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## **Q3 2023 Financial Supplement**

November 2023



# 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 world events, including the war in Ukraine and escalating tensions between China and Taiwan; 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; 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 2023	Q2 2023	Q3 2022
Sales	\$201.6	\$208.9	\$195.3
Operating Income	35.4	20.1	40.9
Pro Forma Operating Income <sup>(1)</sup>	35.4	20.1	30.5
Net Income Attributable to Rayonier Inc.	19.2	19.0	20.6
Pro Forma Net Income <sup>(1)</sup>	19.2	7.8	21.6
Adjusted EBITDA <sup>(1)</sup>	78.9	69.2	64.7
Diluted Earnings Per Share:			
Net Income Attributable to Rayonier Inc.	0.13	0.13	0.14
Pro Forma Net Income <sup>(1)</sup>	0.13	0.05	0.15
Average Diluted Shares (millions)	151.0	151.0	150.2
Total Shares Outstanding (millions)	148.3	148.3	146.4
Total Redeemable Operating Partnership Units Outstanding (millions)	2.5	2.5	3.2

Capital Resources & Liquidity	Nine Months Ended September 30,	
	2023	2022
Cash provided by Operating Activities	\$208.9	\$209.9
Cash used for Investing Activities	(79.7)	(55.9)
Cash used for Financing Activities	(134.2)	(237.6)
Cash Available for Distribution (CAD) <sup>(1)</sup>	113.5	158.8

	9/30/2023	12/31/2022
Debt <sup>(2)</sup>	\$1,519.0	\$1,523.1
Cash <sup>(3)</sup>	107.8	114.3
Net Debt	1,411.2	1,408.8
Net Debt / Enterprise Value <sup>(4)</sup>	25%	22%

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

(2) Debt as of September 30, 2023 and December 31, 2022 reflects principal on long-term debt, gross of deferred financing costs and unamortized discounts.

(3) Excludes \$0.5 million of restricted cash held by LKE intermediaries as of December 31, 2022.

(4) Enterprise Value based on market capitalization (including Rayonier, L.P. "OP" units) plus net debt at September 30, 2023 and December 31, 2022, respectively.



# Variance Analysis – Q3 2022 to Q3 2023

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

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>Q3-22 Operating Income</b>	\$22.5	\$2.2	\$9.3	\$15.7	\$0.2	(\$9.0)	\$40.9
Pro forma adjustments <sup>(1)</sup>	—	1.1	—	(11.5)	—	—	(10.4)
<b>Pro forma Operating Income<sup>(1)</sup></b>	\$22.5	\$3.3	\$9.3	\$4.3	\$0.2	(\$9.0)	\$30.5
Volume	5.0	(0.4)	(0.3)	6.7	—	—	11.0
Price <sup>(2)</sup>	(7.8)	(2.4)	(0.7)	3.1	—	—	(7.8)
Cost	(1.7)	(1.2)	—	(2.6)	(0.3)	(0.4)	(6.2)
Non-timber income <sup>(3)</sup>	2.8	(0.3)	9.3	—	—	—	11.8
Depreciation, depletion & amortization	(2.2)	0.4	—	(1.0)	—	—	(2.8)
Non-cash cost of land and improved development	—	—	—	2.5	—	—	2.5
Other <sup>(4)</sup>	—	—	—	(3.8)	—	—	(3.8)
<b>Q3-23 Operating Income (Loss)</b>	<b>\$18.6</b>	<b>(\$0.6)</b>	<b>\$17.6</b>	<b>\$9.2</b>	<b>(\$0.1)</b>	<b>(\$9.4)</b>	<b>\$35.4</b>

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

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>Q3-22 Adjusted EBITDA</b>	\$36.6	\$12.6	\$15.6	\$8.4	\$0.2	(\$8.6)	\$64.7
Volume	7.9	(0.9)	(0.6)	11.9	—	—	18.3
Price <sup>(2)</sup>	(7.8)	(2.4)	(0.7)	3.1	—	—	(7.8)
Cost	(1.7)	(1.2)	—	(2.6)	(0.3)	(0.4)	(6.2)
Non-timber income <sup>(3)</sup>	2.8	(0.3)	9.3	—	—	—	11.8
Foreign exchange <sup>(5)</sup>	—	—	(0.1)	—	—	—	(0.1)
Other <sup>(4)</sup>	—	—	—	(1.9)	—	—	(1.9)
<b>Q3-23 Adjusted EBITDA</b>	<b>\$37.8</b>	<b>\$7.8</b>	<b>\$23.5</b>	<b>\$18.9</b>	<b>(\$0.1)</b>	<b>(\$9.0)</b>	<b>\$78.9</b>

(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 New Zealand Timber segment, includes carbon credit sales.

(4) Real Estate includes deferred revenue adjustments, revenue true-ups and marketing fees related to Improved Development sales in addition to residential and commercial lease revenue. The prior year period included a \$4.5 million gain associated with a multi-family apartment complex sale attributable to Rayonier.

