# **Investor Presentation** May 2008 CANFOR PULP INCOME FUND CANFOR

## Disclosure of Risk Factors

Certain statements in this presentation constitute "forward-looking statements" which involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any future results, performance or achievements expressed or implied by such statements. Words such as "expects," "anticipates," "intends," "plans," "will," "believes," "seeks," "estimates," "should," "may," "could" and variations of such words and similar expressions are intended to identify such forward looking statements. The risks and uncertainties are detailed from time to time in reports filed by Canfor Pulp Income Fund and Canfor Pulp Limited Partnership (Canfor Pulp or Partnership) with the securities regulatory authorities in all of the provinces and territories of Canada to which recipients of this presentation are referred to for additional information concerning the Partnership, its prospects and uncertainties relating to the Partnership and its prospects. These statements are based on management's current expectations and beliefs and actual events or results may differ materially. New risk factors may arise from time to time and it is not possible for management to predict all of those risk factors or the extent to which any factor or combination of factors may cause actual results, performance and achievements of the Partnership to be materially different from those contained in forward-looking statements. The forwardlooking statements are based on current information and expectations and the Partnership assumes no obligation to update such information to reflect later events or developments, except as required by law.

In this presentation, references are made to EBITDA (Earnings before Interest, Taxes, Depreciation and Amortization and before other non-operating income and expenses) and adjusted distributable cash. Canfor Pulp considers EBITDA and adjusted distributable cash to be an important indicator for identifying trends in the performance and of the Fund's ability to generate funds to meet its debt service, capital expenditure requirements and to make cash distributions to its partners. EBITDA and adjusted distributable cash is not a generally accepted earnings measure and should not be considered as an alternative to net income or cash flows as determined in accordance with Canadian generally accepted accounting principles. As there is no standardized method of calculating EBITDA and adjusted distributable cash, the Fund's use of these terms may not be directly comparable with similarly titled measures used by other entities.

Unless otherwise noted, all financial references are in Canadian dollars.

## Overview

- Canfor Pulp Limited Partnership (CPLP)
  - 3 mills in the central interior of BC
  - Pulp capacity of 1.1 million tonnes
  - Kraft paper capacity over 140,000 tonnes
  - 4 pulp machines and 1 paper machine



**Northwood** 

#### CFX.UN

- Canfor Pulp Income Fund (CFX.UN) owns 49.8% of CPLP
- CFX.UN float of 35.5 million units trade on the TSX
- Market capitalization approx. \$400 million
- ~ 200,000 units trade on average per day



Intercon and Prince George Pulp & Paper

# Why Canfor Pulp?

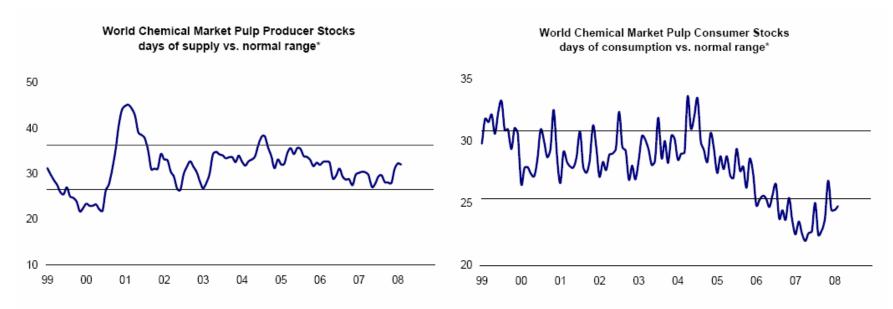
- 1) Positive pulp market dynamics
- 2) Low cost producer
- 3) Fibre supply: abundant and low cost
- 4) Market leadership



