

Hans E. Vanden Noort
Senior Vice President and
Chief Financial Officer



2013 US Basic Materials Conference
December 10, 2013



Safe Harbor

Certain statements in this document regarding anticipated financial outcomes including earnings guidance, if any, business and market conditions, outlook 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," "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; the uncertainties of potential impacts of climate-related initiatives; changes in energy and raw material prices, particularly for our Performance Fibers business; impacts of the rising cost of fuel, including the cost and availability of transportation for our products, both domestically and internationally, and the cost and availability of third party logging and trucking services; unanticipated equipment maintenance and repair requirements at our manufacturing facilities; 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, including laws regarding air emissions and water discharges, remediation of contaminated sites, 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 and raw materials such as wood, energy and chemicals; 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 (such as the currently pending Chinese anti-dumping investigation of dissolving pulp, which has been disclosed in our public filings); 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 to fund distributions using cash generated through our taxable REIT subsidiaries, and changes in tax laws that could adversely affect tax treatment of our specific businesses or reduce the benefits associated with REIT status.

In addition, 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.

Additional factors are described in the company's most recent Form 10-K and 10-Q reports on file with the Securities and Exchange Commission. Rayonier assumes no obligation to update these statements except as is required by law.



Company profile

Investment grade timber REIT with diverse business mix

Segments

- Global forest products company with \$5.6 billion market cap*
 - Forest Resources
 - Real Estate
 - Performance Fibers

Revenue

- \$1.5 billion in revenues
- ~ 50% of sales to customers outside of US in ~ 20 countries

Dividends

- Dividend of \$1.96/share yields ~4.4%*
- Dividend generally taxed at capital gains rate
- Dividend growth a key element of overall strategy

Tax Status

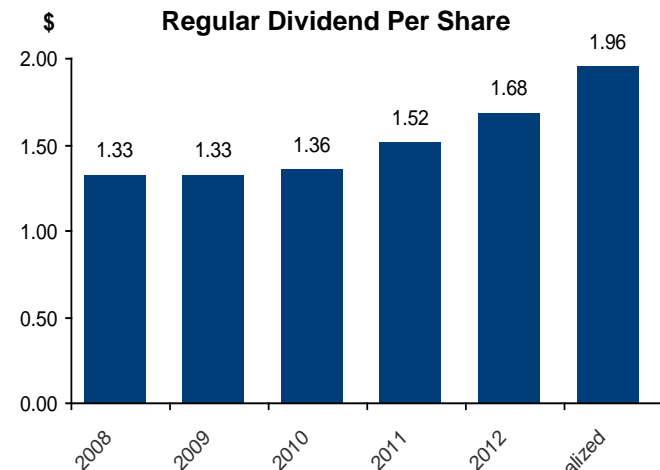
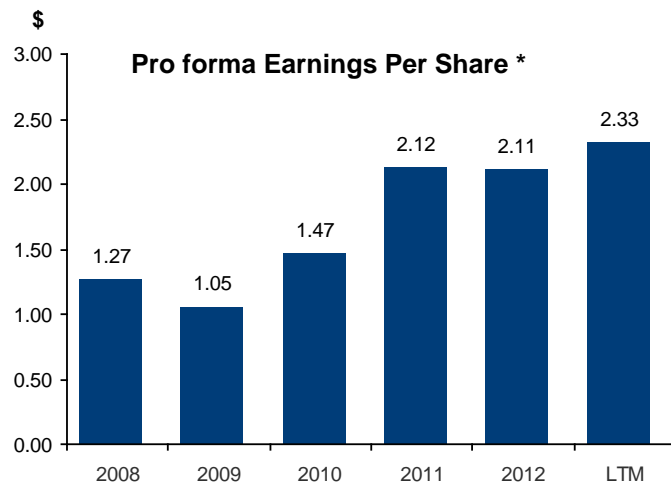
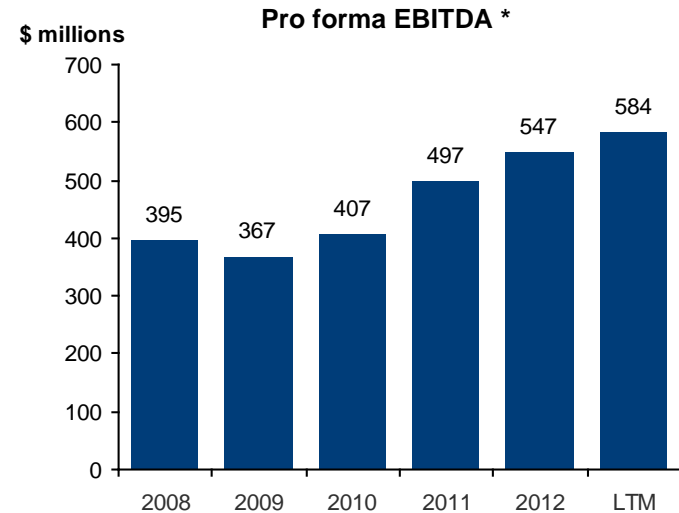
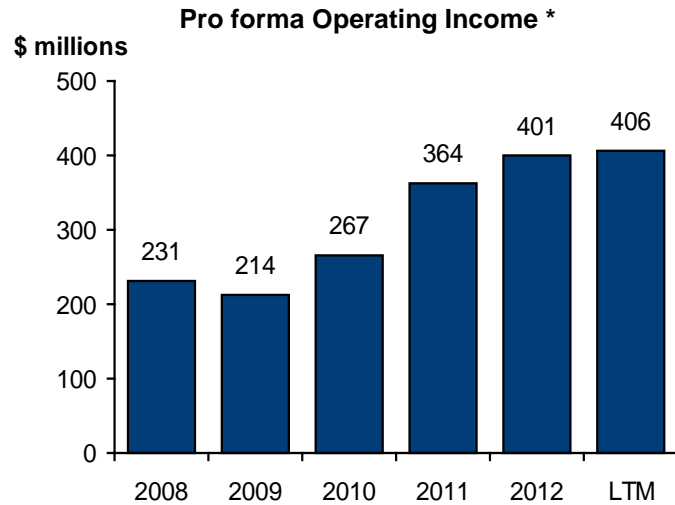
- Highly efficient REIT structure

