

### **Canfor Pulp Income Fund**

### Why the Canfor Pulp Income Fund?

- Market leadership
- Low cost producer
- Abundant fibre supply
- Supplier of choice to targeted customers
- Strong sponsorship
- Cash distribution to Canfor shareholders

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### **Officers**

### Paul Richards - President & CEO

- Over 35 years in the pulp & paper business
- Worked at Weldwood, MacMillan Bloedel, Repap
- Chemical engineer

### **Tom Sitar – Vice-President, Finance & CFO**

- Over 25 years of public company financial management
- Forestry experience at Weldwood as Treasurer and VP, Finance
- Chartered Accountant

### Joe Nemeth - Vice-President, Pulp & Paper Sales and Marketing

- Over 20 years of forestry experience, woodlands, lumber, plywood and pulp & paper (manufacturing and marketing)
- MBA and Bachelor of Forestry

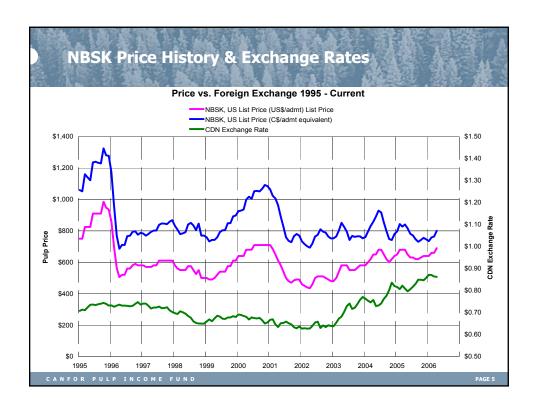
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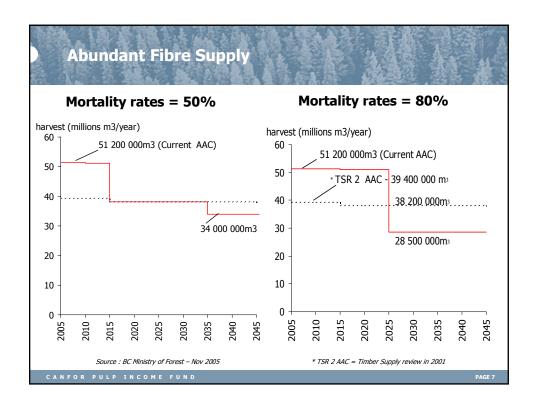
### **Pulp Business: Current Environment**

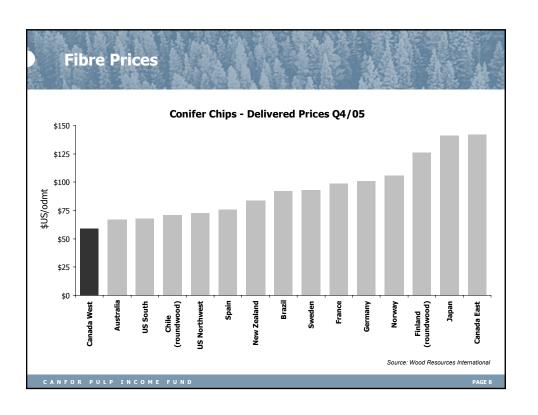
- Strengthening Canadian dollar
- Canadian capacity reduction
- Price rally
- Interior BC in a favoured position due to fibre availability

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	(000's tonnes)		
Total Canadian Capacity - 2005	7,335		
Shutdown	1,355		
Announced	270		
Total	1,625	22.2	





### **Strategy: Maximize Cash Flow Distributions**

- Preserve the mills' low cost position
  - Cost reductions
  - Efficiency improvements
- Maintain preferred supplier position
- Opportunistic accretive acquisitions

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公共 (1996年) (1	\$ million:
EBITDA	\$ 59.2
Adjustments:	
Fibre pricing changes	51.2
Cogeneration project benefits	22.6
Adjusted EBITDA	133.0
Deductions:	
Capital expenditures	34.0
Interest expense	10.0
Estimated distributable cash	89.0
10% hold-back	8.9
Estimated distributable cash	80.1
Estimated distributable cash per unit	\$1.12