(5) Net of currency hedging impact.

# Variance Analysis – Q3 2022 YTD to Q3 2023 YTD

## Operating Income (\$ in millions)

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>Q3-22 YTD Operating Income</b>	\$76.9	\$11.7	\$22.7	\$37.0	\$0.1	(\$26.6)	\$121.7
Pro forma adjustments <sup>(1)</sup>	—	1.1	—	(11.5)	—	—	(10.4)
<b>Pro forma Operating Income<sup>(1)</sup></b>	\$76.9	\$12.8	\$22.7	\$25.5	\$0.1	(\$26.6)	\$111.3
Volume	13.3	(3.8)	(1.5)	(13.7)	—	—	(5.7)
Price <sup>(2)</sup>	(23.4)	(15.3)	(2.2)	14.0	—	—	(26.9)
Cost	(4.4)	(2.8)	(0.9)	(5.7)	0.3	(1.4)	(14.9)
Non-timber income <sup>(3)</sup>	7.5	0.5	5.3	—	—	—	13.3
Foreign exchange <sup>(4)</sup>	—	—	(2.0)	—	—	—	(2.0)
Depreciation, depletion & amortization	(7.3)	2.1	0.2	1.8	—	(0.3)	(3.5)
Non-cash cost of land and improved development	—	—	—	(3.5)	—	—	(3.5)
Other <sup>(5)</sup>	—	—	(2.3)	0.3	—	—	(2.1)
<b>Q3-23 YTD Operating Income (Loss)</b>	<b>\$62.6</b>	<b>(\$6.5)</b>	<b>\$19.3</b>	<b>\$18.7</b>	<b>\$0.4</b>	<b>(\$28.3)</b>	<b>\$66.1</b>
Pro forma adjustments <sup>(1)</sup>	—	—	2.3	—	—	—	2.3
<b>Pro forma Operating Income (Loss)<sup>(1)</sup></b>	<b>\$62.6</b>	<b>(\$6.5)</b>	<b>\$21.6</b>	<b>\$18.7</b>	<b>\$0.4</b>	<b>(\$28.3)</b>	<b>\$68.4</b>

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

	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Real Estate	Trading	Corporate and Other	Total
<b>Q3-22 YTD Adjusted EBITDA</b>	\$123.7	\$48.4	\$40.8	\$58.4	\$0.1	(\$25.7)	\$245.8
Volume	20.8	(9.1)	(2.3)	(25.0)	—	—	(15.6)
Price <sup>(2)</sup>	(23.4)	(15.3)	(2.2)	14.0	—	—	(26.9)
Cost	(4.4)	(2.8)	(0.9)	(5.7)	0.3	(1.4)	(14.9)
Non-timber income <sup>(3)</sup>	7.5	0.5	5.3	—	—	—	13.3
Foreign exchange <sup>(4)</sup>	—	—	(2.8)	—	—	—	(2.8)
Other <sup>(5)</sup>	—	—	—	4.1	—	—	4.1
<b>Q3-23 YTD Adjusted EBITDA</b>	<b>\$124.2</b>	<b>\$21.7</b>	<b>\$37.9</b>	<b>\$45.8</b>	<b>\$0.4</b>	<b>(\$27.1)</b>	<b>\$202.9</b>

(1) Non-GAAP measures and pro forma items (see Section 2 — Supplemental Information for 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 New Zealand Timber segment, includes carbon credit sales.

(4) Net of currency hedging impact.

(5) New Zealand Timber includes \$2.3 million in timber write-offs resulting from a casualty event. Real Estate includes deferred revenue adjustments, revenue true-ups and marketing fees related to Improved Development sales in addition to residential and commercial lease revenue. The prior year period included a \$4.5 million gain associated with a multi-family apartment complex sale attributable to Rayonier.

# Liquidity Measures – Cash Available for Distribution

(\$ in millions, except per share data)	Nine Months Ended September 30,	
	2023	2022
<b>Cash Provided by Operating Activities</b>	<b>\$208.9</b>	<b>\$209.9</b>
Working capital and other balance sheet changes	(21.8)	(2.9)
Net recoveries on legal settlements	(20.5)	—
Capital expenditures <sup>(1)</sup>	(53.1)	(48.2)
<b>Cash Available for Distribution<sup>(2)</sup></b>	<b>\$113.5</b>	<b>\$158.8</b>
<b>Net Income</b>	<b>\$49.3</b>	<b>\$88.1</b>
Interest, net and miscellaneous income	35.5	25.0
Income tax expense	1.8	8.1
Depreciation, depletion and amortization	114.3	114.2
Non-cash cost of land and improved development	20.2	20.3
Non-operating (income) expense <sup>(3)</sup>	(20.5)	0.5
Timber write-offs resulting from casualty events <sup>(2)</sup>	2.3	1.1
Gain associated with the multi-family apartment complex sale attributable to NCI <sup>(2)</sup>	—	(11.5)
<b>Adjusted EBITDA<sup>(2)</sup></b>	<b>\$202.9</b>	<b>\$245.8</b>
Cash interest paid <sup>(4)</sup>	(31.6)	(24.2)
Cash taxes paid	(4.7)	(14.6)
Capital expenditures <sup>(1)</sup>	(53.1)	(48.2)
<b>Cash Available for Distribution<sup>(2)</sup></b>	<b>\$113.5</b>	<b>\$158.8</b>
Cash Available for Distribution <sup>(2)</sup>	113.5	158.8
Real estate development investments	(18.8)	(10.9)
<b>Cash Available for Distribution after real estate development investments</b>	<b>\$94.8</b>	<b>\$147.9</b>
Shares and units outstanding at period end	150,740,607	149,634,152
<b>CAD per Share or Unit</b>	<b>\$0.75</b>	<b>\$1.06</b>
<b>Dividends per Share or Unit</b>	<b>\$0.86</b>	<b>\$0.84</b>