Ratings

- Investment-grade debt ratings:
 - S&P BBB+ (Stable)
 - Moody's Baa1 (Stable)

* Based on share price of \$44.11 on November 29, 2013, and a quarterly dividend of \$0.49/share effective with the 3rd quarter 2013 distribution.

Superior performance

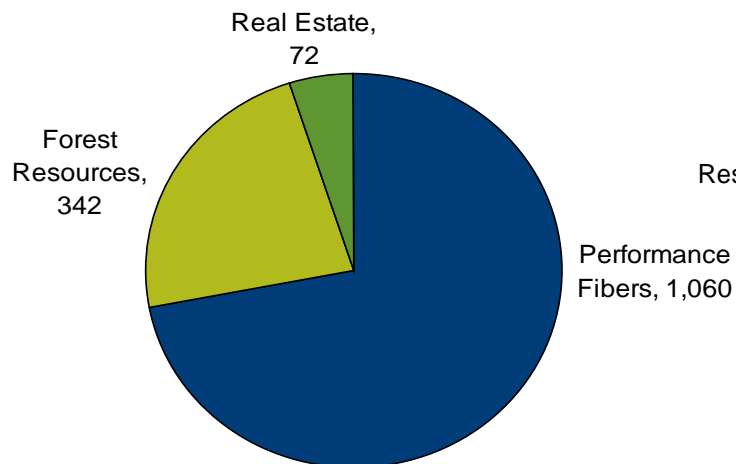


* Pro forma results are non-GAAP measures defined and reconciled in the Appendix. In the first quarter 2013, the Wood Products segment was sold. Results have been restated for all periods to exclude Wood Products.

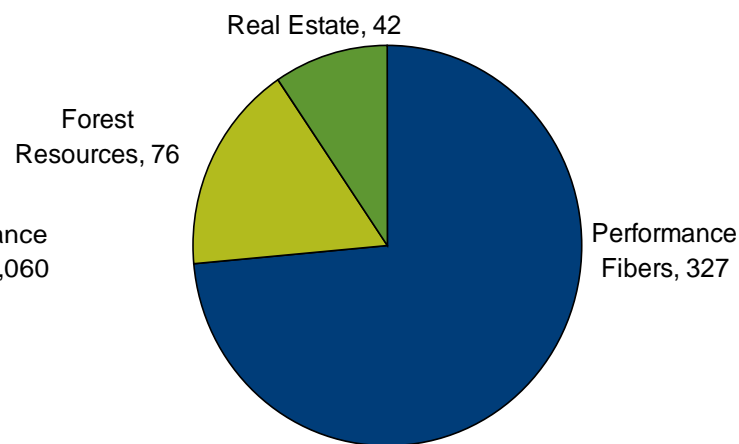
Segment financial summary (\$ millions)

September 30, 2013
LTM

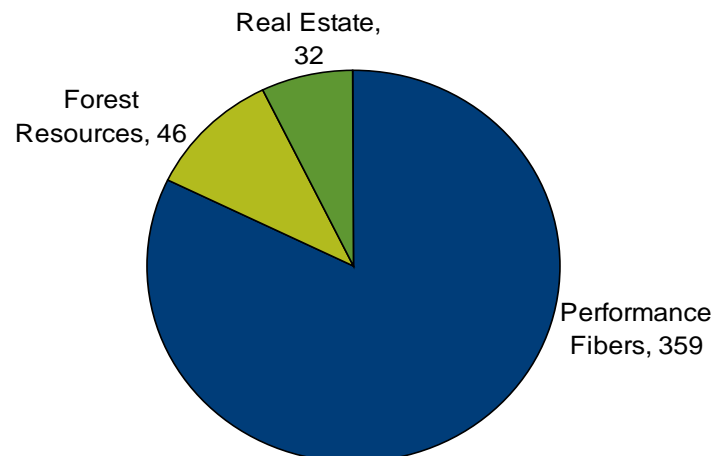
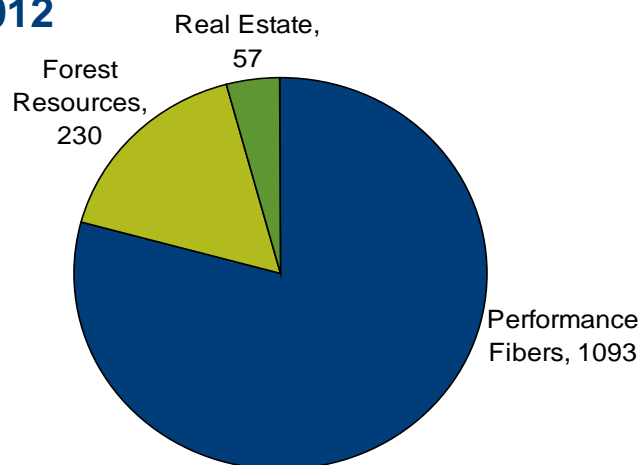
Revenue