### **Agreements**

### **Fibre**

- Prices formula based on Mill Nets
- Quantities 1.8 million Odt's from Canfor (75% of total requirements)

### **Corporate Services**

- Services from Canfor have been identified
- Year by year agreement

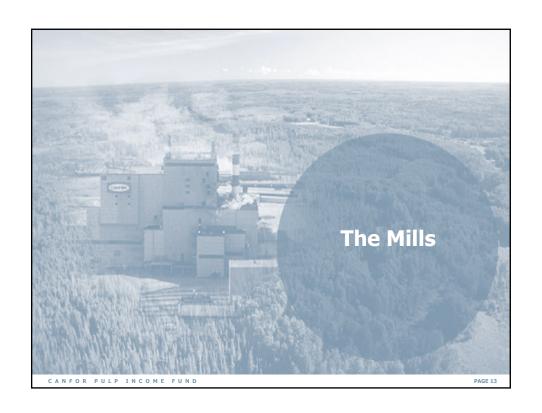
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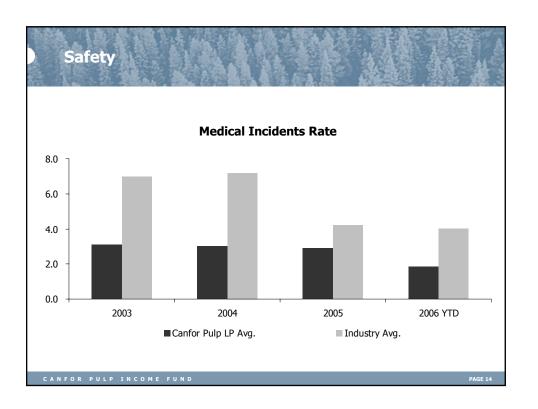
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### Risks

- Reduction in fiber supply
- Deterioration in paper markets
- Increased substitution
- Capital requirements
- Exchange rates

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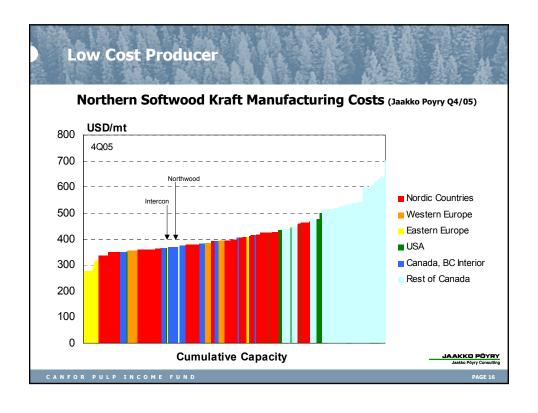


### **Operations Strategy**

# **Drive Out Costs / Maintain Lowest Quartile Cost Position in Canada**

- Achieve targets for Prince George Co Gen Project
- Continue to improve reliability / productivity

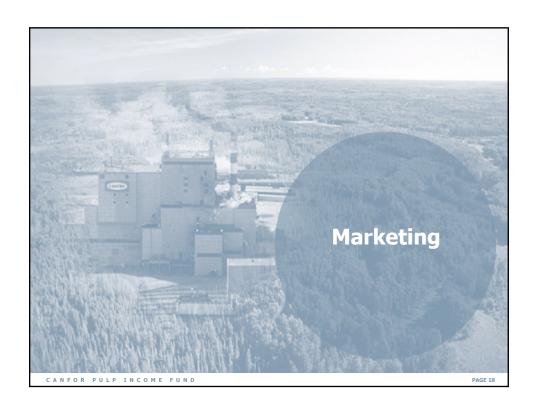
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## The Operations

	Northwood	Intercon	PG Pulp and Paper			
History	1966	1968	1966			
No. of employees	500	300	400			
Capacity (Admt)	570,000	310,000	153,000	135,000		
Operations	2-line	1-line	1-line	1-line		
Markets	itoran yang barang ang ang ang ang ang ang ang ang ang			North America & Europe		
Products	Bleached NBSK		Bleached, Semi- bleached and Unbleached	Bleached and Unbleached		
Fibre consumed		2.4 million				
Certification	ISO 9001 and ISO 14001					

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# 1. Improve Mill Returns 2. Drive Out Costs 3. Lever Strong Northern Fibre

