marginal ordinary income rate, generating a tax benefit
- A REIT does not enjoy segregation of the capital gain and ordinary loss

	2016 Tax Year	Tax Impact to Individual of POPE Units		Proforma Tax Impact as a REIT		MLP Tax Savings Versus a REIT
		Top Tax Rate	Tax (Cost)/Benefit	Top Tax Rate	Tax (Cost)/Benefit ³	
Pope Resources K-1 (per unit) ¹						
Ordinary loss	(\$5.07)	39.6%	\$2.01			
Capital gain-timber	4.28	23.8%	(1.02)			
Capital gain-land	0.01	23.8%	(0.00)			
Interest income	-	39.6%	-			
Total	(\$0.78)		\$0.99			
Suspended loss ²	\$0.78	39.6%	(0.31)			
Total	\$0.00		\$0.68	23.8%	\$0.00	\$0.68

¹ Income components provided above are at an aggregate level. Each unitholder's allocation of income will be different depending on the date and price at which POPE units were purchased.

² Unitholders can only take losses up to the sum of gains in current year. Suspended losses may carry over to future years.

³ A dividend paid by a REIT during a year when a loss was incurred is treated as non-taxable return of capital.



Fee Timber

Fee Timber Strategy and Market Dynamics

Strategies

- Actively manage for long-term value maximization 118,000 acres of Partnership timberland with a sustained yield of 52 MMBF
- Employ value-adding silvicultural practices to maximize net present value at harvest
- Opportunistically acquire small tracts to replace land that has been sold as development property

Log Market Dynamics

- Pacific Northwest log markets enjoy access to competitive domestic and export markets
- Domestic market continues measured improvement
 - Stronger domestic log demand with growing U.S. housing starts, improvement in job market, low mortgage rates
- Export market diversification was key to log market recovery during GFC
 - Export market remains important source of demand
 - Canadian timber supply is contracting due to Mountain Pine Beetle infestation

Biological Growth and Timber Optionality

Biological growth

- Continues throughout the business cycle
- Accurately projecting forest growth over an entire rotation is prerequisite to successful timberland investing
- Level of timberland management activity will be one of the factors that must be taken into account when projecting forest growth

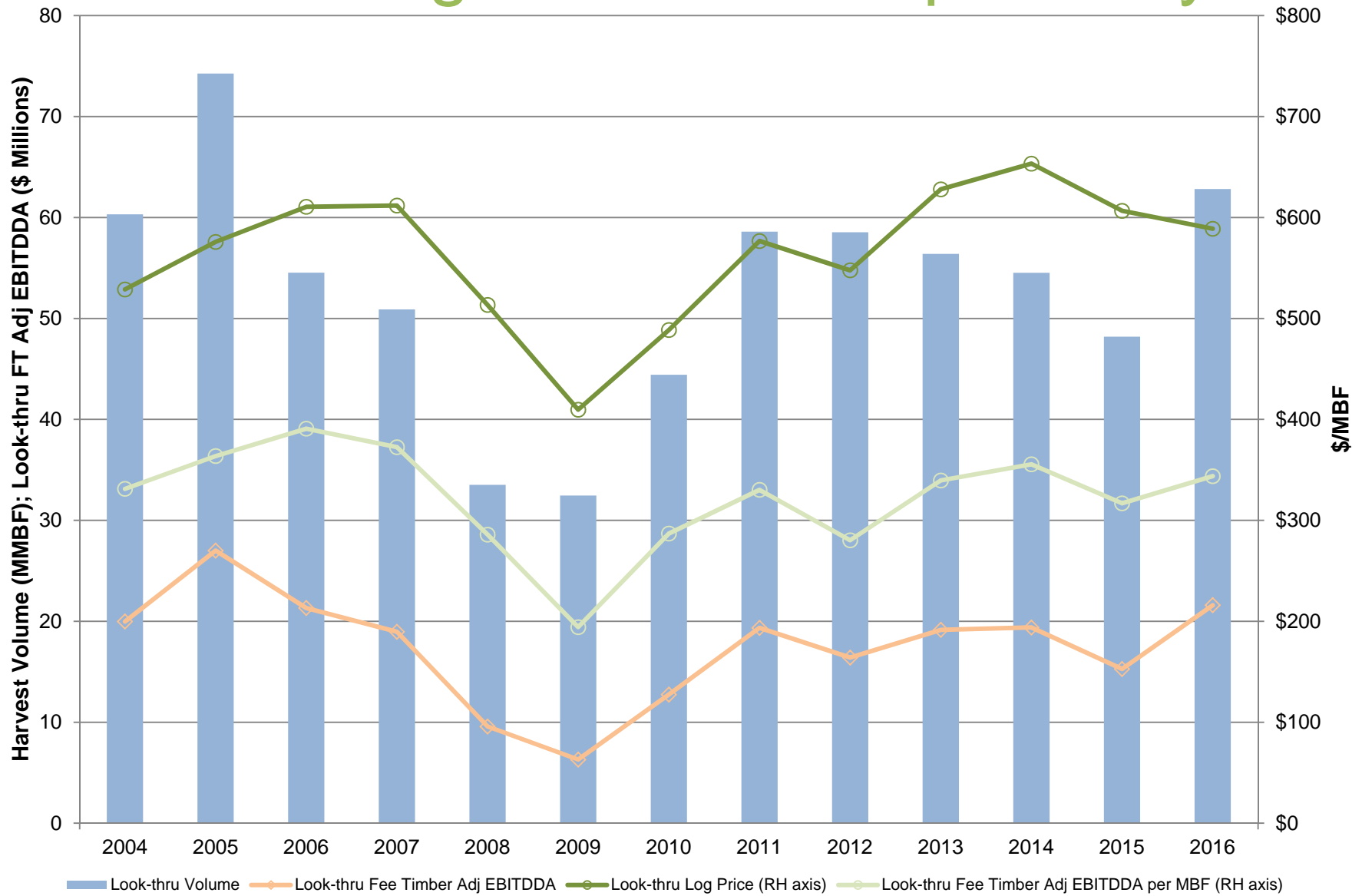
Timber optionality

- Ability to allow timber to continue growing on-the-stump past the planned rotation age during soft log markets distinguishes timber from other inventoried commodity products
- Growth will help pay the cost of capital during the deferral period by increasing both the volume and the quality of timber at harvest (more sawlogs, less chip-n-saw and pulp)

Optimize Value of Stands

- Silviculture is the practice of establishing, growing, and managing trees
 - Planting, vegetation control, fertilization, spacing
- Regional expertise contributes to value-added silvicultural practices
 - Value-added silviculture is achieved through ongoing monitoring and investments in specific treatments where appropriate
 - Decisions related to silvicultural investments are made on a stand-by-stand basis, not by following a checklist
- Manage to a “target stand” of timber using NPV as a determining factor prior to making silvicultural investments
 - Target stand: Ideal characteristics of a stand at harvest that maximizes value; includes stocking level, volume
- Proper application of silvicultural prescription results in increased log revenue and reduced harvest & haul costs