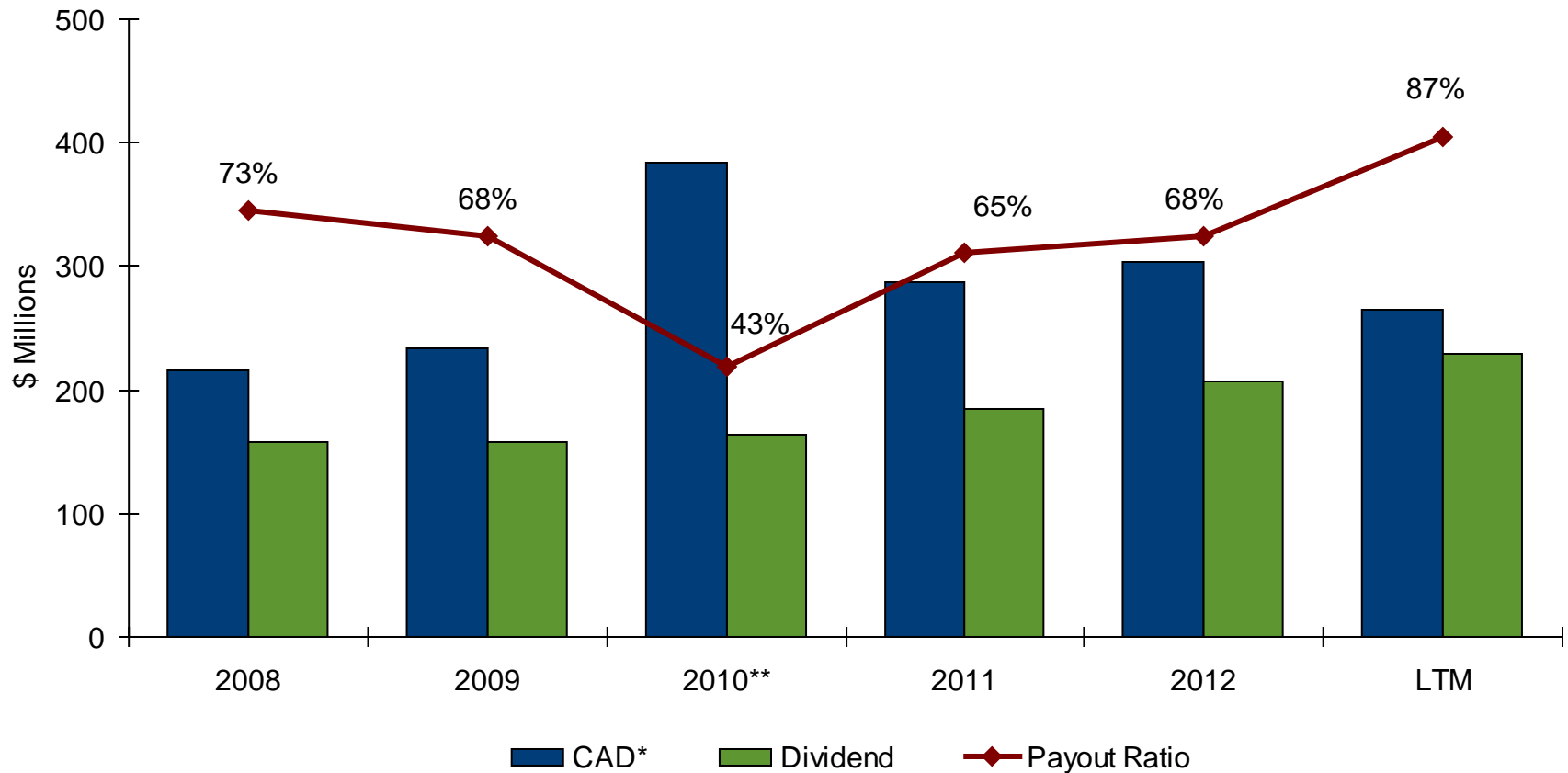
Operating Income



Full Year 2012



Cash flow strength supports dividend



* Cash Available for Distribution (CAD) is a non-GAAP measure defined and reconciled in the Appendix.