(1) Capital expenditures exclude timberland acquisitions of \$14.0 million and \$3.2 million during the nine months ended September 30, 2023 and September 30, 2022, respectively.

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

(3) The nine months ended September 30, 2023 includes \$20.5 million of net recoveries associated with legal settlements.

(4) Cash interest paid is presented net of patronage refunds received of \$6.2 million and \$6.0 million during the nine months ended September 30, 2023 and September 30, 2022, respectively.





# Southern Timber Overview

	2022					2023				
	Q1	Q2	Q3	Q4	FY 2022	Q1	Q2	Q3	Q4	YTD
<b>Sales Volume (Tons in 000s)</b>										
Pine Pulpwood	1,171	962	965	813	3,911	979	1,036	995	—	3,010
Pine Sawtimber	622	458	449	512	2,041	886	932	745	—	2,563
<b>Total Pine Volume</b>	<b>1,793</b>	<b>1,420</b>	<b>1,414</b>	<b>1,325</b>	<b>5,952</b>	<b>1,865</b>	<b>1,969</b>	<b>1,740</b>	—	<b>5,574</b>
Hardwood	103	103	85	40	331	28	41	69	—	138
<b>Total Volume</b>	<b>1,896</b>	<b>1,523</b>	<b>1,499</b>	<b>1,365</b>	<b>6,283</b>	<b>1,893</b>	<b>2,009</b>	<b>1,809</b>	—	<b>5,712</b>
% Delivered Volume (vs. Total Volume)	35%	47%	47%	43%	43%	36%	30%	35%	—	34%
% Pine Sawtimber Volume (vs. Total Pine Volume)	35%	32%	32%	39%	34%	48%	47%	43%	—	46%
% Export Volume (vs. Total Volume) <sup>(1)</sup>	1%	3%	2%	1%	2%	2%	1%	1%	—	1%
<b>Net Stumpage Pricing (\$ per ton)<sup>(2)</sup></b>										
Pine Pulpwood	\$24.11	\$21.46	\$22.77	\$20.95	\$22.45	\$17.32	\$15.78	\$16.54	—	\$16.53
Pine Sawtimber	35.46	34.09	33.31	34.00	34.36	31.57	29.07	28.85	—	29.87
<b>Weighted Average Pine</b>	<b>\$28.05</b>	<b>\$25.54</b>	<b>\$26.12</b>	<b>\$26.00</b>	<b>\$26.53</b>	<b>\$24.09</b>	<b>\$22.07</b>	<b>\$21.81</b>	—	<b>\$22.67</b>
Hardwood	26.06	25.70	20.59	17.25	23.48	20.07	11.06	13.16	—	13.98
<b>Weighted Average Total</b>	<b>\$27.94</b>	<b>\$25.55</b>	<b>\$25.80</b>	<b>\$25.74</b>	<b>\$26.37</b>	<b>\$24.03</b>	<b>\$21.85</b>	<b>\$21.48</b>	—	<b>\$22.46</b>
<b>Summary Financial Data (\$ in MMs)</b>										
Timber Sales	\$71.0	\$58.2	\$57.7	\$49.7	\$236.6	\$62.4	\$58.4	\$54.1	—	\$175.0
(–) Cut & Haul	(15.6)	(17.6)	(17.3)	(13.5)	(64.0)	(15.7)	(13.4)	(14.4)	—	(43.4)
(–) Port / Freight Costs	(2.4)	(1.8)	(1.6)	(1.1)	(6.8)	(1.5)	(1.2)	(0.9)	—	(3.6)
<b>Net Stumpage Sales</b>	<b>\$53.0</b>	<b>\$38.9</b>	<b>\$38.8</b>	<b>\$35.1</b>	<b>\$165.8</b>	<b>\$45.3</b>	<b>\$43.8</b>	<b>\$38.8</b>	—	<b>\$128.0</b>
Non-Timber Sales	5.8	8.1	6.8	6.9	27.6	9.4	9.9	9.8	—	29.1
<b>Total Sales</b>	<b>\$76.8</b>	<b>\$66.3</b>	<b>\$64.5</b>	<b>\$56.6</b>	<b>\$264.2</b>	<b>\$71.8</b>	<b>\$68.3</b>	<b>\$64.0</b>	—	<b>\$204.1</b>
Operating Income	\$30.3	\$24.1	\$22.5	\$19.7	\$96.6	\$22.2	\$21.7	\$18.6	—	\$62.6
(+) DD&A	18.1	14.7	14.1	13.5	60.3	20.6	21.9	19.2	—	61.6
<b>Adjusted EBITDA<sup>(3)</sup></b>	<b>\$48.4</b>	<b>\$38.7</b>	<b>\$36.6</b>	<b>\$33.2</b>	<b>\$156.9</b>	<b>\$42.8</b>	<b>\$43.6</b>	<b>\$37.8</b>	—	<b>\$124.2</b>
<b>Other Data</b>										
Period-End Acres (in 000s)	1,795	1,791	1,789	1,919	1,919	1,910	1,907	1,899	—	1,899