Executing on Harvest Optionality



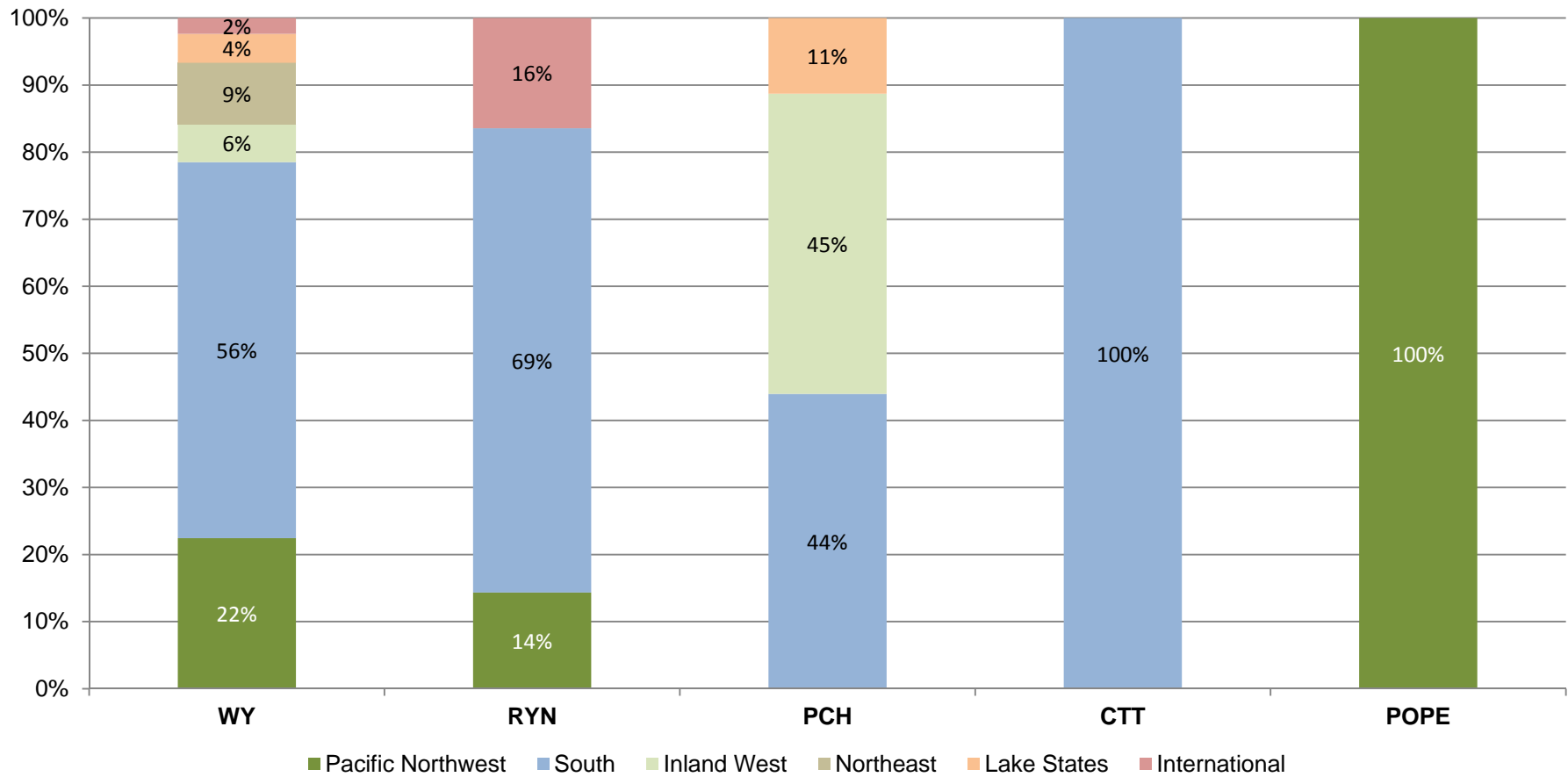
Carbon River and Small Tracts

- July 2016 acquisition of Carbon River tree farm
 - 7,324 acres for \$31.9 MM; 100% debt financed
 - 2.79% average interest rate (net of patronage)
 - 8% increase in annual sustainable harvest volume to 52 MMBF
 - Merchantable timber makes transaction immediately cash accretive
- Small tract program launched in 2014
 - Goal is to grow Partnership's timberland footprint and offset HBU sales in past years
 - To date, 4,051 acres have been acquired for \$14.4 MM in 11 separate transactions; \$3,559/acre

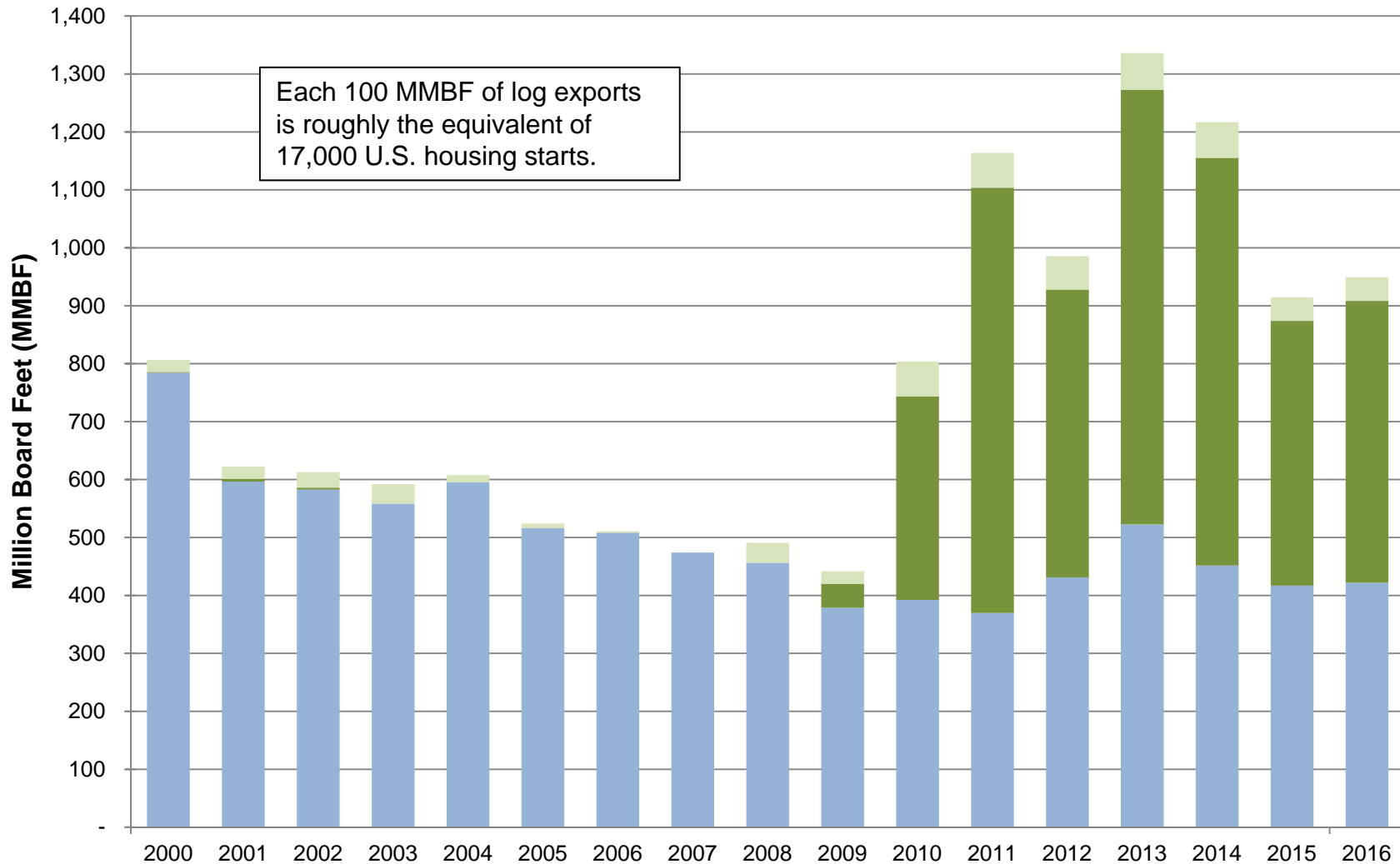
Pacific Northwest Focus

- Southern-focused companies heavily dependent on US housing market
- Pacific Northwest lands benefit from housing market as well as access to Asian log export market