** 2010 CAD included \$189 million received from the alternative fuel mixture credit.

Nine dividend increases in past 11 years, including 11% dividend increase effective with the 3rd quarter 2013 distribution



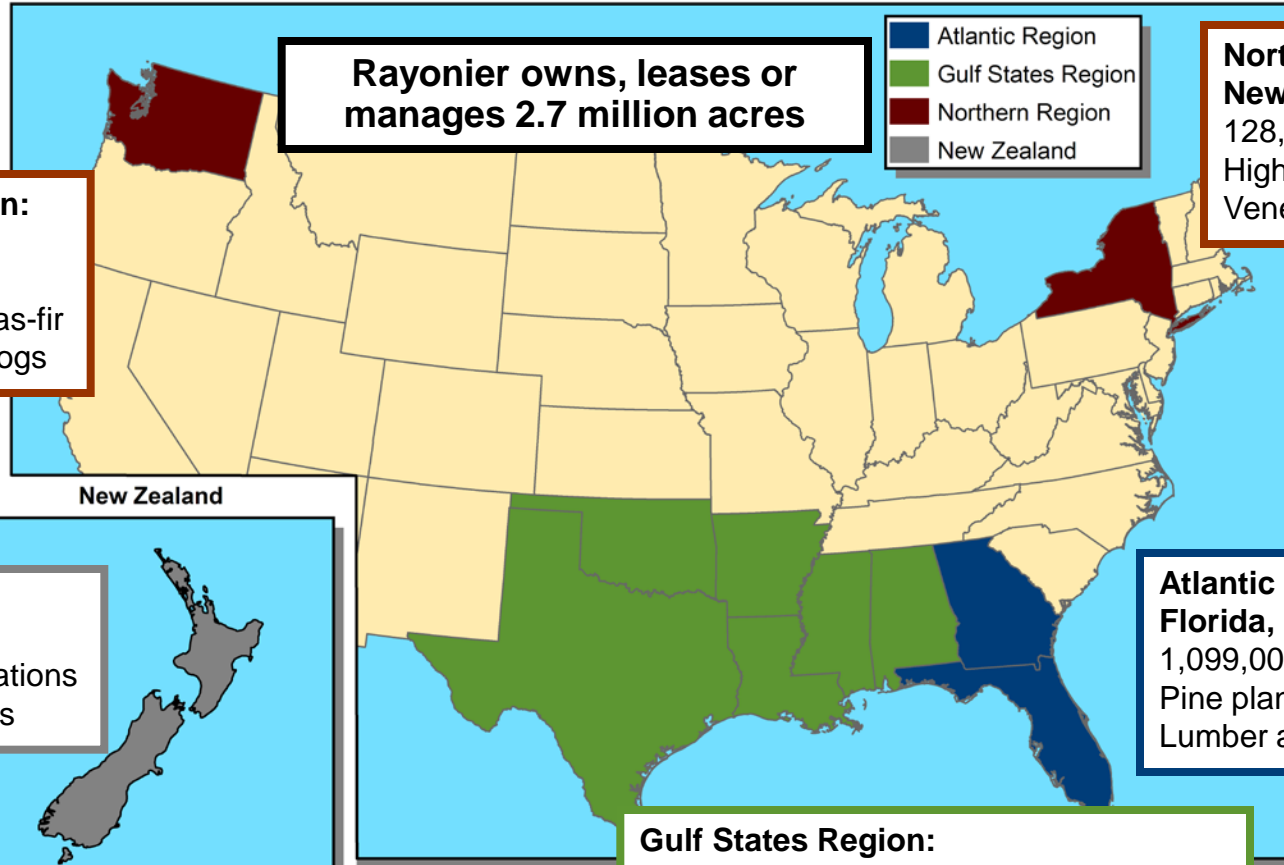
Strategy

- Forest Resources: Optimize our timberland portfolio
 - Grow core timberland ownership over time
 - Evaluate timberland for highest and best use
 - Optimize timber yields through advanced silvicultural practices

- Real Estate
 - Monetize rural HBU through conservation and recreational sales
 - Sell entitled and other coastal corridor development land for industrial, commercial and residential uses
 - Divest non-strategic timberland

- Performance Fibers: Maintain global cellulose specialties leadership position
 - Differentiate through purity, consistency and technical expertise
 - Focus on operational excellence to improve competitive cost position and reliability
 - Successfully ramp-up cellulose specialties sales from recently completed Cellulose Specialties Expansion (CSE) project at Jesup mill

Timber holdings reflect geographic and market diversity



**Northern Region:
Washington**
381,000 acres
Hemlock, Douglas-fir
Lumber, export logs

**Northern Region:
New York**
128,000 acres
High-value hardwoods
Veneer, quality lumber

New Zealand

New Zealand
315,000 acres
Radiata pine plantations
Lumber, export logs

**Atlantic Region:
Florida, Georgia**
1,099,000 acres
Pine plantations
Lumber and pulp

**Gulf States Region:
Texas, Oklahoma, Arkansas,
Louisiana, Alabama, Mississippi**
808,000 acres
Mixed natural timber and pine plantations
Plywood, lumber and pulp

