



**Rayonier**  
More than trees™

# INVESTOR PRESENTATION

*August 2022*

# Forward-Looking Statements

**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; business disruptions arising from public health crises and outbreaks of communicable diseases, including the current outbreak of the virus known as the novel coronavirus; 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 and trucking 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, 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; interest rate and currency movements; our capacity to incur additional debt; 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; 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; the cyclical nature of the real estate business generally; the lengthy, uncertain and costly process associated with the ownership, entitlement and development of real estate, especially in Florida and Washington, which also may be affected by changes in law, policy and political factors beyond our control; unexpected delays in the entry into or closing of real estate transactions; changes in environmental laws and regulations that may restrict or adversely impact our ability to sell or develop properties; the timing of construction and availability of public infrastructure; and the availability of financing for real estate development and mortgage loans.

For additional factors that could impact future results, please see Item 1A - Risk Factors in the Company's most recent Annual Report on Forms 10-K and 10-Q 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," 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.

# Rayonier Today

# Rayonier At A Glance



2.7 million acres

\$1.9 billion<sup>(1)</sup> of acquisitions since 2014

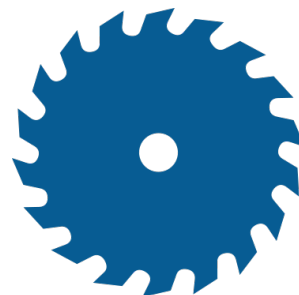


~400 employees

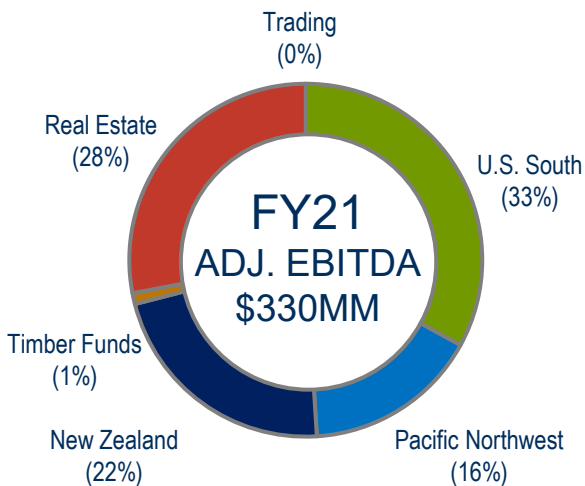
Value-added Real Estate Platform



Sustainable yield of ~11 million tons annually



Established in 1926



## Sustainable Certifications



SFI-00023



The mark of responsible forestry

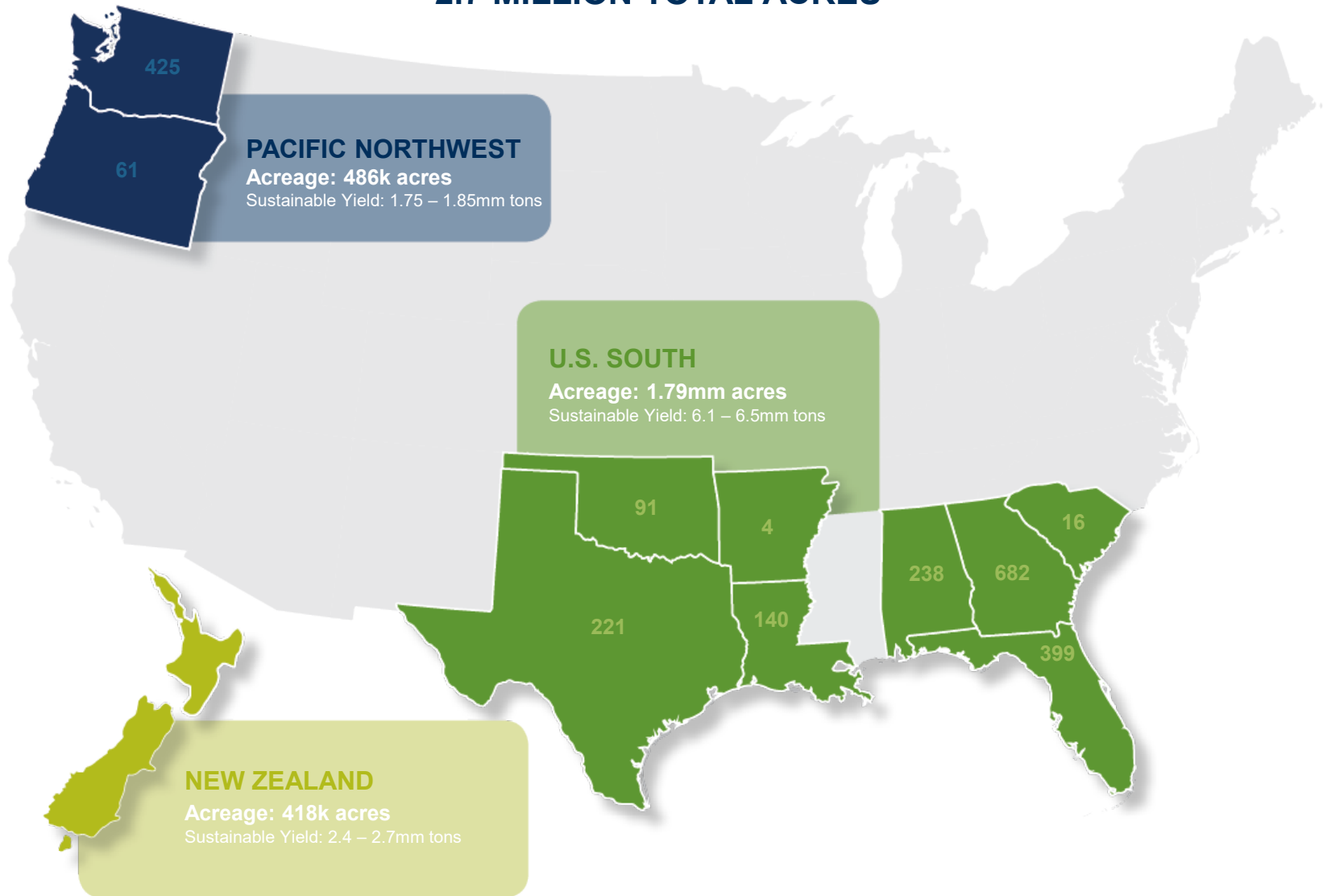


## Mission:

Provide industry-leading financial returns to our shareholders while serving as a responsible steward of the environment and a beneficial partner to the communities in which we operate