Acres by U.S. Region



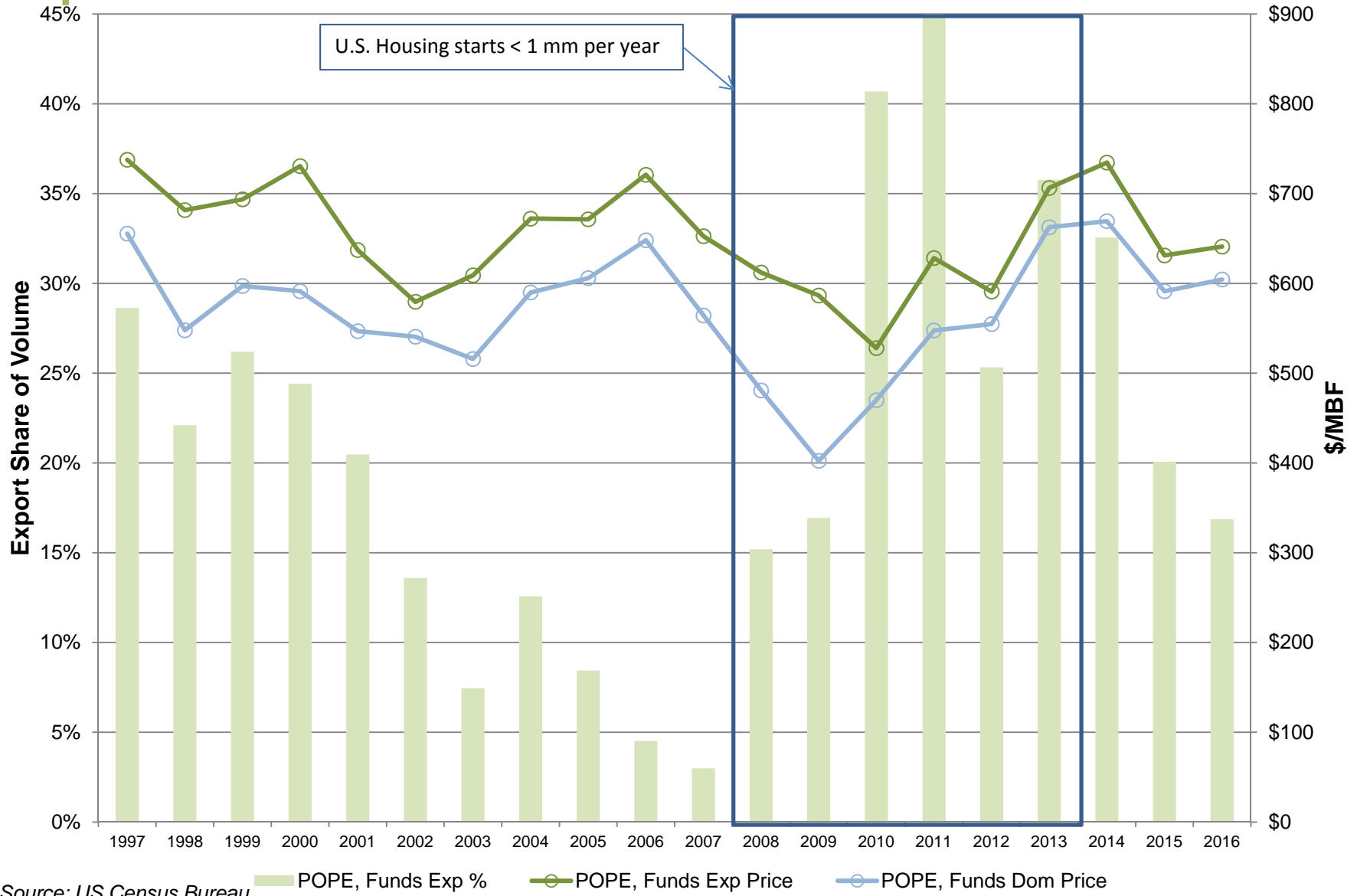
Log Exports from Pacific Northwest



Source: Jones Stevedoring Company

■ Japan ■ China ■ Korea

Export Sales Provide Market Diversification





Timberland Management

Private Equity Timber Fund Business

Economies of scale

- Co-investment by POPE in the funds enhances diversification of the Partnership's timberland holdings within the Pacific Northwest
- Increased acres and harvest volume provide additional scale in log markets
- Active participation in timberland markets throughout the business cycle improves management understanding of timberland values
- Enables the Partnership to attract better talent to the management team

Source of cash flow

- Fund II & III current portfolios generate \$1.9 million of annual asset management fee (AMF) revenue from third-party investors
- These fees, combined with distributions from co-investments in funds, represent a meaningful source of POPE's distributable cash

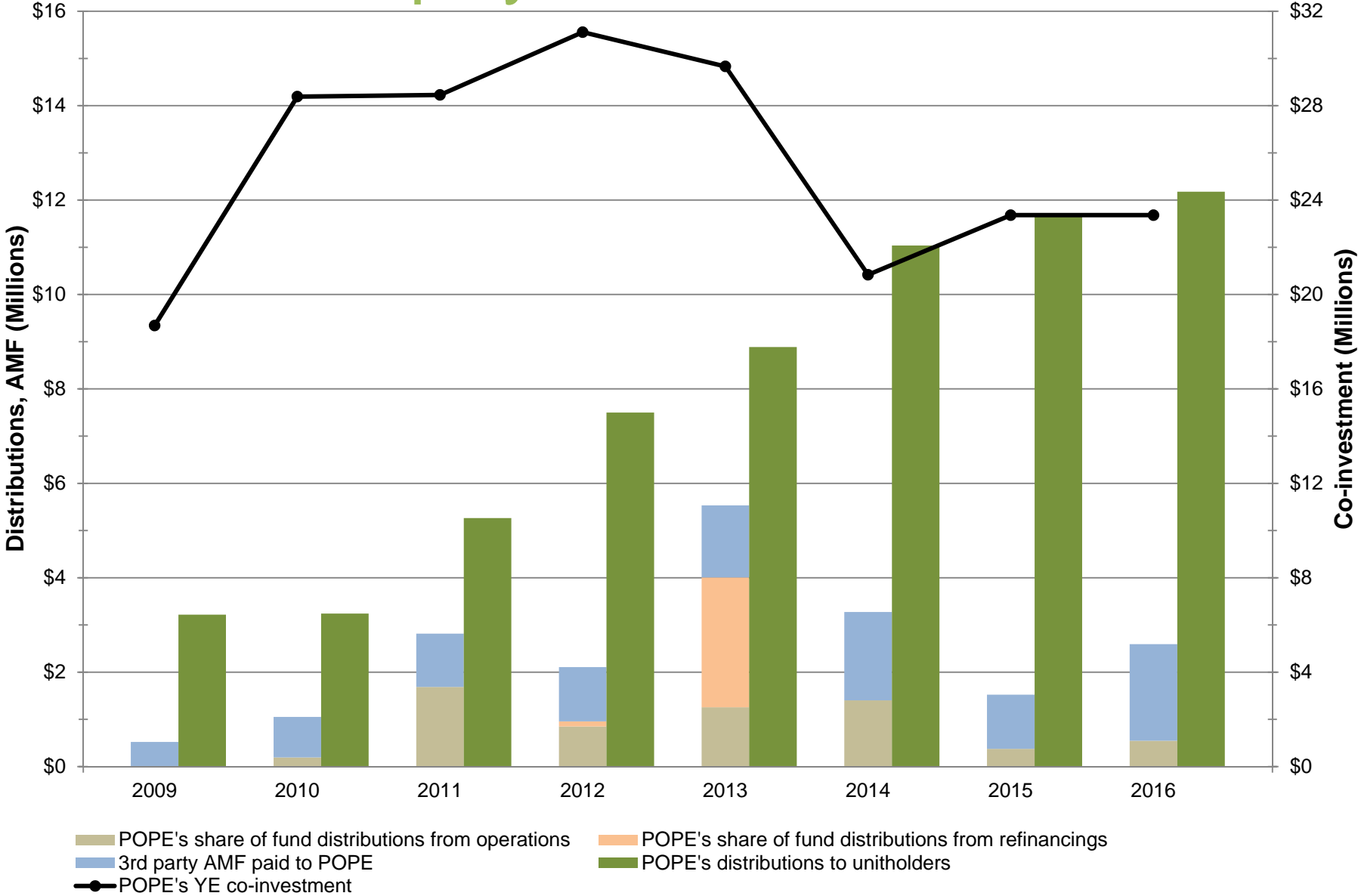
Historical ORM Timber Fund Results

(Inception to December 31, 2016)

(in millions)	Third-party		Total
	POPE	investors	
Paid-in capital	\$37.8	\$283.9	\$321.8
Distributions from operations	6.6	33.4	40.1
Distributions from refinancings	2.9	11.7	14.5
Distributions from asset sales	13.7	54.9	68.6
Residual value	33.9	268.0	301.9
Carried interest*	9.0	0.0	9.0
IRR	9.7%	5.7%	6.4%

* Carried interest is not paid to POPE until the investors have received, in cash, all of their paid-in capital plus a preferred return of 8.0% annualized. This is unlikely to happen until a timber fund's properties are sold and the proceeds are distributed to investors. \$9.0 million represents the carried interest that would have been due to POPE had the Fund II properties been sold on 12/31/16 at their appraised value. The Fund II term does not end until March 2021.