~200,000 HBU acres along Coastal Corridor



- Bryan County – 7,900 entitled acres
 - 1,100-acre Belfast Commerce Centre
 - Approved for up to 10.5 M SF of industrial land use
 - 2 miles of I-95 frontage, 16 miles by rail to the Port of Savannah
 - Certified as a mega-site
 - New I-95 interchange approved
 - Closed first sale in November 2013
- Nassau County/Jacksonville
 - 23,000 entitled acres – six miles of scenic bluffs along St. Marys River
 - Approved for commercial, industrial and residential uses
 - Crawford Diamond – 1,800-acre entitled industrial property
 - Certified as a mega-site

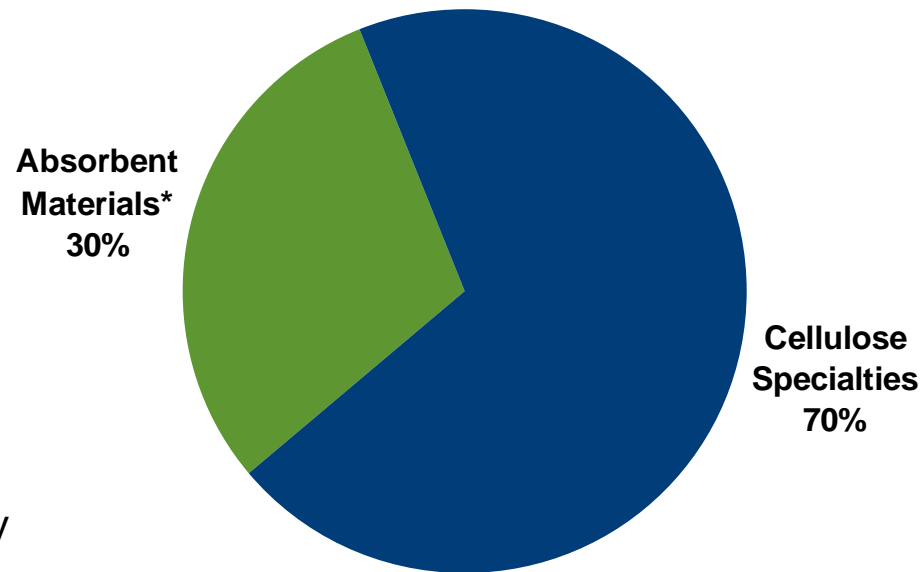
Performance Fibers: Global leadership in Cellulose Specialties

- Leading producer of high value cellulose fibers

Capacity

- Jesup, GA 520,000 MT
- Fernandina Beach, FL 155,000 MT

- Cellulose Specialties (CS)
 - Acetate, ethers and high-strength viscose
- Absorbent Materials (AM)
 - Fluff pulp for hygiene products
- CSE project converted all 260,000 tons of AM capacity to 190,000 tons of CS capacity
- Generated sales of \$1,060 million and EBITDA of \$396 million in the 12 months ended September 30, 2013



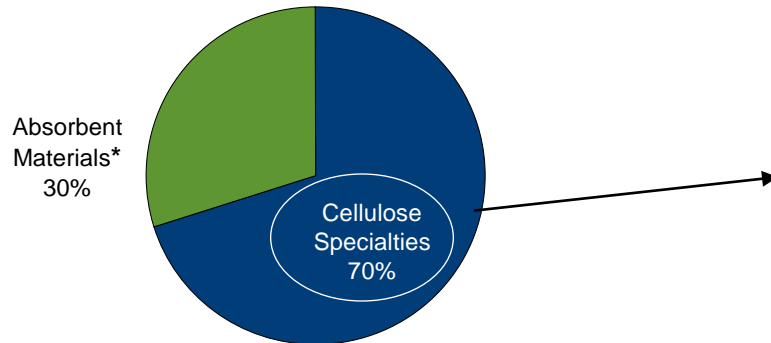
2012 Sales Volume: 717,000 MT

Note: EBITDA is a non-GAAP measure defined and reconciled in the Appendix.

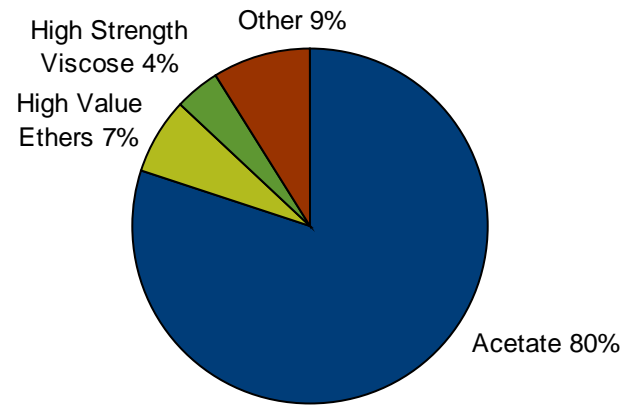
* With completion of the CSE project in July 2013, Rayonier is no longer producing Absorbent Materials (fluff pulp).