# Highly Productive, Geographically Diversified Timberlands

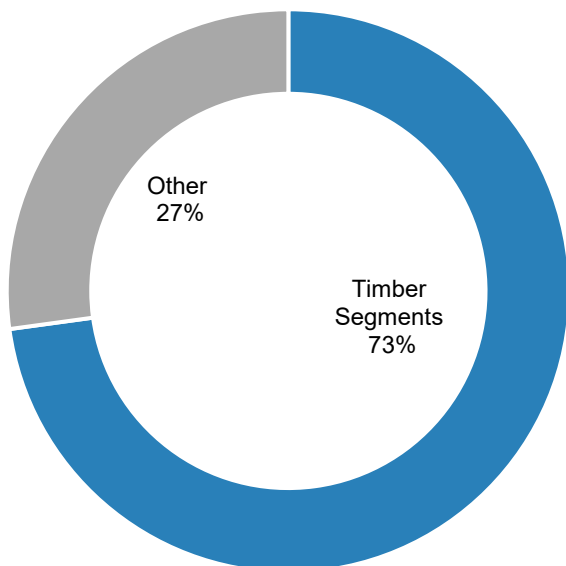
2.7 MILLION TOTAL ACRES



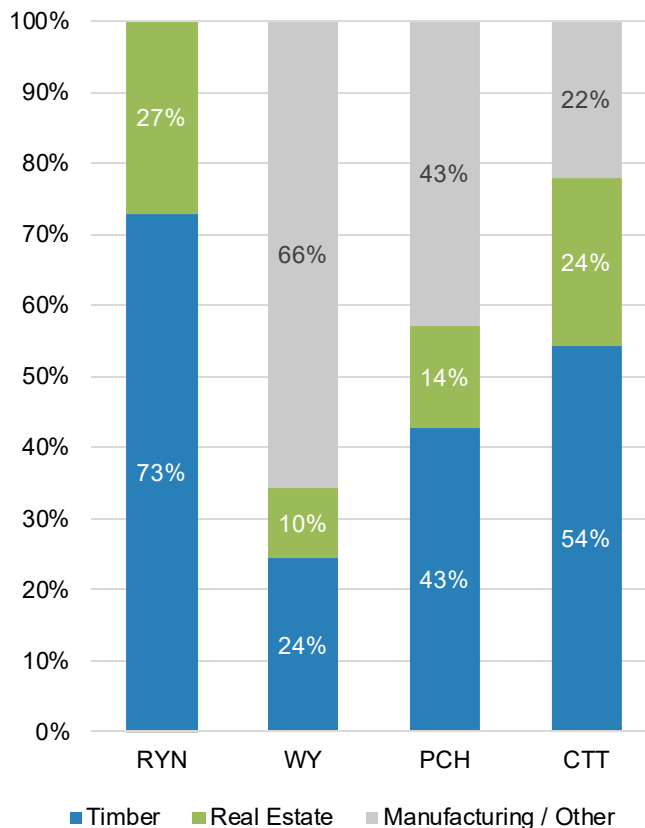
# Rayonier is the Leading “Pure Play” Timber REIT

## Rayonier

2019 – 2021 EBITDA\*  
Composition

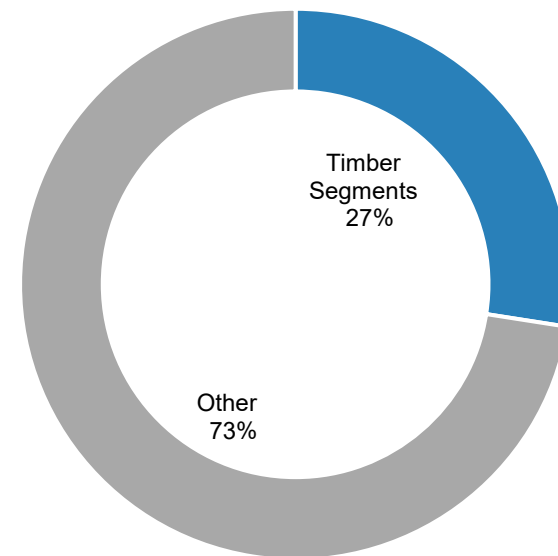


Peer Group EBITDA\* Composition  
(2019 – 2021)