Private Equity Timber Fund Business





Real Estate

Suburban Seattle Land Development Expertise

Strategies

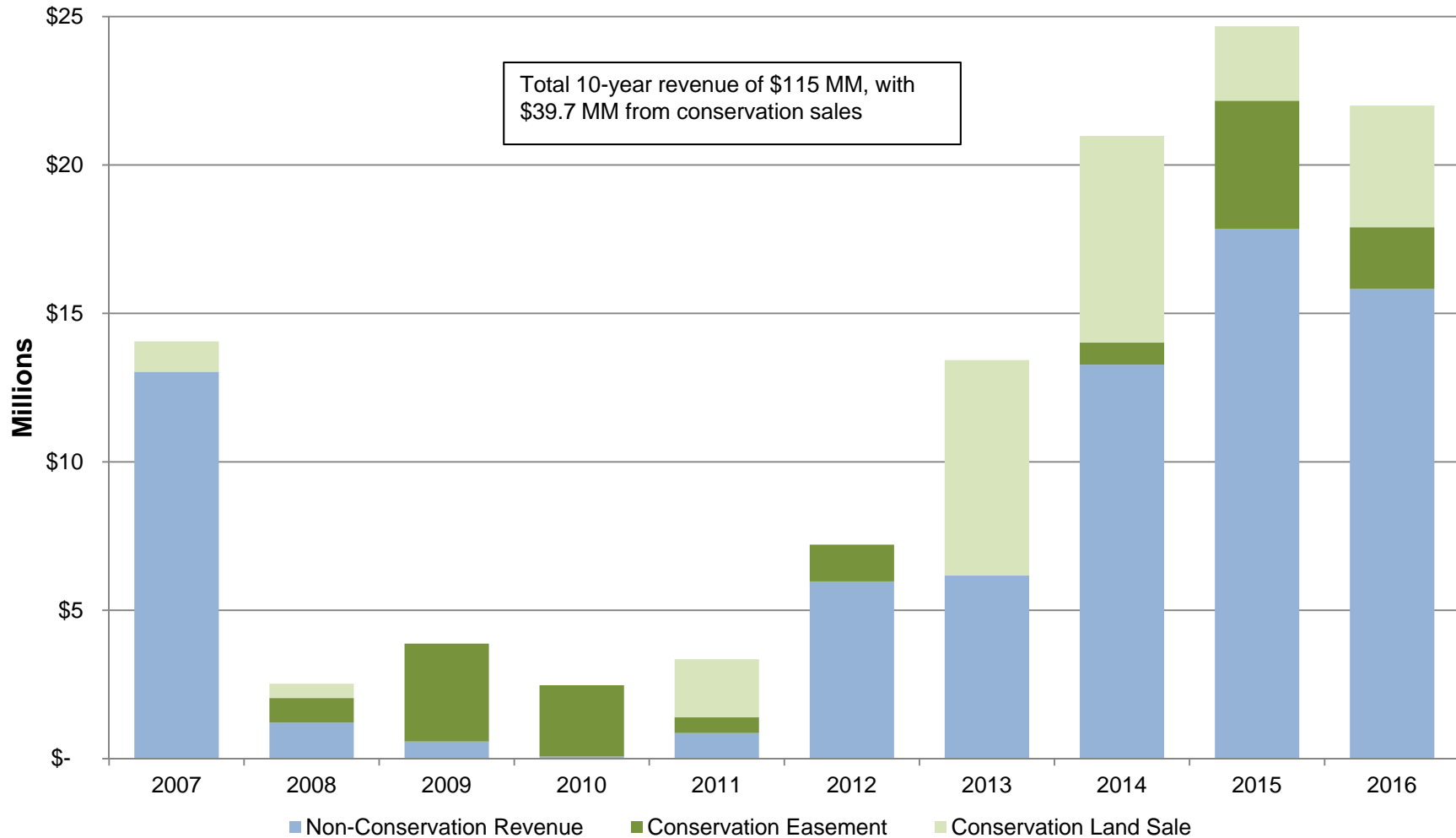
- We enhance land value through entitling and developing currently-owned land for sale to end users such as residential or commercial builders
- We sell land and easements for conservation purposes on properties where appropriate
 - \$28.0 million in conservation sales from 2013-16
- We acquire, entitle, and/or develop third-party properties

Differentiating Advantages

- Seattle metropolitan area consistently near the top of U.S. markets for new jobs, wage growth, and real estate investment
- Pope Resources is a large and well-capitalized real estate developer in the West Puget Sound market
 - Creates opportunities to add value to our existing Partnership land portfolio
 - Our reputation often results in landowners seeking our expertise and capital for land development opportunities in the West Puget Sound market
- Skill at cultivating grassroots support for projects creates unique opportunities to generate value through entitlements

Conservation-Based Sales

Sales of land and conservation easements to conservation-oriented buyers have been significant contributors to RE revenue



Gig Harbor Project

Residential

- Sold 255 single-family lots and one multi-family parcel in 2015-16 for \$33.0 million, expect most of our remaining 158 lots to be sold through 2017

Commercial

- Working with grocer anchor and retail developer for 18-acre retail village site for possible sale in 2017 or 2018

Business Park

- Elementary school sale of 14 acres in Q4 2013 for \$4.4 million
- 11 acres remaining



North Kitsap Monetization Strategy

- Plan set in 2011 to sell 6,700 acres of timberland in Kitsap County for conservation and public access
- In 2014, closed on 901 acres for \$6.6 million
- In 2015, closed on 180 acres for \$920,000
- In 2016, closed on 1,356 acres for \$2.3 million
- Currently \$1.2 million in public funding has been approved, with other grants submitted, for additional acquisitions pending company approval of appraisals
- Kitsap County and conservation group Forterra are leading a fundraising effort to raise additional acquisition funding in 2017

Port Gamble

Redevelopment

- Kitsap County Public Utilities District obtained state grant and extended 3-mile water main which tied to town in 2015
- A new wastewater treatment plant will be completed in 2017, including removal of existing outfall
- An application to construct up to 242 new homes, a hotel, and additional commercial buildings submitted to Kitsap County and will be revised in 2017

Port Gamble Bay clean-up

- Final in-water clean-up actions began in 2015 to dredge sediments, remove piles and structures, and place clean caps
- In-water work completed in January 2017, but final disposition of sediments and smaller environmental projects may continue through 2018
- \$9.0 million anticipated to be spent in 2017, plus \$3.8 million in the following years