World leader in Cellulose Specialties

**Rayonier Performance Fibers:
717,000 MT's (2012)**



**Rayonier Cellulose Specialties:
503,000 MT's (2012)**



Cellulose Specialties

Acetate



High Value Ethers



High Strength Viscose



Specialty High Value



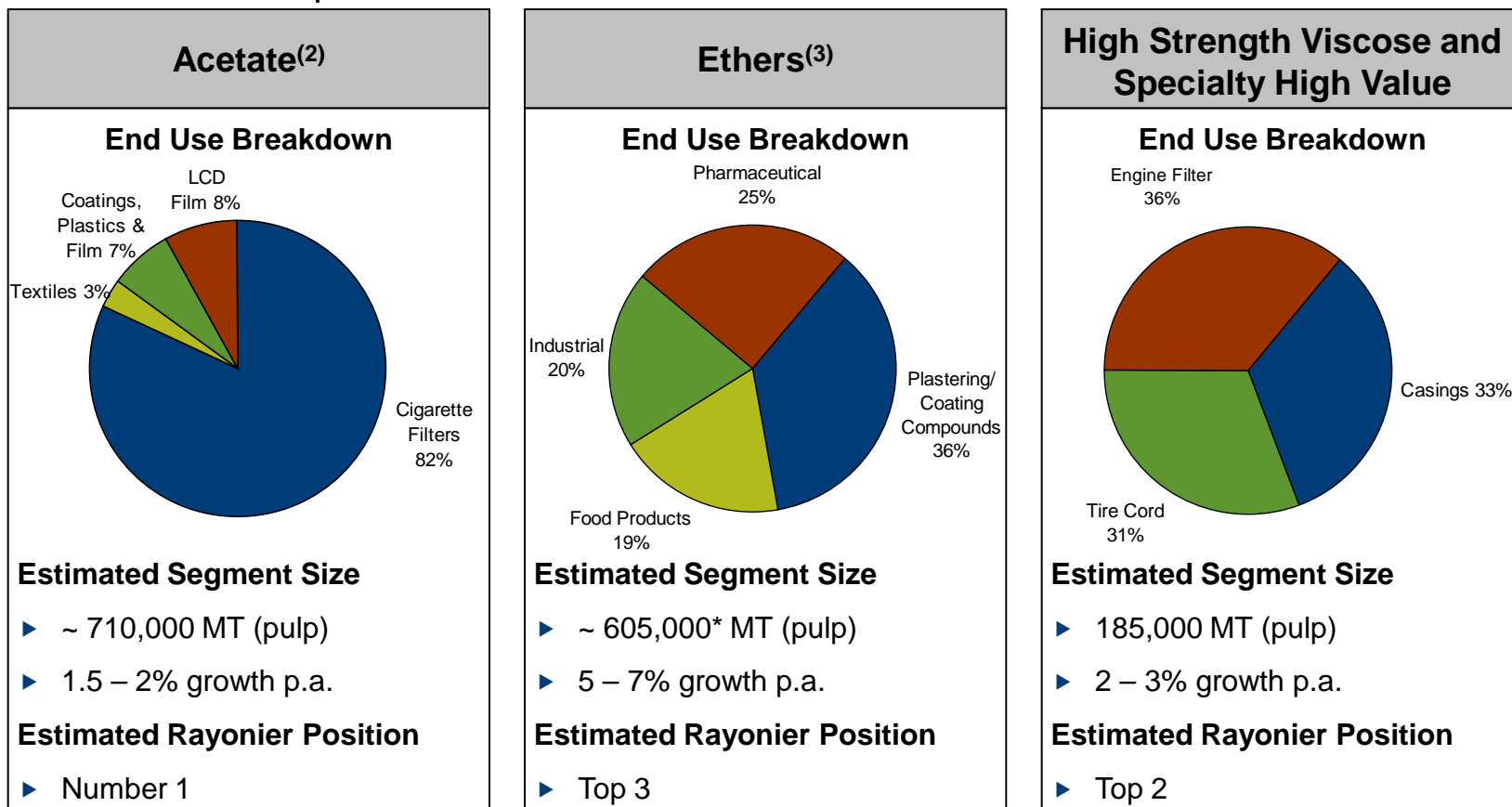
Absorbent Materials*



* With completion of the CSE project in July 2013, Rayonier is no longer producing Absorbent Materials (fluff pulp).

Leading positions in key segments

Global Cellulose Specialties End Use Breakdown⁽¹⁾



Source: Public information and privately commissioned studies

(1) Data from 2012.

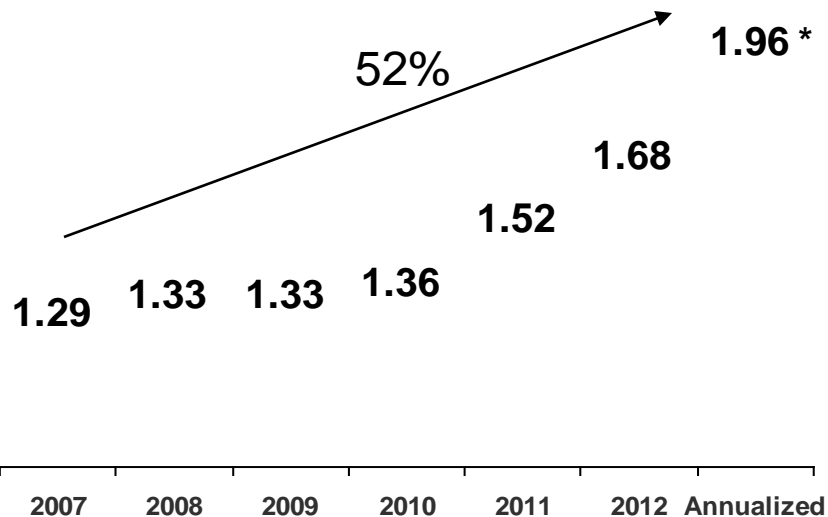
(2) Segment size includes 40,000 MT Cotton Linter Pulps.