## Peer Group

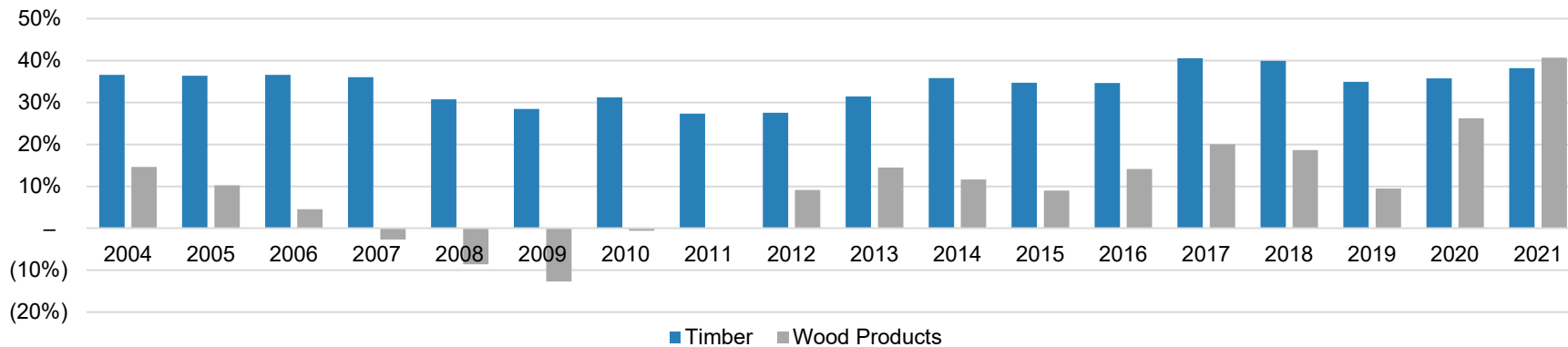
2019 – 2021 EBITDA\*  
Composition



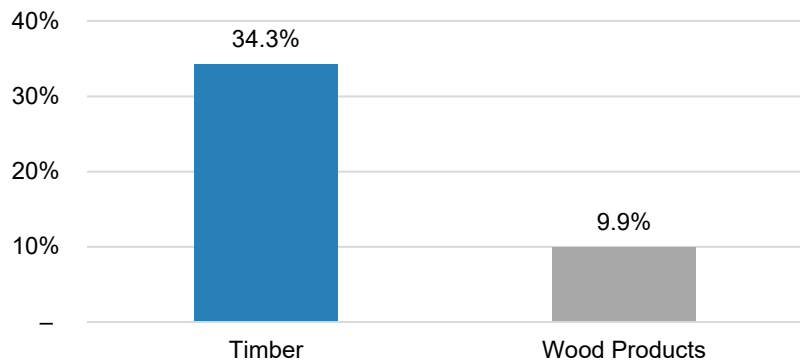
**Over the last three years, Rayonier has generated 73% of its EBITDA\* from timber operations (versus 27% for the peer group).**

# Timberland vs. Wood Products Volatility

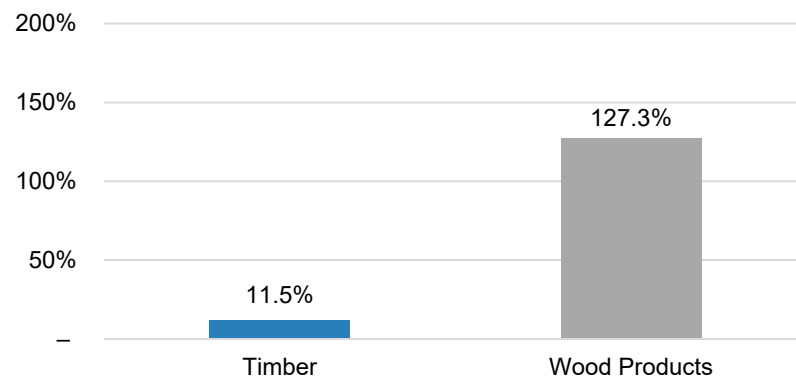
## Historical Timber vs. Wood Products Segment EBITDA\* Margins (1)



## Average EBITDA\* Margin (2004 – 2021)



## Margin Volatility / Coefficient of Variation (2)



**Timberland operations generally yield high EBITDA\* margins with very low volatility relative to wood products manufacturing.**

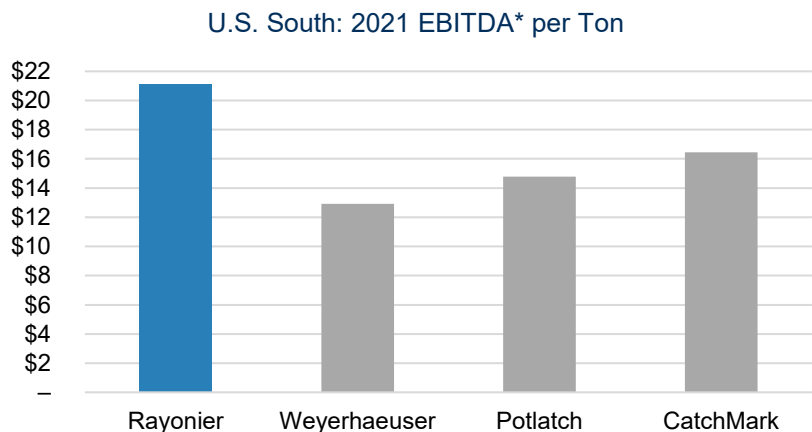
(1) Based on aggregate U.S. timber segments EBITDA margin versus aggregate manufacturing segments EBITDA margin of Rayonier, Weyerhaeuser, PotlatchDeltic, and legacy Plum Creek.