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

# Pacific Northwest Timber Overview

	2022					2023				
	Q1	Q2	Q3	Q4	FY 2022	Q1	Q2	Q3	Q4	YTD
<b>Sales Volume (Tons in 000s)</b>										
Pulpwood	76	80	59	86	300	77	61	43	—	181
Domestic Sawtimber <sup>(1)</sup>	426	255	230	277	1,188	284	251	226	—	760
Export Sawtimber	3	41	18	34	97	23	21	21	—	65
<b>Total Volume</b>	<b>505</b>	<b>376</b>	<b>307</b>	<b>397</b>	<b>1,585</b>	<b>384</b>	<b>332</b>	<b>290</b>	<b>—</b>	<b>1,006</b>
% Delivered Volume (vs. Total Volume)	82%	99%	100%	92%	92%	97%	100%	94%	—	97%
% Sawtimber Volume (vs. Total Volume)	85%	79%	81%	78%	81%	80%	82%	85%	—	82%
% Export Volume (vs. Total Volume) <sup>(2)</sup>	5%	16%	12%	15%	11%	13%	10%	11%	—	11%
<b>Delivered Log Pricing (\$ per ton)</b>										
Pulpwood	\$37.69	\$45.17	\$50.74	\$66.26	\$50.83	\$48.23	\$36.21	\$33.09	—	\$40.67
Domestic Sawtimber	105.82	120.44	120.08	104.44	111.96	93.12	97.37	108.20	—	98.89
Export Sawtimber <sup>(3)</sup>	92.07	93.01	90.23	165.20	117.85	163.16	144.25	131.15	—	146.58
<b>Weighted Average Log Price</b>	<b>\$95.35</b>	<b>\$101.62</b>	<b>\$104.97</b>	<b>\$101.47</b>	<b>\$100.50</b>	<b>\$88.17</b>	<b>\$89.10</b>	<b>\$98.79</b>	<b>—</b>	<b>\$91.44</b>
<b>Summary Financial Data (\$ in MMs)</b>										
Timber Sales	\$45.1	\$37.9	\$32.6	\$41.0	\$156.6	\$33.5	\$30.0	\$27.8	—	\$91.3
(–) Cut & Haul	(16.2)	(16.5)	(13.9)	(16.0)	(62.7)	(17.2)	(15.5)	(12.1)	—	(44.8)
(–) Port / Freight Costs	(0.1)	(0.4)	(0.2)	(2.1)	(2.8)	(1.4)	(1.3)	(1.1)	—	(3.8)
<b>Net Stumpage Sales</b>	<b>\$28.8</b>	<b>\$21.0</b>	<b>\$18.5</b>	<b>\$22.8</b>	<b>\$91.1</b>	<b>\$14.9</b>	<b>\$13.2</b>	<b>\$14.7</b>	<b>—</b>	<b>\$42.7</b>
Non-Timber Sales	1.1	1.3	1.8	1.4	5.6	0.9	2.3	1.5	—	4.7
<b>Total Sales</b>	<b>\$46.3</b>	<b>\$39.2</b>	<b>\$34.4</b>	<b>\$42.4</b>	<b>\$162.2</b>	<b>\$34.4</b>	<b>\$32.3</b>	<b>\$29.3</b>	<b>—</b>	<b>\$96.1</b>
Operating Income (Loss)	\$6.6	\$2.9	\$2.2	\$3.5	\$15.2	(\$3.5)	(\$2.4)	(\$0.6)	—	(\$6.5)
(+) Timber write-offs resulting from casualty events <sup>(4)</sup>	—	—	1.1	(0.4)	0.7	—	—	—	—	—
Pro Forma Operating Income (Loss) <sup>(4)</sup>	<b>\$6.6</b>	<b>\$2.9</b>	<b>\$3.3</b>	<b>\$3.1</b>	<b>\$15.9</b>	<b>(\$3.5)</b>	<b>(\$2.4)</b>	<b>(\$0.6)</b>	<b>—</b>	<b>(\$6.5)</b>
(+) DD&A	14.9	11.3	9.4	12.4	48.0	10.6	9.2	8.3	—	28.2
<b>Adjusted EBITDA<sup>(4)</sup></b>	<b>\$21.5</b>	<b>\$14.3</b>	<b>\$12.6</b>	<b>\$15.5</b>	<b>\$63.9</b>	<b>\$7.1</b>	<b>\$6.9</b>	<b>\$7.8</b>	<b>—</b>	<b>\$21.7</b>
<b>Other Data</b>										
Period-End Acres (in 000s)	486	486	486	474	474	474	474	474	—	474
Northwest Sawtimber (\$ per MBF) <sup>(5)</sup>	\$849	\$905	\$860	\$783	\$849	\$730	\$711	\$726	—	\$722