(3) Segment size includes 90,000 MT MCC (as pulp) and Cotton Linter Pulps.

* Includes some lower purity, less demanding grades

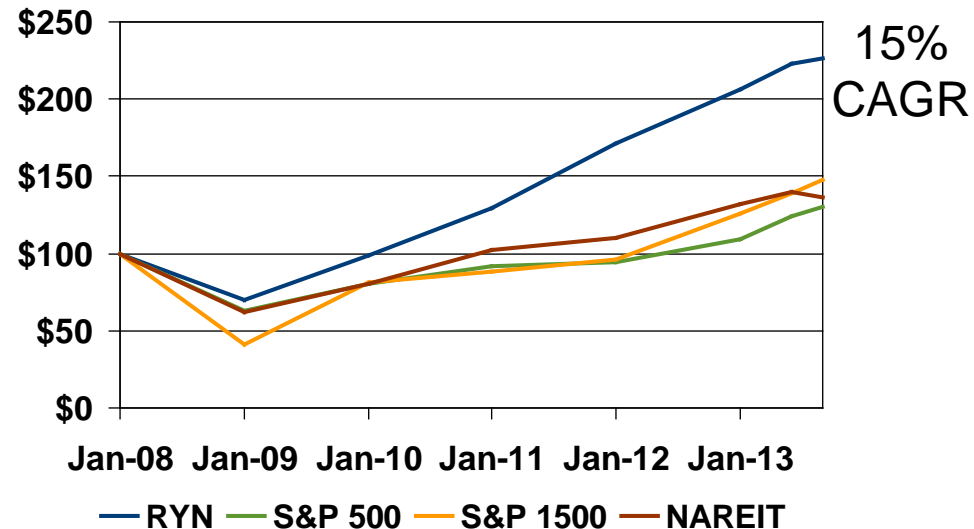
Market rewards strong execution, increased cash flow and steady dividend growth

Dividends Per Share
(post-split basis)



* The annualized amount is based on the quarterly dividend of \$0.49/share effective with the 3rd quarter 2013 distribution.

Total Shareholder Return*
Rayonier Compared to S&P 500, S&P 1500 Paper &
Forest Products Index and NAREIT Equity REIT Index
12/31/07 – 09/30/13



* \$100 invested on 12/31/07 in stock or index, including reinvestment of dividends.

Appendix



Reconciliation of Non-GAAP Measures

(\$ and shares in millions, except per share data)

	2008	2009	2010 ⁽²⁾	2011	2012	LTM
Cash Available for Distribution (CAD)						
Cash provided by operating activities	\$340	\$307	\$495	\$432	\$446	\$427
Capital expenditures ⁽¹⁾	(105)	(92)	(138)	(145)	(158)	(168)
Change in committed cash	(10)	17	12	(6)	6	–
Excess tax benefits on stock-based compensation	3	3	5	6	8	9
Other	(12)	(2)	10	–	2	(3)
Cash Available for Distribution	\$216	\$233	\$384	\$287	\$304	\$265
Shares outstanding	118.2	119.3	121.0	122.0	123.3	126.2
CAD per share	\$1.83	\$1.95	\$3.17	\$2.35	\$2.46	\$2.10

(1) Capital expenditures exclude strategic capital.

(2) 2010 CAD included \$189M received from the alternative fuel mixture credit.

Reconciliation of Non-GAAP Measures (Cont'd)

(\$ in millions)	Forest Resources	Real Estate	Performance Fibers	Other	Corporate & Eliminations	Total
2008						
Operating income	\$31	\$80	\$149	\$3	(\$32)	\$231
Depreciation, depletion and amortization	85	21	56	–	7	169
Income from discontinued operations ⁽¹⁾	–	–	–	–	(5)	(5)
EBITDA	\$116	\$101	\$205	\$3	(\$30)	\$395
Income from discontinued operations ⁽¹⁾	–	–	–	–	5	5
Depreciation, depletion, and amortization, discontinued operations	–	–	–	–	(5)	(5)
Pro forma EBITDA	\$116	\$101	\$205	\$3	(\$30)	\$395
2009						
Operating income	\$7	\$56	\$184	(\$3)	\$175	\$419
Depreciation, depletion and amortization	70	24	58	–	6	158
Income from discontinued operations ⁽¹⁾	–	–	–	–	(9)	(9)
EBITDA	\$77	\$80	\$242	(\$3)	\$172	\$568
Income from discontinued operations ⁽¹⁾	–	–	–	–	9	9
Depreciation, depletion, and amortization, discontinued operations	–	–	–	–	(5)	(5)
Income related to the AFMC	–	–	–	–	(205)	(205)
Pro forma EBITDA	\$77	\$80	\$242	(\$3)	(\$29)	\$367

- (1) In first quarter 2013, the Wood Products segment was sold. As a result, operating income has been restated to reflect the Wood Products operations as discontinued.