# **Strong Financial Performance**

## **Pulp Markets: Current dynamics**

#### Softwood Producer Stocks at 33 days and Consumer stocks at 25 days 1)



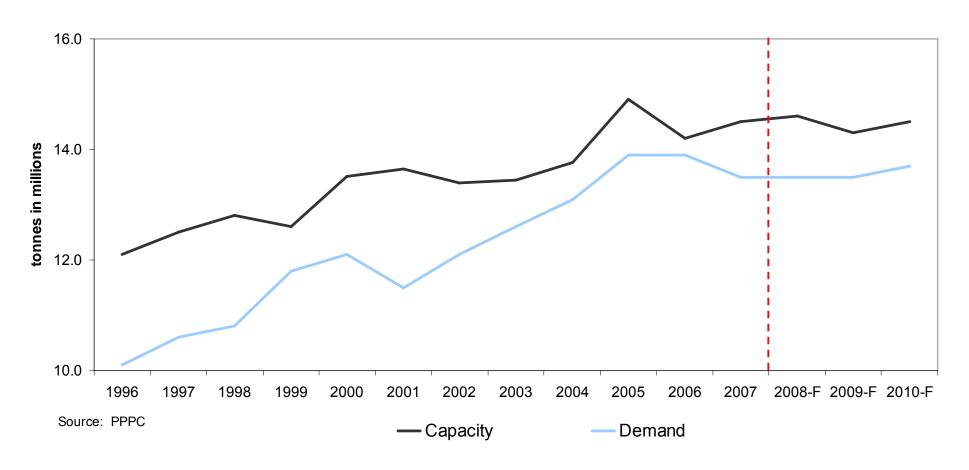
\* Days of supply, corrected for seasonality; upper and lower limits are the average level plus, or minus one standard deviation.

Source: PPPC

#### 2) Net reduction in NBSK capacity, with more at risk

# Pulp Markets: Long-term NBSK Growth

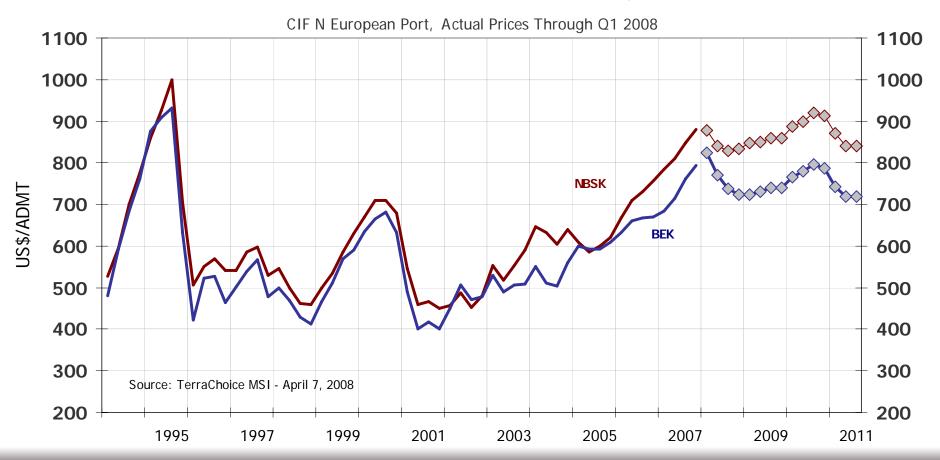
## Demand for NBSK continues to grow by 1 – 2% per year



# Pulp Markets: The Impact of Hardwood Pulps

## Growth of hardwood pulps not expected to impact NBSK prices

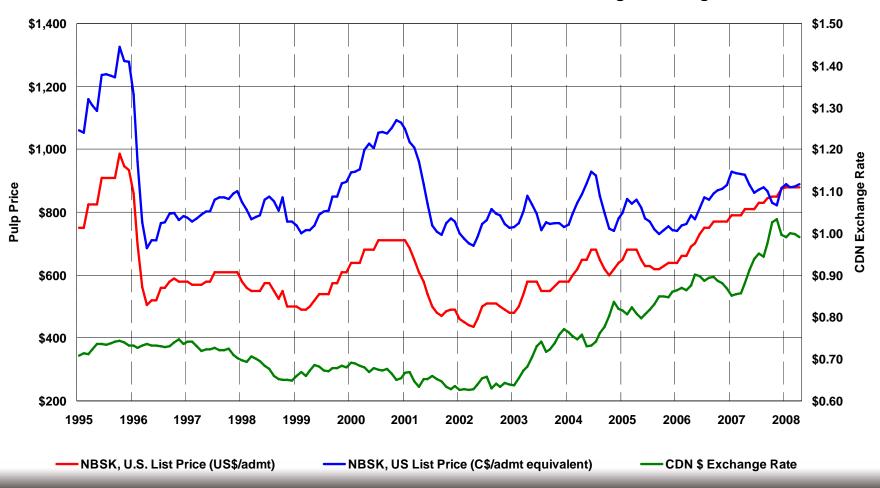
NBSK/BEK US\$ Price (delivered to N Europe)