(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) Prior to Q4 2022, pricing reflects the transfer of logs on an FOB basis. Beginning in Q4 2022, pricing is reported on a CFR basis (i.e., inclusive of export costs and freight).

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

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

# New Zealand Timber Overview

	2022					2023				
	Q1	Q2	Q3	Q4	FY 2022	Q1	Q2	Q3	Q4	YTD
<b>Sales Volume (Tons in 000s)</b>										
Domestic Pulpwood (Delivered)	94	105	103	85	388	55	50	58	—	163
Domestic Sawtimber (Delivered)	135	188	221	142	686	137	155	211	—	502
Export Pulpwood (Delivered)	36	55	38	53	182	42	70	55	—	167
Export Sawtimber (Delivered)	250	355	349	406	1,360	247	398	367	—	1,012
<b>Total Volume</b>	<b>515</b>	<b>703</b>	<b>712</b>	<b>686</b>	<b>2,616</b>	<b>481</b>	<b>673</b>	<b>690</b>	<b>—</b>	<b>1,844</b>
% Delivered Volume (vs. Total Volume)	100%	100%	100%	100%	100%	100%	100%	100%	—	100%
% Sawtimber Volume (vs. Total Volume)	75%	77%	80%	80%	78%	80%	82%	84%	—	82%
% Export Volume (vs. Total Volume) <sup>(1)</sup>	56%	58%	54%	67%	59%	60%	70%	61%	—	64%
<b>Delivered Log Pricing (\$ per ton)</b>										
Domestic Pulpwood	\$34.98	\$34.56	\$33.13	\$31.04	\$33.50	\$33.37	\$37.92	\$32.92	—	\$34.60
Domestic Sawtimber	75.99	76.82	69.69	64.79	71.87	71.58	69.29	63.45	—	67.46
Export Sawtimber	127.59	140.44	123.07	111.30	124.91	112.97	103.81	95.23	—	102.93
<b>Weighted Average Log Price</b>	<b>\$96.59</b>	<b>\$106.88</b>	<b>\$92.76</b>	<b>\$90.70</b>	<b>\$96.77</b>	<b>\$90.99</b>	<b>\$89.49</b>	<b>\$79.47</b>	<b>—</b>	<b>\$86.15</b>
<b>Summary Financial Data (\$ in MMs)</b>										
Timber Sales	\$49.7	\$75.1	\$66.1	\$62.3	\$253.1	\$43.8	\$60.2	\$54.9	—	\$158.8
(–) Cut & Haul	(19.1)	(26.7)	(25.8)	(24.2)	(95.8)	(17.4)	(24.3)	(22.8)	—	(64.5)
(–) Port / Freight Costs	(15.3)	(31.4)	(23.1)	(22.7)	(92.5)	(11.6)	(20.1)	(15.9)	—	(47.5)
<b>Net Stumpage Sales</b>	<b>\$15.3</b>	<b>\$16.9</b>	<b>\$17.2</b>	<b>\$15.4</b>	<b>\$64.8</b>	<b>\$14.8</b>	<b>\$15.8</b>	<b>\$16.2</b>	<b>—</b>	<b>\$46.8</b>
Non-Timber Sales/Carbon Credits	1.7	3.8	6.4	9.1	21.0	0.3	0.7	15.6	—	16.6
<b>Total Sales</b>	<b>\$51.4</b>	<b>\$78.9</b>	<b>\$72.5</b>	<b>\$71.4</b>	<b>\$274.1</b>	<b>\$44.1</b>	<b>\$60.9</b>	<b>\$70.4</b>	<b>—</b>	<b>\$175.4</b>
Operating Income (Loss)	\$5.4	\$8.0	\$9.3	\$8.0	\$30.6	(\$0.7)	\$2.4	\$17.6	—	\$19.3
(+) Timber write-offs resulting from casualty events <sup>(2)</sup>	—	—	—	—	—	2.3	—	—	—	2.3
Pro Forma Operating Income <sup>(2)</sup>	\$5.4	\$8.0	\$9.3	\$8.0	\$30.6	\$1.6	\$2.4	\$17.6	—	\$21.6
(+) DD&A	5.0	6.9	6.3	5.7	23.9	4.5	5.9	6.0	—	16.3
<b>Adjusted EBITDA<sup>(2)</sup></b>	<b>\$10.4</b>	<b>\$14.9</b>	<b>\$15.6</b>	<b>\$13.7</b>	<b>\$54.5</b>	<b>\$6.1</b>	<b>\$8.3</b>	<b>\$23.5</b>	<b>—</b>	<b>\$37.9</b>
<b>Other Data</b>										
NZ\$/US\$ Exchange Rate (Period-average rate)	0.6680	0.6628	0.6223	0.5842	0.6350	0.6300	0.6151	0.6084	—	0.6166
Net Plantable Period-End Acres (in 000s)	297	296	297	297	297	297	297	298	—	298
Export Sawtimber (\$ / JAS m <sup>3</sup> )	\$148.35	\$163.29	\$143.09	\$129.41	\$145.23	\$131.35	\$120.70	\$110.72	—	\$119.68
Domestic Sawtimber (NZ\$ / tonne)	\$125.13	\$127.50	\$123.19	\$121.99	\$124.50	\$124.98	\$123.92	\$114.72	—	\$120.34