Reconciliation of Non-GAAP Measures (Cont'd)

(\$ in millions)	Forest Resources	Real Estate	Performance Fibers	Other	Corporate & Eliminations	Total
2010						
Operating income	\$33	\$53	\$214	\$1	(\$22)	\$279
Depreciation, depletion and amortization	59	22	58	–	4	143
Income from discontinued operations ⁽¹⁾	–	–	–	–	3	3
EBITDA	\$92	\$75	\$272	\$1	(\$15)	\$425
Income from discontinued operations ⁽¹⁾	–	–	–	–	(3)	(3)
Depreciation, depletion and amortization, discontinued operations	–	–	–	–	(3)	(3)
Gain on sale of a portion of NZ JV interest	–	–	–	–	(12)	(12)
Pro forma EBITDA	\$92	\$75	\$272	\$1	(\$33)	\$407
2011						
Operating income	\$47	\$47	\$298	\$1	(\$36)	\$357
Depreciation, depletion and amortization	63	12	56	–	5	136
Income from discontinued operations ⁽¹⁾	–	–	–	–	(1)	(1)
EBITDA	\$110	\$59	\$354	\$1	(\$32)	\$492
Income from discontinued operations ⁽¹⁾	–	–	–	–	1	1
Depreciation, depletion and amortization, discontinued operations	–	–	–	–	(3)	(3)
Increase in disposition reserve	–	–	–	–	7	7
Pro forma EBITDA	\$110	\$59	\$354	\$1	(\$27)	\$497

- (1) In first quarter 2013, the Wood Products segment was sold. As a result, operating income has been restated to reflect the Wood Products operations as discontinued.

Reconciliation of Non-GAAP Measures (Cont'd)

(\$ in millions)	Forest Resources	Real Estate	Performance Fibers	Other	Corporate & Eliminations	Total
2012						
Operating income	\$46	\$32	\$359	\$—	(\$36)	\$401
Depreciation, depletion and amortization	75	8	61	—	5	149
Income from discontinued operations ⁽¹⁾	—	—	—	—	10	10
EBITDA	\$121	\$40	\$420	\$—	(\$21)	\$560
Income from discontinued operations ⁽¹⁾	—	—	—	—	(10)	(10)
Depreciation, depletion and amortization, discontinued operations	—	—	—	—	(3)	(3)
Pro forma EBITDA	121	40	420	—	(34)	547
September 30, 2013 – LTM						
Operating income	\$76	\$41	\$326	\$2	(\$23)	\$422
Depreciation, depletion and amortization	94	12	70	—	4	180
Income from discontinued operations ⁽¹⁾	—	—	—	—	69	69
EBITDA	170	53	396	2	50	671
Gain related to consolidation of New Zealand JV	—	—	—	—	(16)	(16)
Income from discontinued operations ⁽¹⁾	—	—	—	—	(69)	(69)
Depreciation, depletion and amortization, discontinued operations	—	—	—	—	(2)	(2)
Pro forma EBITDA	\$170	\$53	\$396	\$2	(\$37)	\$584

- (1) In first quarter 2013, the Wood Products segment was sold. As a result, operating income has been restated for all periods to reflect the Wood Products operations as discontinued. 2013 includes a \$64 million gain on the sale.

Reconciliation of Non-GAAP Measures (Cont'd)

(\$ in millions, except per share data)

	LTM		2012		2011		2010		2009		2008	
Operating Income (1)	\$422		\$401		\$357		\$279		\$419		\$231	
Gain related to consolidation of New Zealand JV	(16)		-		-		-		-		-	
Gain on sale of portion of New Zealand JV interest	-		-		-		(12)		-		-	
Increase in disposition reserve	-		-		7		-		-		-	
AFMC	-		-		-		-		(205)		-	
Pro forma Operating Income	\$406		\$401		\$364		\$267		\$214		\$231	
	LTM		2012		2011		2010		2009		2008	
	\$	EPS	\$	EPS	\$	EPS	\$	EPS	\$	EPS	\$	EPS
Net Income	\$370 \$2.82		\$279 \$2.17		\$276 \$2.20		\$218 \$1.79		\$313 \$2.60		\$149 \$1.25	
Gain related to consolidation of New Zealand JV	(16) (0.13)		-		-		-		-		-	
Gain on sale of portion of New Zealand JV interest	-		-		-		(12) (0.09)		-		-	
Discontinued operations	(47) (0.36)		(7) (0.06)		1 0.01		(2) (0.02)		6 0.05		3 0.02	
Increase in disposition reserve	-		-		4 0.03		-		-		-	
Reversal of reserve related to the taxability of the AFMC	-		-		(16) (0.12)		-		-		-	
CBPC	-		-		-		(24) (0.21)		-		-	
AFMC, net of \$16M tax reserve	-		-		-		-		(193) (1.60)		-	
Pro forma Net Income	\$307 \$2.33		\$272 \$2.11		\$265 \$2.12		\$180 \$1.47		\$126 \$1.05		\$152 \$1.27	

- (1) In first quarter 2013, the Wood Products segment was sold. Operating income has been restated for all periods to remove the effect of Wood Products.