APPENDIX A

ADDITIONAL MATERIALS

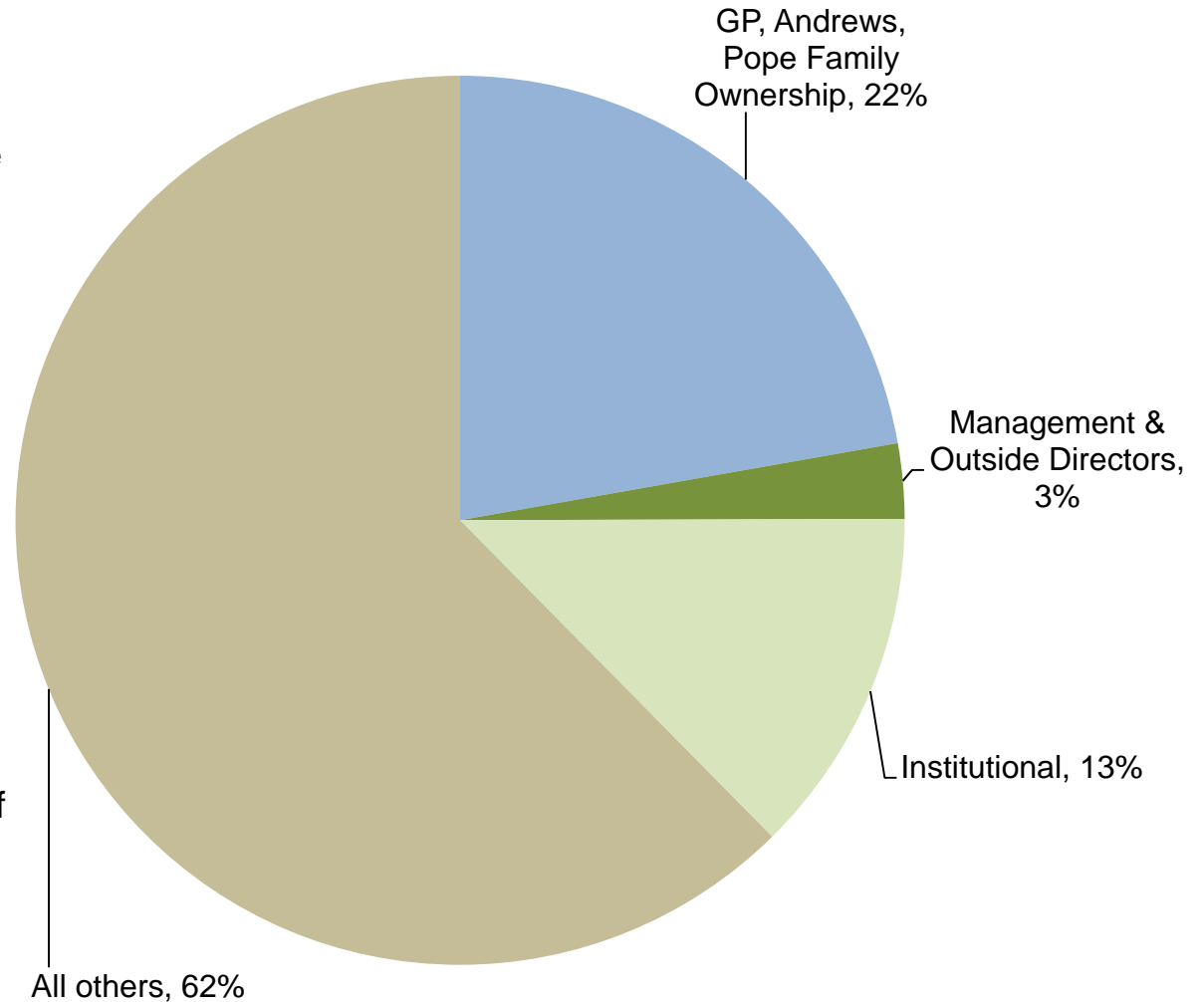
Ownership Detail

General Partners

- Two corporate GP's collectively own 1.4% of Pope Resources
- Each of the GP's are owned 50/50 by Pope and Andrews families
- \$150,000/year management fee, unchanged since spinoff

Limited Partners

- Family position at 22% (including GP interest)
- Management and outside directors at 3%
- Total institutional ownership of 13%
- 62% held by high net worth and retail investors



Capital Allocation Priorities and Growth

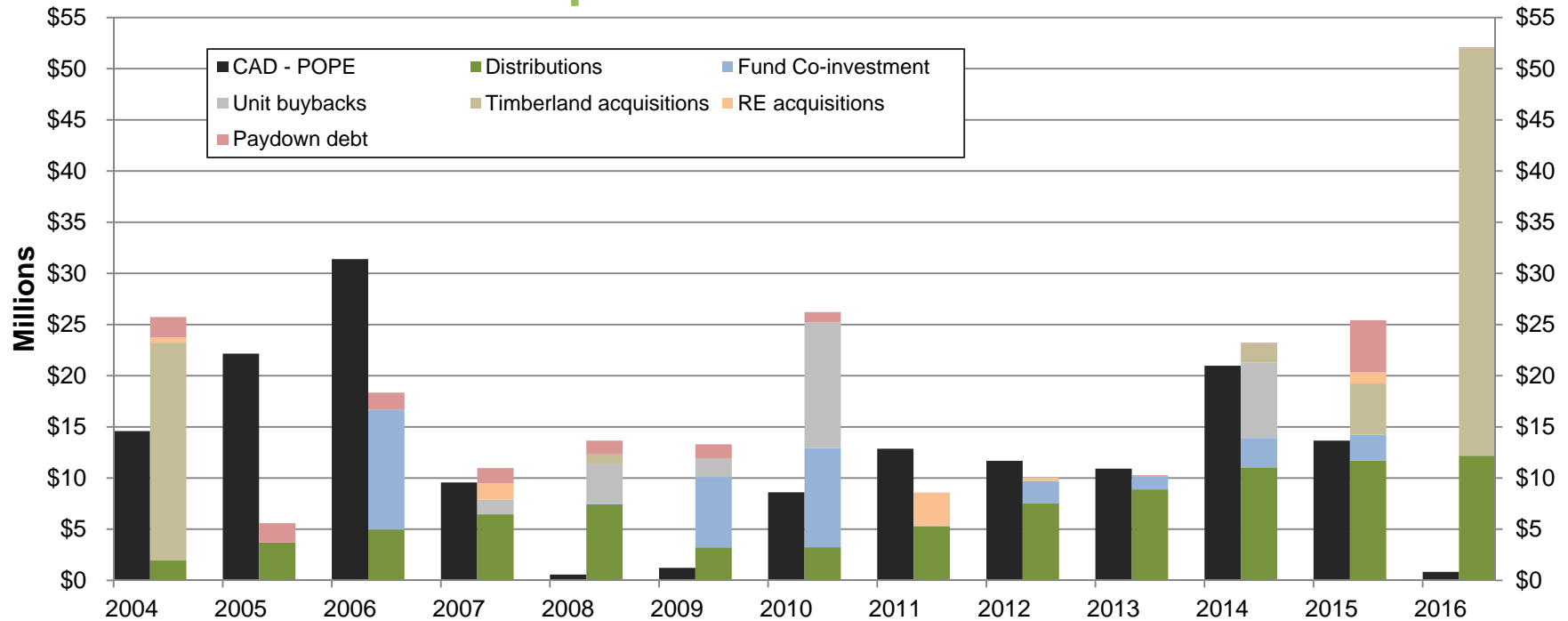
Capital Allocation Priorities

- Unitholder distribution
- Co-investment in private equity timber funds
- Small tract timberland acquisitions
- Real Estate project investments
- Opportunistically repurchase units

Sources of Growth Capital

- Organic cash flow generation from timber harvest, monetization of Real Estate portfolio, and private equity timber fund management fees
- \$15 mm undrawn debt facility in place, plus \$12 mm undrawn LOC capacity
- 20% net debt to enterprise value, compared to Timber-REIT average of 22%

Capital Allocation



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Cash Available for Distribution (CAD)*	\$14.6	\$22.2	\$31.4	\$9.6	\$0.6	\$1.2	\$8.6	\$12.9	\$11.7	\$10.9	\$21.0	\$13.7	\$0.8
Uses of CAD													
Distributions	2.0	3.7	5.0	6.4	7.4	3.2	3.2	5.3	7.5	8.9	11.0	11.7	12.2
Fund Co-investment	-	-	11.7	-	0.1	6.9	9.7	0.1	2.2	1.3	2.9	2.5	-
Unit buybacks	-	-	-	1.4	3.9	1.8	12.3	-	-	-	7.4	-	0.0
Timberland acquisitions	21.2	-	-	-	0.9	-	-	0.0	-	-	1.8	5.0	39.8
RE acquisitions	0.5	-	-	1.6	-	-	-	3.2	0.3	-	-	1.1	-
Paydown debt	2.0	1.9	1.7	1.5	1.3	1.4	1.0	0.0	0.0	0.1	0.1	5.1	0.1
Total use of CAD	\$25.7	\$5.6	\$18.3	\$11.0	\$13.7	\$13.3	\$26.2	\$8.6	\$10.1	\$10.3	\$23.2	\$25.4	\$52.1