## Pulp Markets: Historical NBSK Prices

## The floor for NBSK prices has increased

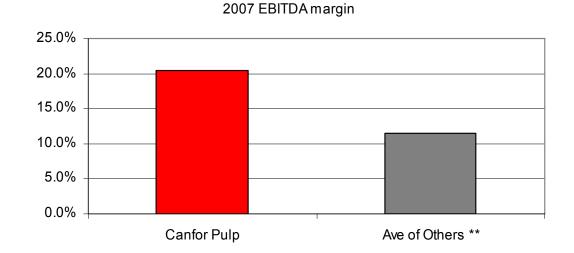
#### NBSK List Prices in \$US Delivered to North America vs. Foreign Exchange



# High Margin Producer

## Top Quartile\* EBITDA per tonne producer due to:

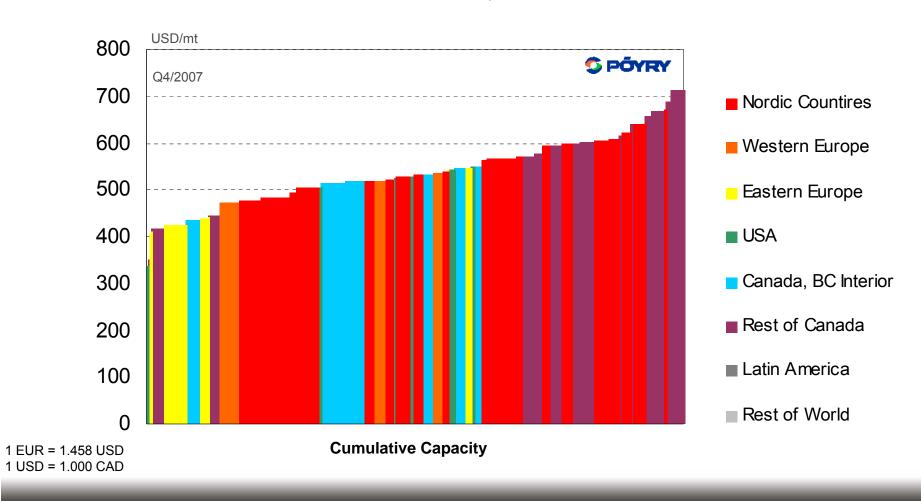
- Revenues
  - Selling into the highest margin regions to targeted customers
- Low costs
  - Competitive fibre costs
  - Strong operations
  - Focus on cost control



- Per most recent PwC 2006 benchmarking study of 13 Canadian NBSK mills, Canfor Pulp's mills were Top Quartile
- \*\* Ave of Others includes 5 other North American producers of pulp