(2) Calculated as ratio of standard deviation to average.

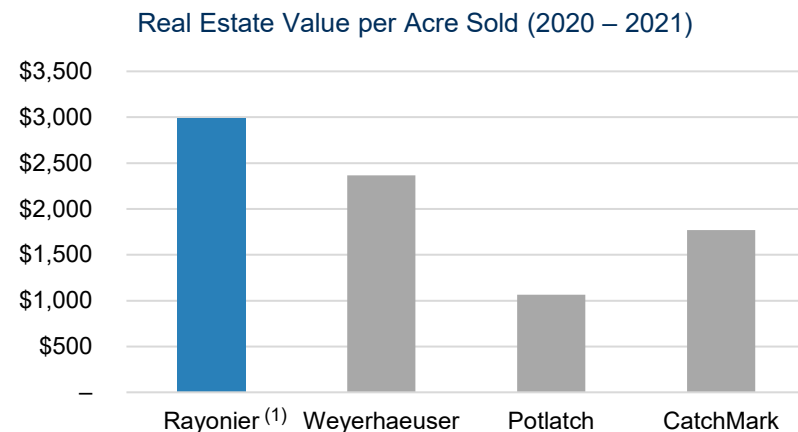
\* Non-GAAP measure or pro forma item (see Appendix for definitions and RYN reconciliations).

# Rayonier Portfolio Highlights

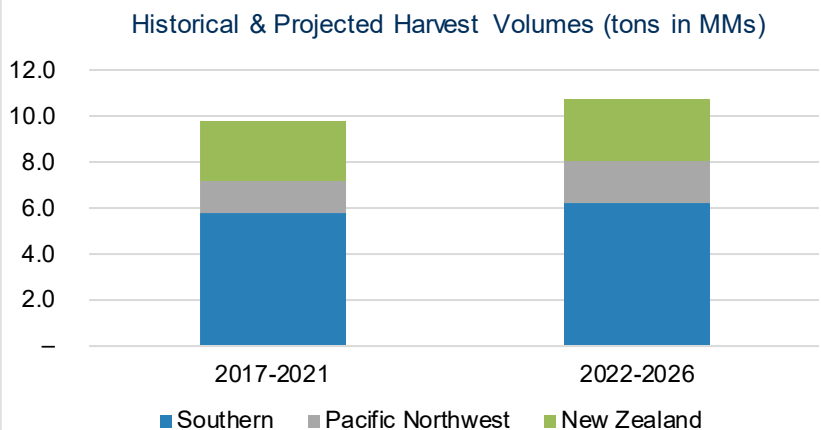
## Sector-Leading U.S. South EBITDA\* per Ton



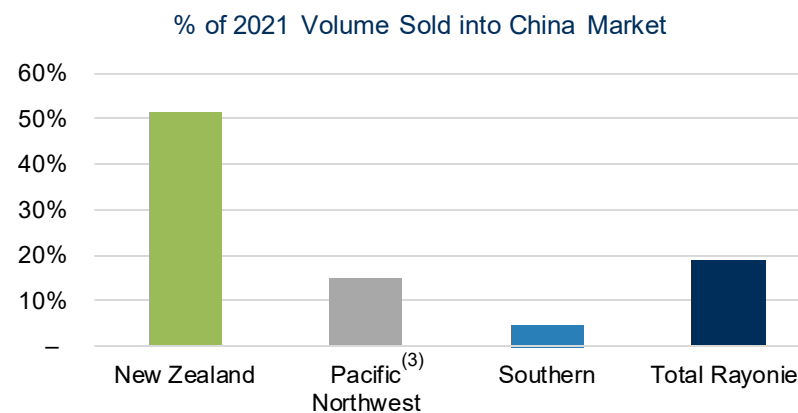
## Sector-Leading HBU Value Realizations