(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

	2022					2023				
	Q1	Q2	Q3	Q4	FY 2022	Q1	Q2	Q3	Q4	YTD
<b>Gross Sales (\$ in MMs)</b>										
Improved Development <sup>(1)</sup>	\$5.0	\$11.6	\$2.3	\$16.6	\$35.4	\$4.8	\$12.2	\$3.1	—	\$20.2
Unimproved Development	—	—	—	—	—	—	—	0.1	—	0.1
Rural	16.9	23.4	7.0	12.2	59.5	6.5	15.6	20.5	—	42.6
Timberland & Non-Strategic	11.4	—	—	—	11.4	1.6	0.3	1.1	—	2.9
Deferred Revenue/Other <sup>(2)</sup>	0.9	(0.6)	3.2	(2.2)	1.2	3.3	3.9	6.4	—	13.7
Large Dispositions <sup>(3)</sup>	—	—	—	30.5	30.5	—	—	—	—	—
<b>Total Sales</b>	<b>\$34.2</b>	<b>\$34.4</b>	<b>\$12.4</b>	<b>\$57.0</b>	<b>\$138.0</b>	<b>\$16.3</b>	<b>\$32.0</b>	<b>\$31.2</b>	<b>—</b>	<b>\$79.5</b>
<b>Acres Sold</b>										
Improved Development <sup>(1)</sup>	16.1	60.8	19.0	129.0	224.9	27.9	267.5	6.9	—	302.2
Unimproved Development	—	—	—	—	—	—	—	10	—	10
Rural	4,751	4,633	1,809	1,961	13,156	1,531	3,411	3,799	—	8,740
Timberland & Non-Strategic	3,966	—	—	—	3,966	528	76	466	—	1,070
Acres Sold	8,734	4,694	1,828	2,090	17,347	2,087	3,754	4,281	—	10,122
Large Dispositions <sup>(3)</sup>	—	—	—	10,977	10,977	—	—	—	—	—
<b>Total Acres Sold</b>	<b>8,734</b>	<b>4,694</b>	<b>1,828</b>	<b>13,067</b>	<b>28,323</b>	<b>2,087</b>	<b>3,754</b>	<b>4,281</b>	<b>—</b>	<b>10,122</b>
<b>Gross Price per Acre (\$ per acre)</b>										
Improved Development <sup>(1)</sup>	\$308,065	\$190,136	\$121,106	\$128,522	\$157,424	\$172,420	\$45,732	\$454,810	—	\$66,694
Unimproved Development	—	—	—	—	—	—	—	11,250	—	11,250
Rural	3,567	5,054	3,848	6,196	4,522	4,245	4,582	5,386	—	4,872
Timberland & Non-Strategic	2,874	—	—	—	2,874	3,100	3,344	2,266	—	2,755
Large Dispositions <sup>(3)</sup>	—	—	—	2,776	2,776	—	—	—	—	—
<b>Weighted Avg. (Total)<sup>(4)</sup></b>	<b>\$3,815</b>	<b>\$7,453</b>	<b>\$5,064</b>	<b>\$13,747</b>	<b>\$6,128</b>	<b>\$6,200</b>	<b>\$7,489</b>	<b>\$5,781</b>	<b>—</b>	<b>\$6,501</b>
Weighted Avg. (Adjusted) <sup>(5)</sup>	\$3,252	\$5,054	\$3,848	\$6,196	\$4,140	\$3,952	\$4,555	\$5,060	—	\$4,648
Total Net Sales (Excluding Large Dispositions <sup>(3)</sup> )	\$34.2	\$34.4	\$12.4	\$26.5	\$107.5	\$16.3	\$32.0	\$31.2	—	\$79.5
Operating Income	\$10.2	\$11.0	\$15.7	\$21.5	\$58.5	\$0.9	\$8.6	\$9.2	—	\$18.7
(-) Gain associated with the multi-family apartment complex sale attributable to NCI <sup>(3)</sup>	—	—	(11.5)	—	(11.5)	—	—	—	—	—
(-) Large Dispositions <sup>(3)</sup>	—	—	—	(16.6)	(16.6)	—	—	—	—	—
Pro Forma Operating Income <sup>(3)</sup>	\$10.2	\$11.0	\$4.3	\$4.9	\$30.4	\$0.9	\$8.6	\$9.2	—	\$18.7
(+) Depreciation, depletion and amortization	9.1	2.6	1.0	1.2	13.9	1.5	2.2	3.1	—	6.8
(+) Non-cash cost of land and improved development	5.4	11.8	3.1	8.1	28.4	4.2	9.4	6.6	—	20.2
<b>Adjusted EBITDA<sup>(3)</sup></b>	<b>\$24.7</b>	<b>\$25.4</b>	<b>\$8.4</b>	<b>\$14.2</b>	<b>\$72.7</b>	<b>\$6.6</b>	<b>\$20.3</b>	<b>\$18.9</b>	<b>—</b>	<b>\$45.8</b>