## **Low Cost Producer**

## **Northern Bleached Softwood Kraft Manufacturing Costs** As at Q4/07

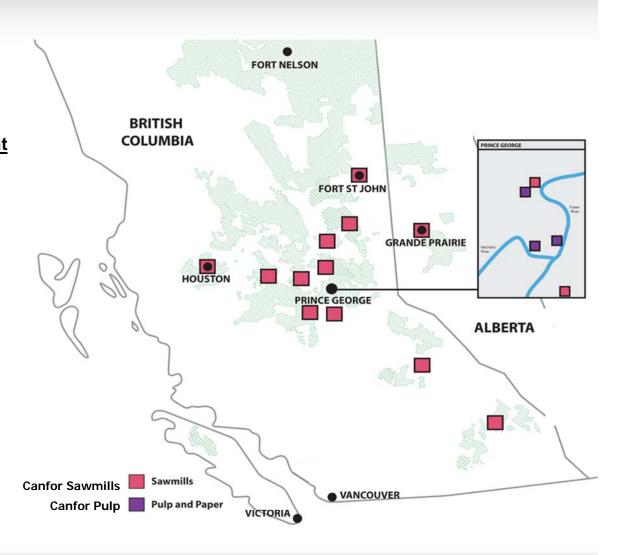


# Fibre: Abundant Supply

## **Fibre Sources**

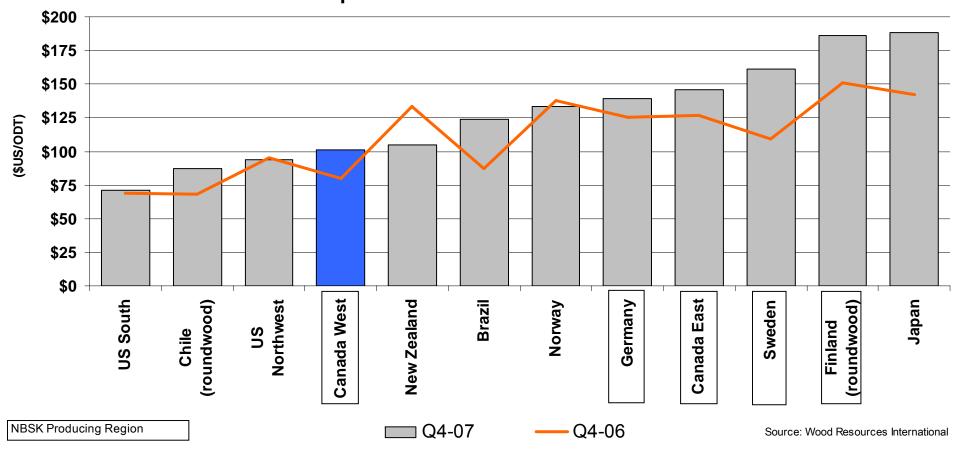
(million Odt's)	<u>Normal</u>	Current
Canfor Sawmills	1.6	1.2
Other Sawmills	0.9	0.7
Whole-log chipping	-	0.6
TOTAL	2.5	2.5

Canfor's sawmills control more than 10 million cubic meters of allowable annual cut (AAC) in British Columbia and Alberta



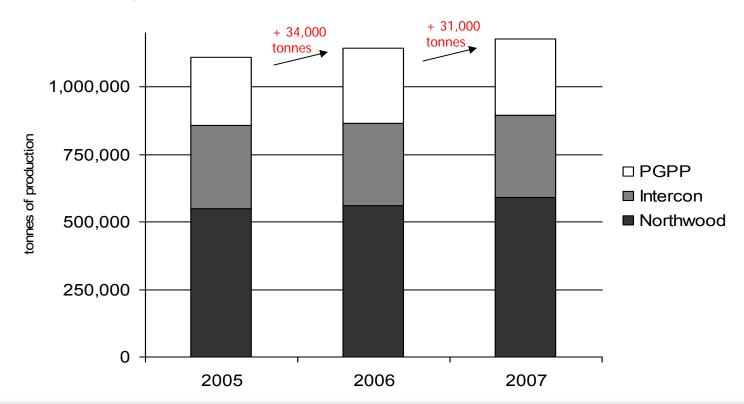
# Fibre: Low Cost





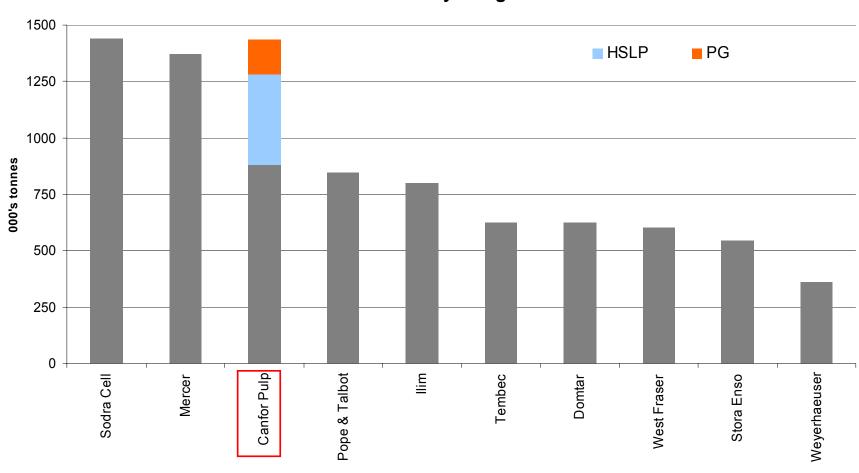
# **Efficient operations**

- Culture of continuous improvement
- ► Efficient operations drives a lower cost structure
- ► Year over year production increases