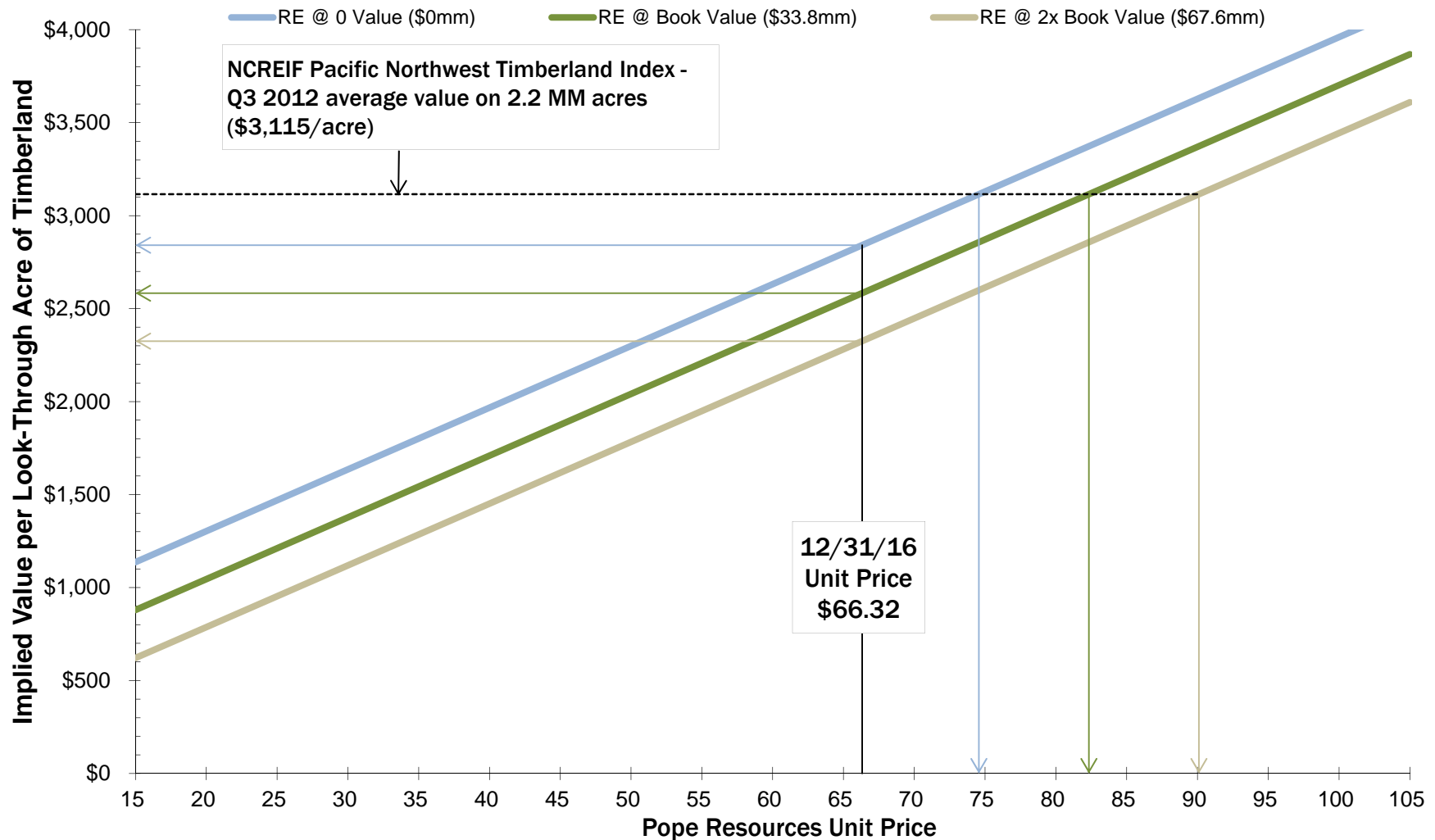
*See appendix for definition and reconciliation of non-GAAP measure CAD.

PNW Westside Transactions 2014–Current

Property	Seller	Buyer	Acres (000's)	Value (\$MM)	\$/Acre
2014					
OR - North Umpqua	FIA	Lone Rock Timber	7	\$24	\$3,499
OR - Sixes	Plum Creek	Campbell Global	9	\$21	\$2,457
WA - Green River	ORM Timber Fund I	Conservation Forestry	15	\$39	\$2,552
OR - Deer Creek	HTRG	ORM Timber Fund III	13	\$72	\$5,588
WA - Mineral	ORM Timber Fund I	Sierra Pacific Industries	9	\$32	\$3,695
WA - Naselle	Conservation Forestry	Campbell Global	7	\$30	\$4,443
WA - Merrill Toutle	GMO	FIA	12	\$32	\$2,781
OR - Gravel Creek	Plum Creek	Campbell Global	8	\$29	\$3,749
OR - Salem	HTRG	Hampton Affiliates, Starker Forests	16	\$72	\$4,573
OR - Applegate	HTRG	Murphy	48	\$66	\$1,377
OR - Cow Creek	Fruit Growers	Umpqua Tribe	3	\$4	\$1,515
2015					
WA - Olympic Peninsula	Rayonier	Hoh River Trust	3	\$7	\$2,200
OR - Scappoose	BTG Pactual	Rayonier	6	\$34	\$6,103
WA - Murray Pacific	Murray Pacific	Sierra Pacific	54	\$189	\$3,500
WA - Nisqually	Conservation Forestry	Hampton Affiliates	13	\$52	\$4,105
WA - Mashel TWR	Conservation Forestry	Hampton Affiliates	5	\$25	\$4,967
WA - Snoqualmie	HTRG	Campbell Global	100	\$420	\$4,189
WA - Mashel	HTRG	ORM Timber Fund III	15	\$51	\$3,337
2016					
OR/WA - Menasha	Campbell Global	Rayonier	61	\$263	\$4,311
OR/WA - Menasha	Campbell Global	FIA	71	\$296	\$4,180
WA - Coastal	Rayonier	FIA	55	\$130	\$2,364
WA - Carbon River	HTRG	Pope Resources	7	\$32	\$4,356
WA - Willapa	HTRG	Greenwood Resources	8	\$31	\$3,735
WA - Wallace Falls	Campbell Global	Sierra Pacific Industries	12	\$52	\$4,493
WA - Cedar River	Green Diamond Resource Company	Conservation Forestry	18	\$53	\$3,003
OR - Rosboro	Rosboro	Campbell Global	93	\$341	\$3,656
2017					
Oregon - Rockaway	ORM Timber Fund II	Greenwood Resources	6	\$27	\$4,108
Washington - Elkhorn	HTRG	Greenwood Resources	9	\$26	\$2,940
4-Year Total			683	\$2,450	\$3,597

Source: ORM, Timberland Markets Report, ForestWeb, Public Announcements

Gap Between Public and Private Timberland Value



* In Q4 2012 and Q1 2013, NCREIF added 1.2 million acres of timberland east of the Cascades to the PNW index which significantly reduced the average value of the index and resulted in changing its name to the NW index. The Q3 2012 value, though dated, is a more accurate representation of the Partnership's look-through timberland holdings.

APPENDIX B

FINANCIALS

Pope Resources Balance Sheet

(in \$ millions)

	December 31, 2016							
	A	B	C	B + C	D	A + B + C + D	- C	A + B + D
	Partnership	Funds		Total	Eliminations	Consolidated	NCI	Attrib. to Unitholders
POPE		NCI						
Assets								
Cash & cash equivalents	\$1.9	\$0.2	\$0.9	\$1.1		\$3.0	(\$0.9)	\$2.1
Other current assets	13.8	2.9	13.3	16.2	(\$0.7)	29.3	(13.3)	16.0
Timber & roads, net	66.7	17.3	195.8	213.1		279.8	(195.8)	84.0
Timberlands	18.2	3.4	32.7	36.1		54.3	(32.7)	21.6
Land held for development	24.4	-	-	-		24.4	-	24.4
Buildings & equipment, net	5.6	-	-	-		5.6	-	5.6
Other assets	20.2	-	-	-	(17.5)	2.7	-	2.7
Total assets	\$150.8	\$23.8	\$242.7	\$266.5	(\$18.2)	\$399.1	(\$242.7)	\$156.4
Liabilities & Equity								
Current liabilities (excl. current portion of long-term debt)	\$14.4	\$0.2	\$2.1	\$2.3	(\$0.7)	\$16.0	(\$2.1)	\$13.9
Total debt (current and long-term)	73.1	6.6	50.7	57.3		130.4	(50.7)	79.7
Other liabilities	4.2	-	-	-		4.2	-	4.2
Total liabilities	91.7	6.8	52.8	59.6	(0.7)	150.6	(52.8)	97.8
Partners' capital	59.1	17.0	189.9	206.9	(17.5)	248.5	(189.9)	58.6
Total liabilities & partners' capital	\$150.8	\$23.8	\$242.7	\$266.5	(\$18.2)	\$399.1	(\$242.7)	\$156.4

Pope Resources Income Statement

(in \$millions)