(1) Reflects land with capital invested in infrastructure improvements.  
(2) Includes deferred revenue adjustments, revenue true-ups and marketing fees related to Improved Development sales in addition to residential and commercial lease revenue.

(3) Non-GAAP measure and pro forma item (see Section 2 — *Supplemental Information* for definitions and reconciliations).  
(4) Excludes Large Dispositions.  
(5) Excludes Improved Development and Large Dispositions.



# Capital Expenditures By Segment

(\$ in millions)	Three Months Ended			Nine Months Ended	
	September 30, 2023	June 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
<b>Southern Timber</b>					
Reforestation, Silviculture & Other Capital Expenditures	\$4.0	\$6.6	\$5.4	\$17.6	\$11.5
Property taxes	2.0	2.0	1.9	6.0	5.6
Lease payments	0.1	0.2	0.1	0.7	1.0
Allocated overhead	1.5	1.2	1.2	4.2	3.6
<b>Subtotal Southern Timber</b>	<b>\$7.5</b>	<b>\$10.0</b>	<b>\$8.6</b>	<b>\$28.4</b>	<b>\$21.7</b>
<b>Pacific Northwest Timber</b>					
Reforestation, Silviculture & Other Capital Expenditures	1.6	2.1	2.3	6.6	7.5
Property taxes	0.3	0.3	0.3	0.8	0.8
Allocated overhead	1.5	1.3	1.3	4.1	4.0
<b>Subtotal Pacific Northwest Timber</b>	<b>\$3.3</b>	<b>\$3.6</b>	<b>\$3.9</b>	<b>\$11.5</b>	<b>\$12.3</b>
<b>New Zealand Timber</b>					
Reforestation, Silviculture & Other Capital Expenditures	3.1	2.6	3.2	7.6	8.7
Property taxes	0.2	0.2	0.2	0.6	0.6
Lease payments	1.3	0.9	1.4	2.6	2.8
Allocated overhead	0.6	0.7	0.6	2.0	2.0
<b>Subtotal New Zealand Timber</b>	<b>\$5.2</b>	<b>\$4.3</b>	<b>\$5.4</b>	<b>\$12.9</b>	<b>\$14.0</b>
<b>Total Timber Segments Capital Expenditures</b>	<b>\$16.1</b>	<b>\$18.0</b>	<b>\$17.8</b>	<b>\$52.8</b>	<b>\$48.0</b>
Real Estate	—	0.1	0.1	0.2	0.2
Corporate	0.2	—	—	0.2	—
<b>Total Capital Expenditures</b>	<b>\$16.3</b>	<b>\$18.1</b>	<b>\$17.9</b>	<b>\$53.1</b>	<b>\$48.2</b>
<b>Timberland Acquisitions</b>					
Southern Timber	4.7	0.6	—	10.4	3.2
Pacific Northwest Timber	—	—	—	3.6	—
<b>Timberland Acquisitions</b>	<b>\$4.7</b>	<b>\$0.6</b>	<b>—</b>	<b>\$14.0</b>	<b>\$3.2</b>
<b>Real Estate Development Investments<sup>(1)</sup></b>	<b>\$4.0</b>	<b>\$7.0</b>	<b>\$4.9</b>	<b>\$18.8</b>	<b>\$10.9</b>

(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) expense, timber write-offs resulting from casualty events, the gain associated with the multi-family apartment complex sale attributable to noncontrolling interests 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.

**Gain associated with the multi-family apartment complex sale attributable to noncontrolling interests** represents the gain recognized in connection with the sale of property by the Bainbridge Landing joint venture attributable to noncontrolling interests.

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

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

**Pro Forma net income** is defined as net income attributable to Rayonier Inc. adjusted for its proportionate share of the net recoveries associated with legal settlements and timber write-offs resulting from casualty events. 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 timber write-offs resulting from casualty events, the gain associated with the multi-family apartment complex sale attributable to noncontrolling interests 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.