# **Leadership position**

No. 3 in NBSK Globally / Largest NSK Seller



# Higher Mill Nets Achieved

## **Target Customers That Need Reinforcing Pulp**

#### **Examples:**

#### **Printing & Writing**

• Magazines / Catalogues

#### **Specialty**

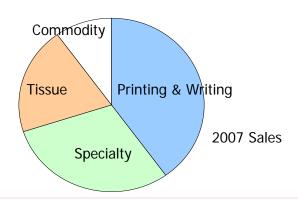
Adhesive labels (beer)/ Masking tape

#### **Tissue**

Branded top quality "Use at-home" tissues

#### **Commodity**

Photocopy paper



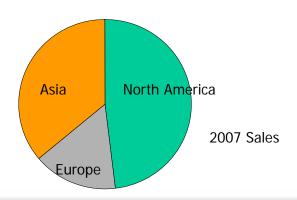
#### 2) **Diversify Sales**

#### **Current Prices:**

USA = US\$880 per tonne, list

Europe = US\$920 per tonne, list

Asia = US\$760 to \$810, net



# **Financials: Strong Performance**

	Q1	Q4	Q1	Year ended
\$ millions unless otherwise noted	2008	2007	2007	2007
Sales	211.4	215.1	238.2	921.6
EBITDA	42.5	27.9	60.1	188.5
- ebitda margin%	20%	13%	25%	20%
Net Income	43.5	12.1	48.6	129.8
- per unit	\$0.61	\$0.17	\$0.68	\$1.82
C\$ average list pulp price (del to USA)	884	841	925	885
Shipments-pulp (m tonnes)	228.9	253.6	253.1	1,023.6
Production-pulp (m tonnes)	231.5	261.4	258.9	1,044.3

# **Financials: Strong Financial Postion**

## Maintain a strong balance sheet

\$ millions	As at Mar 2008
Cash	22.9
Current Assets	324.1
Fixed Assets & Others	595.0
Total	942.0

	As at Mar 2008
Current & Other Liabilities	227.3
Long-term Debt *	112.0
Equity	602.7
Total	942.0

• Net Debt / EBITDA (LTM) 0.52

 Net Debt / Equity 0.15

Yield ~13%

\* Fixed rate Notes due November 2013.

## **Distributions**

- Based on estimates of full year cash flow from operations after debt service and capital expenditures
  - Low debt service costs \$7 million
  - Capital requirements to retain competitive cost structure ~ \$34 million per year
- Full flow through from CPLP operations to unitholders

# Why Canfor Pulp?

- 1) Positive pulp market dynamics
- 2) Low cost producer
- 3) Fibre supply: abundant and low cost
- 4) Market leadership



# **Strong Financial Performance**

## **Investor Contact**



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- **Investor Contact** David Jan David.Jan@canforpulp.com 604-312-9457
- Canfor Pulp Income Fund 1700 West 75th Avenue Vancouver, BC V6P 6G2
- www.canforpulp.com

# **Canfor Pulp Income Fund**



**APPENDIX** 

## **Experienced Leadership**

## Board of Directors

Charles Jago, Chairman <sup>1,2</sup> Stan Bracken-Horrocks <sup>1,2</sup> Donald Campbell <sup>1,3</sup> Peter Bentley <sup>2</sup> Peter Lusztig <sup>1,3</sup> Paul Richards <sup>4</sup> James Shepard <sup>5</sup>

## Management

Paul Richards, *President & CEO*Terry Hodgins, *CFO & Secretary*Joe Nemeth, *VP, Sales & Marketing*Craig Garratt, *GM, Fibre Supply*Rick Pingel, *GM, Logistics & Procurement*Martin Pudlas, *GM, Northwood Mill*Rick Remesch, *Corporate Controller*Brett Robinson, *GM, Intercon and Prince George Pulp & Paper Mill*David Scott. *GM. Human Resources* 