	Year Ended December 31, 2016								
	A	B	C	B + C	D	A + B + C + D	- C	E	A + B + D + E
	Partnership	Funds		Total	Eliminations	Consolidated	NCI Reclass*	3rd Party Fees**	Attributable to Unitholders
Revenue	\$63.2	\$2.7	\$18.3	\$21.0	(\$3.8)	\$80.4	(\$18.3)	\$3.5	\$65.6
Cost of sales	(30.1)	(2.1)	(15.0)	(17.1)		(47.2)	15.0		(32.2)
Operating expenses	(18.6)	(0.7)	(5.3)	(6.0)	3.8	(20.8)	5.3	(\$3.5)	(19.0)
Environmental remediation	(7.7)	-	-	-		(7.7)	-		(7.7)
Gain (loss) on timberland sale	0.8	-	0.2	0.2		1.0	(0.2)		0.8
Operating income	7.6	(0.1)	(1.8)	(1.9)	-	5.7	1.8	-	7.5
Net interest expense	(1.2)	(0.3)	(2.0)	(2.3)		(3.5)	2.0		(1.5)
Income tax expense	(0.1)	-	(0.1)	(0.1)		(0.2)	0.1		(0.1)
Net income	\$6.3	(\$0.4)	(\$3.9)	(\$4.3)	\$0.0	\$2.0	\$3.9	\$0.0	\$5.9
Noncontrolling interests (NCI)						3.9			
Net income attributable to unitholders						\$5.9			\$5.9

* Represents 80% of Fund II and 95% of Fund III fees paid by third party investors

** Reclassifying the NCI portion of operations from the Funds to the appropriate income statement lines

Pope Resources Statement of Cash Flows

(in \$millions)

	Year Ended December 31, 2016						
	A	B	C	B + C	A + B + C	- C	A + B
	Partnership	Funds			Consolidated	- C NCI	A + B Attrib. to Unitholders
POPE		NCI	Total				
Cash flows from operating activities:							
Net income (loss)	\$6.2	(\$0.3)	(\$3.9)	(\$4.2)	\$2.0	\$3.9	\$5.9
Depletion	3.6	0.9	8.2	9.1	12.7	(8.2)	4.5
Depreciation and amortization	0.7	-	-	-	0.7	-	0.7
Basis of land sold	12.4	-	-	-	12.4	-	12.4
Capitalized development activities	(14.0)	-	-	-	(14.0)	-	(14.0)
(Gain) loss on sale of timberland	(0.8)	-	(0.2)	(0.2)	(1.0)	0.2	(0.8)
Equity based compensation, net of tax benefit	0.9	-	-	-	0.9	-	0.9
Environmental remediation accrual	7.7	-	-	-	7.7	-	7.7
Environmental remediation cash spend	(11.7)	-	-	-	(11.7)	-	(11.7)
Changes in working capital	(3.4)	(0.1)	(1.0)	(1.1)	(4.5)	1.0	(3.5)
Net cash provided by (used in) operating activities	\$1.6	\$0.5	\$3.1	\$3.6	\$5.2	(\$3.1)	\$2.1
Cash flows from investing activities:							
Capital expenditures	(\$1.1)	(\$0.1)	(\$0.8)	(\$0.9)	(\$2.0)	\$0.8	(\$1.2)
Proceeds from sale of timberland	0.9	0.1	0.6	0.7	1.6	(0.6)	1.0
Acquisition of timberland	(39.8)	-	-	-	(39.8)	-	(39.8)
Net cash provided by (used in) investing activities	(\$40.0)	\$0.0	(\$0.2)	(\$0.2)	(\$40.2)	\$0.2	(\$40.0)
Cash flows from financing activities:							
Line of credit borrowings	\$22.8	\$0.0	\$0.5	\$0.5	\$23.3	(\$0.5)	\$22.8
Line of credit repayment	(14.8)	-	(0.5)	(0.5)	(15.3)	0.5	(14.8)
Repayment of long-term debt	(0.1)	-	-	-	(0.1)	-	(0.1)
Issuance of long-term debt, net of issuance costs	37.8	-	-	-	37.8	-	37.8
Distributions paid	(12.2)	(0.5)	(5.2)	(5.7)	(17.9)	5.2	(12.7)
Distributions received	0.5	-	-	-	0.5	-	0.5
Other financing cash flows	(0.1)	-	-	-	(0.1)	-	(0.1)
Net cash provided by (used in) financing activities	\$33.9	(\$0.5)	(\$5.2)	(\$5.7)	\$28.2	\$5.2	\$33.4
Net increase (decrease) in cash and cash equivalents	(\$4.5)	\$0.0	(\$2.3)	(\$2.3)	(\$6.8)	\$2.3	(\$4.5)
Cash, beginning of period	6.3	0.3	3.1	3.4	9.7	(3.1)	6.6
Cash, end of period	\$1.8	\$0.3	\$0.8	\$1.1	\$2.9	(\$0.8)	\$2.1

Reconciliation of Non-GAAP Measures

(in \$ millions)

	Year Ended December 31, 2016						
	A	B	C	B + C	A + B + C	- C	A + B
	Partnership	Funds			Consolidated	NCI	Attrib. to Unitholders
POPE		NCI	Total				
Net income (loss)	\$6.2	(\$0.3)	(\$3.9)	(\$4.2)	\$2.0	\$3.9	\$5.9
Depletion	3.6	0.9	8.2	9.1	12.7	(8.2)	4.5
Depreciation and amortization	0.7	-	-	-	0.7	-	0.7
Interest expense, net	1.2	0.3	2.0	2.3	3.5	(2.0)	1.5
Income tax expense	0.1	-	0.1	0.1	0.2	(0.1)	0.1
EBITDDA	\$11.8	\$0.9	\$6.4	\$7.3	\$19.1	(\$6.4)	\$12.7
(Gain) loss on timberland sale	(0.8)	-	(0.2)	(0.2)	(1.0)	0.2	(0.8)
Environmental remediation expense	7.7	-	-	-	7.7	-	7.7
Adjusted EBITDDA	\$18.7	\$0.9	\$6.2	\$7.1	\$25.8	(\$6.2)	\$19.6
Net income (loss)	\$6.2	(\$0.3)	(\$3.9)	(\$4.2)	\$2.0	\$3.9	\$5.9
Depletion	3.6	0.9	8.2	9.1	12.7	(8.2)	4.5
Depreciation and amortization	0.7	-	-	-	0.7	-	0.7
Basis of land sold	12.4	-	-	-	12.4	-	12.4
Capitalized development activities	(14.0)	-	-	-	(14.0)	-	(14.0)
(Gain) loss on sale of timberland	(0.8)	-	(0.2)	(0.2)	(1.0)	0.2	(0.8)
Equity based compensation, net of tax benefit	0.9	-	-	-	0.9	-	0.9
Environmental remediation accrual	7.7	-	-	-	7.7	-	7.7
Environmental remediation cash spend	(11.7)	-	-	-	(11.7)	-	(11.7)
Changes in working capital	(3.4)	(0.1)	(1.0)	(1.1)	(4.5)	1.0	(3.5)
Net cash provided by operating activities	\$1.6	\$0.5	\$3.1	\$3.6	\$5.2	(\$3.1)	\$2.1
Capital expenditures	(1.1)	(0.1)	(0.8)	(0.9)	(2.0)	0.8	(1.2)
Cash available for distribution	\$0.5	\$0.4	\$2.3	\$2.7	\$3.2	(\$2.3)	\$0.9

Historical Harvest Volume, Financial Metrics

(in \$millions)	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Volume (MMBF)										
Partnership	57.8	42.6	47.1	48.5	52.1	50.7	42.3	32.5	32.5	49.8
Consolidated	97.3	83.7	97.3	89.3	84.4	90.2	53.0	32.5	37.7	55.2
Attrib. to unitholders	62.8	48.2	54.5	56.4	58.5	58.6	44.4	32.5	33.5	50.9
Revenue										
Partnership	\$63.2	\$57.5	\$60.1	\$50.4	\$42.1	\$38.4	\$27.5	\$21.6	\$25.0	\$50.0
Consolidated	\$80.4	\$78.0	\$87.5	\$70.7	\$54.0	\$57.3	\$31.2	\$20.5	\$28.2	\$51.9
Attrib. to unitholders	\$65.5	\$60.4	\$64.5	\$54.6	\$45.1	\$42.3	\$28.3	\$21.4	\$25.8	\$50.4
Net income										
Partnership	\$6.2	\$11.2	\$7.5	\$13.3	(\$4.2)	\$8.7	\$2.3	(\$0.0)	\$1.4	\$15.6
Consolidated	\$2.0	\$7.5	\$31.9	\$11.7	(\$6.8)	\$8.9	\$0.8	(\$1.2)	\$0.1	\$15.1
Attrib. to unitholders	\$5.9	\$10.9	\$12.4	\$13.1	(\$4.7)	\$8.8	\$2.0	(\$0.3)	\$1.2	\$15.5
EBITDDA										
Partnership	\$11.8	\$14.2	\$11.8	\$17.4	\$1.3	\$13.9	\$6.3	\$3.8	\$4.9	\$19.5
Consolidated	\$19.0	\$21.3	\$48.4	\$24.8	\$6.3	\$23.5	\$7.5	\$2.6	\$5.0	\$20.3
Attrib. to unitholders	\$12.7	\$15.3	\$18.4	\$19.0	\$2.3	\$15.9	\$6.5	\$3.6	\$4.9	\$19.6
Adj EBITDDA*										
Partnership	\$18.7	\$14.2	\$21.8	\$17.4	\$13.8	\$14.9	\$8.4	\$5.3	\$5.4	\$21.4
Consolidated	\$25.7	\$22.4	\$34.6	\$24.8	\$18.8	\$24.4	\$9.4	\$4.1	\$5.4	\$22.1
Attrib. to unitholders	\$19.6	\$15.3	\$23.6	\$19.0	\$14.8	\$16.8	\$8.6	\$5.1	\$5.4	\$21.5

* Adjusted EBITDDA defined as earnings before interest, taxes, depreciation, depletion, amortization, gain/loss on timberland sale, environmental remediation expense, financed debt extinguishment costs, and SLARS impairment.