## Improving Harvest Profile<sup>(2)</sup>



## Unique Exposure to China Export Market



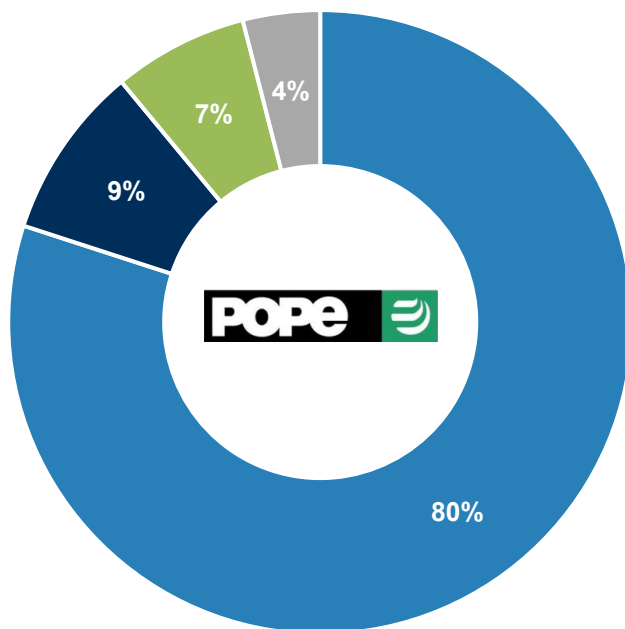
(1) Excludes Large Dispositions, Improved Development and Conservation Easements.  
 (2) Based on Rayonier estimates; assumes current portfolio with no acquisitions or divestitures.  
 (3) Based on estimated export volume sold into China market.  
 \* Non-GAAP measure or pro forma item (see Appendix for definitions and RYN reconciliations).



# Pope Resources Post-Acquisition Highlights

## Indicative Enterprise Value Breakdown

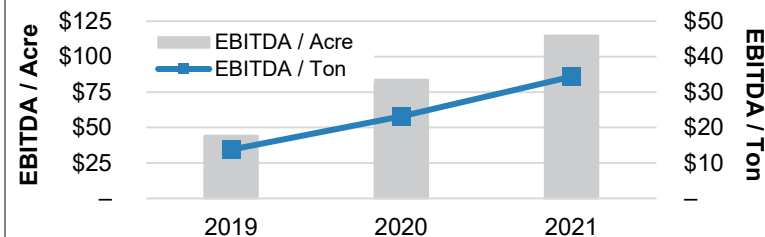
(~\$656 MM Enterprise Value @ Announcement – Jan. 2020) <sup>(1)</sup>



- Partnership Timber
- Fund Co-Investment
- Real Estate / HBU
- Other

## Fee Timber

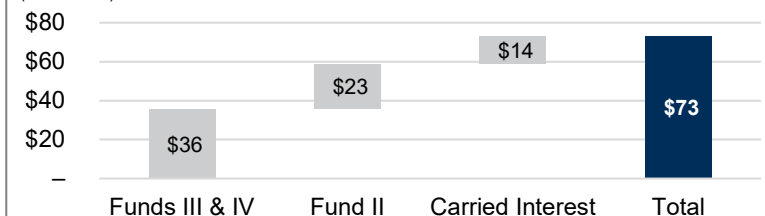
**Strong growth in PNW Timber Segment EBITDA\* per Acre / Ton**



## Timber Funds

**Fully exited the Funds business for total proceeds of \$73mm**

(\$ in millions)



## Real Estate / HBU

**Realized HBU sales of \$47mm (vs implied Real Estate valuation of ~\$45mm @ acquisition); significant HBU acreage remaining**