<sup>&</sup>lt;sup>1</sup> Audit Committee

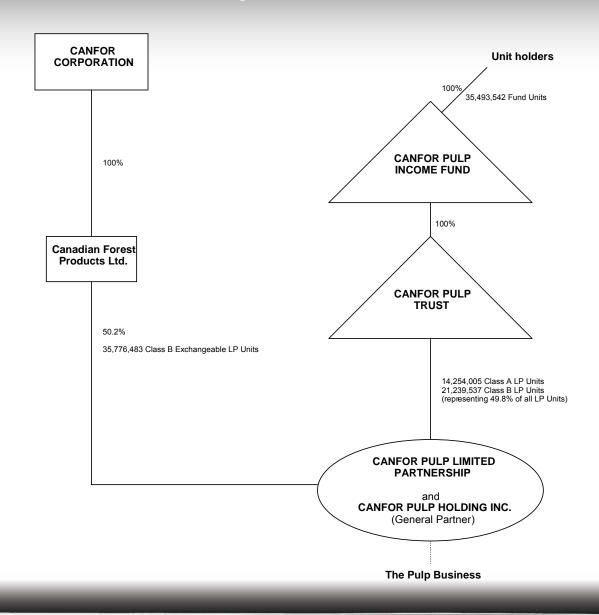
<sup>&</sup>lt;sup>2</sup> Compensation Committee

<sup>&</sup>lt;sup>3</sup> Nominating Committee

<sup>&</sup>lt;sup>4</sup> Management

<sup>&</sup>lt;sup>5</sup> Canfor Corp. CEO

# **Simplified Ownership Structure**



## **Our Location**



#### 3 mills in the BC Interior:

- 1.1 million tonnes of NBSK pulp
- 140,000 tonnes of Kraft paper
- 4 pulp machines and 1 paper machine

#### MILL/LOCATION

#### **KEY PRODUCTS**

**NBSK Pulp** 

**NBSK Pulp** 

**NSK Pulp** 

Kraft Paper **Head Office** 

- Intercontinental
- Northwood
- Prince George Pulp & Paper
- Prince George Pulp & Paper
- Vancouver
- Canfor Pulp Research & Development Centre - Vancouver
- Pulp & Paper
- Other

# **The Operations**

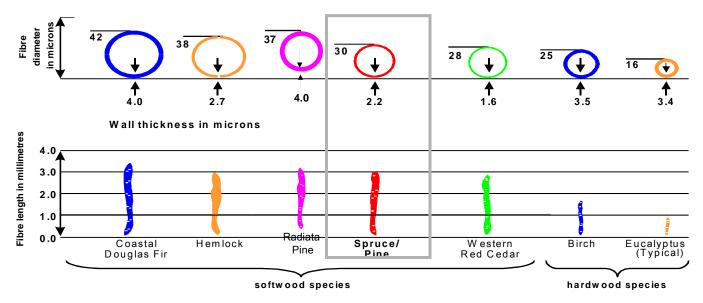
	Northwood	Intercontinental Prince Georg		ge Pulp & Paper	
Year Built	1966	1968	1968 1966		
No. of employees	480	280 390			
Capacity (ADMT*)	590,000	315,000	155,000 (pulp)	140,000 (paper)	
Operations	2-line pulp	1-line pulp	1-line pulp	1-line paper	
Markets	North America, Europe & Asia  North America & Europe				
Products	Bleached NBSK		Semi- bleached and Unbleached	Bleached and Unbleached	
Fibre consumed (Oven-dried tonne)	2.5 million				
Certification	ISO 9001 and ISO 14001				