Historical Financial Metrics

(in \$millions)	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
CF from ops										
Partnership	\$1.6	\$14.3	\$20.8	\$10.8	\$12.1	\$12.4	\$8.0	\$1.3	\$1.6	\$11.5
Consolidated	\$5.1	\$20.2	\$30.8	\$17.9	\$16.2	\$21.7	\$9.0	\$0.7	\$4.0	\$12.1
Attrib. to unitholders	\$2.1	\$15.1	\$22.2	\$12.3	\$13.0	\$14.2	\$8.2	\$1.2	\$2.1	\$11.6
CAD*										
Partnership	\$0.5	\$13.1	\$19.7	\$9.7	\$11.0	\$11.2	\$8.5	\$1.4	\$0.2	\$9.5
Consolidated	\$3.2	\$17.6	\$28.5	\$15.7	\$14.2	\$19.7	\$9.3	\$0.6	\$2.2	\$9.8
Attrib. to unitholders	\$0.8	\$13.7	\$21.0	\$10.9	\$11.7	\$12.9	\$8.6	\$1.2	\$0.6	\$9.6
Cash										
Partnership	\$1.9	\$6.3	\$14.5	\$5.7	\$2.5	\$0.2	\$0.2	\$6.0	\$15.9	\$1.7
Consolidated	\$2.9	\$9.7	\$24.0	\$7.0	\$3.8	\$2.7	\$2.4	\$7.2	\$18.0	\$2.2
Attrib. to unitholders	\$2.0	\$6.6	\$16.4	\$5.9	\$2.7	\$0.7	\$0.7	\$6.3	\$16.3	\$1.8
Debt										
Partnership	\$73.1	\$27.4	\$32.4	\$32.7	\$32.8	\$34.8	\$50.4	\$29.4	\$29.4	\$30.7
Consolidated	\$130.4	\$84.7	\$89.7	\$75.7	\$43.8	\$45.8	\$50.5	\$29.5	\$29.6	\$30.7
Attrib. to unitholders	\$79.7	\$34.0	\$39.0	\$38.6	\$35.0	\$37.0	\$50.4	\$29.4	\$29.4	\$30.7
Distributions										
Dollars	\$12.2	\$11.7	\$11.0	\$8.9	\$7.5	\$5.3	\$3.2	\$3.2	\$7.4	\$6.4
\$ / unit	\$2.80	\$2.70	\$2.50	\$2.00	\$1.70	\$1.20	\$0.70	\$0.70	\$1.60	\$1.36

* Cash Available for Distribution = Cash flow from operations, less maintenance capex (excludes timberland and building acquisitions and development capex already reflected in cash from op's), plus financed debt extinguishment costs.

Reconciliation of Non-GAAP Measures

Consolidated Adjusted EBITDDA by Segment

(in \$millions)

	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Fee Timber										
Operating income - internal	\$13.7	\$11.1	\$41.6	\$13.9	\$10.1	\$14.9	\$8.4	\$2.9	\$6.0	\$14.5
Depletion	12.6	9.9	12.2	10.8	10.0	11.8	5.1	2.1	3.4	4.8
Depreciation and amortization	0.2	0.3	0.3	0.3	0.3	0.3	0.2	0.4	0.3	0.3
(Gain) loss on timberland sold	(1.0)	1.1	(23.8)				(0.2)		(0.1)	
Adjusted EBITDDA - Fee Timber	\$25.6	\$22.4	\$30.4	\$25.0	\$20.4	\$27.0	\$13.5	\$5.4	\$9.6	\$19.6
Timberland Investment Management										
Operating income (loss) - internal	\$0.4	(\$0.7)	\$0.4	\$0.3	\$0.2	\$0.4	\$0.1	\$0.4	\$0.2	(\$0.2)
Depreciation and amortization	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1
Adjusted EBITDDA - TIM	\$0.4	(\$0.7)	\$0.4	\$0.3	\$0.2	\$0.4	\$0.1	\$0.4	\$0.3	(\$0.1)
Real Estate										
Operating income (loss) - internal	(\$3.4)	\$5.4	(\$2.6)	\$3.4	(\$11.0)	(\$0.3)	(\$0.7)	\$1.7	(\$1.4)	\$5.2
Depletion				0.5		0.1			0.5	0.0
Depreciation and amortization	0.4	0.3	0.3	0.3	0.8	0.3	0.2	0.2	0.2	0.2
Environmental remediation expense	7.7	0.0	10.0	0.0	12.5	1.0	0.9	0.0		1.9
Adjusted EBITDDA - Real Estate	\$4.7	\$5.7	\$7.7	\$4.2	\$2.3	\$1.1	\$0.4	\$1.9	(\$0.8)	\$7.3
General & Administrative										
Operating loss - internal	(\$5.1)	(\$5.1)	(\$3.9)	(\$4.7)	(\$4.2)	(\$4.2)	(\$4.7)	(\$3.7)	(\$4.0)	(\$4.8)
Depreciation and amortization	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.2
Adjusted EBITDDA - G&A	(\$5.1)	(\$5.0)	(\$3.8)	(\$4.6)	(\$4.1)	(\$4.1)	(\$4.5)	(\$3.5)	(\$3.8)	(\$4.6)

Note: Due to rounding, components may not foot or sum to total Adjusted EBITDDA presented elsewhere.

Accounting for Timber Fund Business

- POPE earns asset and timberland management fees from the Funds
- POPE's "controlling" role as GP or managing member of the Funds triggers requirement to consolidate Funds into POPE financials
- Consolidation results in elimination of all fees paid by the Funds to POPE

(in \$millions)

	2016	2015	2014	2013	2012	2011	2010	2009
Timber Fund acres under management at end of period (000's)	94	94	80	91	80	61	61	36
Management fees paid by Funds	\$3.3	\$2.2	\$3.3	\$2.8	\$2.2	\$2.4	\$1.5	\$0.9
Less: POPE's share of Fund management fees	(0.3)	(0.2)	(0.5)	(0.5)	(0.4)	(0.5)	(0.3)	(0.2)
Net management fee revenue	\$2.9	\$2.0	\$2.8	\$2.3	\$1.8	\$1.9	\$1.2	\$0.7
Externally reported TIM segment operating income (loss)	(\$2.6)	(\$2.6)	(\$2.3)	(\$2.0)	(\$1.6)	(\$1.5)	(\$1.2)	(\$0.4)
Addback of eliminated management fees & operating exp ⁽¹⁾	3.0	1.9	2.7	2.3	1.7	1.9	1.3	0.7
TIM segment operating income (internal reporting)	\$0.4	(\$0.7)	\$0.4	\$0.3	\$0.1	\$0.4	\$0.1	\$0.3
Impact of Funds on POPE cash flow								
Fees	\$2.9	\$2.0	\$2.8	\$2.3	\$1.8	\$1.9	\$1.2	\$0.7
Distributions from operations	0.5	0.4	1.4	1.3	0.8	1.7	0.2	-
Distributions from property sales, refinancings	-	1.8	11.9	2.7	0.1	-	-	-
Total	\$3.5	\$4.2	\$16.2	\$6.3	\$2.7	\$3.6	\$1.4	\$0.7

1) Eliminated for external reporting in consolidation