# Reconciliation of Reported to Pro Forma Earnings

(\$ in millions, except per share amounts)

Three Months Ended	September 30, 2023		June 30, 2023		September 30, 2022	
	\$	EPS	\$	EPS	\$	EPS
Net Income attributable to Rayonier Inc.	\$19.2	\$0.13	\$19.0	\$0.13	\$20.6	\$0.14
Net recoveries on legal settlements	—	—	(11.4)	(0.08)	—	—
Timber write-off resulting from a casualty event <sup>(1)</sup>	—	—	—	—	1.1	0.01
Pro forma net income adjustments attributable to noncontrolling interests <sup>(1)</sup>	—	—	0.2	—	—	—
Pro Forma Net Income	\$19.2	\$0.13	\$7.8	\$0.05	\$21.6	\$0.15

Nine Months Ended	September 30, 2023		September 30, 2022	
	\$	EPS	\$	EPS
Net Income attributable to Rayonier Inc.	\$46.6	\$0.31	\$74.0	\$0.50
Net recoveries on legal settlements	(20.5)	(0.14)	—	—
Timber write-offs resulting from casualty events <sup>(1)</sup>	2.3	0.02	1.1	0.01
Pro forma net income adjustments attributable to noncontrolling interests <sup>(1)</sup>	(0.2)	—	—	—
Pro Forma Net Income	\$28.2	\$0.19	\$75.1	\$0.51



(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
<b>September 30, 2023</b>							
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
<b>Adjusted EBITDA</b>	<b>\$37.8</b>	<b>\$7.8</b>	<b>\$23.5</b>	<b>\$18.9</b>	<b>(\$0.1)</b>	<b>(\$9.0)</b>	<b>\$78.9</b>
<b>June 30, 2023</b>							
Operating income (loss)	\$21.7	(\$2.4)	\$2.4	\$8.6	\$0.1	(\$10.3)	\$20.1
Depreciation, depletion & amortization	21.9	9.2	5.9	2.2	—	0.4	39.7
Non-cash cost of land and improved development	—	—	—	9.4	—	—	9.4
<b>Adjusted EBITDA</b>	<b>\$43.6</b>	<b>\$6.9</b>	<b>\$8.3</b>	<b>\$20.3</b>	<b>\$0.1</b>	<b>(\$9.9)</b>	<b>\$69.2</b>
<b>September 30, 2022</b>							
Operating income	\$22.5	\$2.2	\$9.3	\$15.7	\$0.2	(\$9.0)	\$40.9
Gain associated with the multi-family apartment complex sale attributable to NCI <sup>(1)</sup>	—	—	—	(11.5)	—	—	(11.5)
Timber write-off resulting from a casualty event <sup>(1)</sup>	—	1.1	—	—	—	—	1.1
Pro forma operating income	\$22.5	\$3.3	\$9.3	\$4.3	\$0.2	(\$9.0)	\$30.5
Depreciation, depletion & amortization	14.1	9.4	6.3	1.0	—	0.3	31.1
Non-cash cost of land and improved development	—	—	—	3.1	—	—	3.1
<b>Adjusted EBITDA</b>	<b>\$36.6</b>	<b>\$12.6</b>	<b>\$15.6</b>	<b>\$8.4</b>	<b>\$0.2</b>	<b>(\$8.6)</b>	<b>\$64.7</b>



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

# 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
<b>September 30, 2023</b>							
Operating income (loss)	\$62.6	(\$6.5)	\$19.3	\$18.7	\$0.4	(\$28.3)	\$66.1
Timber write-off resulting from a casualty event <sup>(1)</sup>	—	—	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
<b>Adjusted EBITDA</b>	<b>\$124.2</b>	<b>\$21.7</b>	<b>\$37.9</b>	<b>\$45.8</b>	<b>\$0.4</b>	<b>(\$27.1)</b>	<b>\$202.9</b>
<b>September 30, 2022</b>							
Operating income	\$76.9	\$11.7	\$22.7	\$37.0	\$0.1	(\$26.6)	\$121.7
Gain associated with the multi-family apartment complex sale attributable to NCI <sup>(1)</sup>	—	—	—	(11.5)	—	—	(11.5)
Timber write-off resulting from a casualty event <sup>(1)</sup>	—	1.1	—	—	—	—	1.1
Pro forma operating income	\$76.9	\$12.8	\$22.7	\$25.5	\$0.1	(\$26.6)	\$111.3
Depreciation, depletion & amortization	46.8	35.6	18.2	12.7	—	0.9	114.2
Non-cash cost of land and improved development	—	—	—	20.3	—	—	20.3
<b>Adjusted EBITDA</b>	<b>\$123.7</b>	<b>\$48.4</b>	<b>\$40.8</b>	<b>\$58.4</b>	<b>\$0.1</b>	<b>(\$25.7)</b>	<b>\$245.8</b>



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