<sup>\*</sup>air-dried metric tonnes; tonne = metric ton = 2240 lbs

## **Fibre Characteristics**

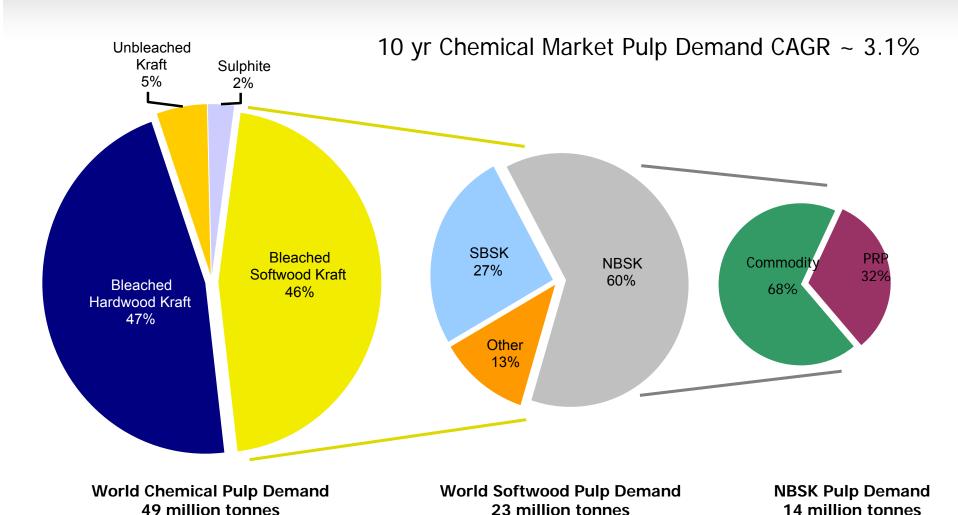
Not all pulps are the same: Northern spruce and pine fibre grown in the central interior of British Columbia is recognized as one of the the strongest in the world due to the long, slender fibres. Provides for a better printing surface, better softness and better strength, which in turn commands a premium price.

## **Typical Fibre Dimensions**



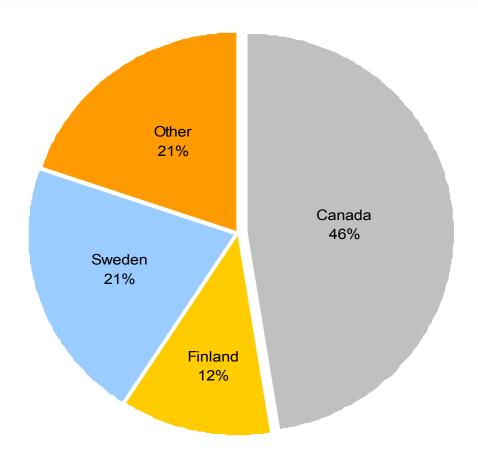
"Weight weighted lengths measured by Kajaani FS 200"

## **Pulp Demand**



Source: Pulp & Paper Products Council (Dec 2007)

# Global NBSK Supply by Region (2006)



Source: Pulp & Paper Products Council

# **Financials: Strong Earnings**

## **Selected Quarterly Partnership Financial Information**

	<u>Q1-2008</u>	<u>Q4-2007</u>	<u>Q3-2007</u>	<u>Q2-2007</u>	<u>Q1-2007</u>	<u>Q4-2006</u>	<u>Q3-2006</u>
Sales (\$ millions)	211.4	215.1	228.9	239.4	238.2	225.2	213.6
EBITDA - EBITDA %	42.5 20%	27.9 13%	48.8 21%	51.7 22%	60.1 25%	58.2 26%	61.8 29%
Net Income	43.5	12.1	33.2	35.9	48.6	44.8	41.9
Adjusted Distributable Cash Per Unit	0.60	0.19	0.50	0.54	0.72	0.80	0.75
Shipments (000 tonnes)	220.0	2527	257.1	250.0	252.1	240.0	251.4
- Pulp - Paper	228.9 35.1	253.6 32.4	257.1 30.8	259.8 35.9	253.1 30.4	249.8 32.7	251.4 29.5
Pulp Prices *	880	857	837	810	790	770	757
USD / CAD fx rate	0.996	1.019	0.957	0.911	0.854	0.878	0.892

<sup>\*</sup> USD per tonne, delivered to USA

## **Financials: Sensitivities**

## Available on www.canforpulp.com and www.sedar.com are:

- Annual Information Form
- Annual MD&A and Audited financial statements
- Quarterly MD&A and financial statements

#### **Sensitivities**

(millions of dollars, unaudited)	Impact on annual EBITDA
Cdn dollar – US \$0.01 change per Cdn dollar	\$6
NBSK pulp price – US \$10 change per tonne	\$7
Fibre cost - C\$2 change per oven-dried tonne	\$5
Natural gas cost - \$1 change per gigajoule	\$4