(\$ in 000's, except per acre values)	Revenue	Acres	Price/Acre
Arborwood	\$ 37,500	359	\$ 104,579
Other HBU sales	2,140	142	15,021
<b>Total HBU Sales</b>	<b>\$ 39,640</b>	<b>501</b>	<b>\$ 79,115</b>
Conservation Easements	6,954	2,165	3,212
<b>Total Revenue</b>	<b>\$ 46,594</b>	<b>NA</b>	<b>NA</b>

# Rayonier's Strategic Priorities

## MANAGE FOR LONG-TERM VALUE

- Design harvest strategy to achieve long-term, sustainable yield
- Balance biological growth, harvest cash flow and responsible stewardship

## ACQUIRE HIGH-QUALITY TIMBERLANDS

- Pursue acquisitions that improve portfolio quality and sustainable yield
- Maintain disciplined approach to acquisitions; minimize HBU speculation

## OPTIMIZE PORTFOLIO VALUE

- Opportunistically monetize lands where premium valuations can be achieved
- Pursue value creation activities on select properties to enhance long-term value

## FOCUS ON QUALITY OF EARNINGS

- Focus on harvest operations and rural land sales to support dividends
- De-emphasize sale of “non-strategic” timberlands to augment cash flow

## POSITION FOR LOW-CARBON ECONOMY

- Capitalize on increasing demand for carbon solutions / sequestration
- Integrate ecosystem services opportunities into long-term strategic planning

## BEST-IN-CLASS STEWARDSHIP & DISCLOSURE

- Develop and integrate robust ESG policies and best practices
- Establish Rayonier as industry leader in transparent disclosure

# Prudent Capital Structure & Financial Policy

## Credit Highlights & Ratio Targets

### Current Credit Ratings

- S&P: BBB- / Stable
- Moody's: Baa3 / Stable

### Credit Highlights

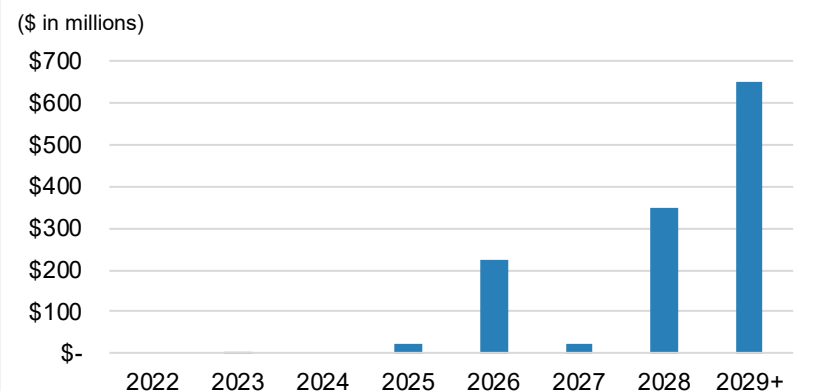
- Strong Adj. EBITDA\* margins
- High EBITDA-to-FCF conversion
- Significant asset coverage
- 2.7% weighted avg. cost of debt / 100% fixed

### Credit Ratio Targets

- Committed to maintaining an investment grade credit profile
- Target credit metrics include:
  - Net Debt\* / Adj. EBITDA\*:  $\leq 4.5x$
  - Net Debt\* / Asset Value:  $\leq 30\%$

## Capitalization & Maturity Profile

(\$ in millions)	6/30/2022
Total Debt <sup>(1)</sup>	\$1,272.1
(-) Cash	(279.3)
Net Debt*	\$992.8
<b>Credit / Valuation Data</b>	
2021 Adjusted EBITDA*	\$329.8
Shares / OP Units Outstanding	149.6
Enterprise Value <sup>(2)</sup>	\$6,586.1
<b>Credit Statistics</b>	
Net Debt* / Adjusted EBITDA*	3.0x
Net Debt* / Enterprise Value <sup>(2)</sup>	15%



**Rayonier has a strong, investment grade credit profile with significant asset coverage.**

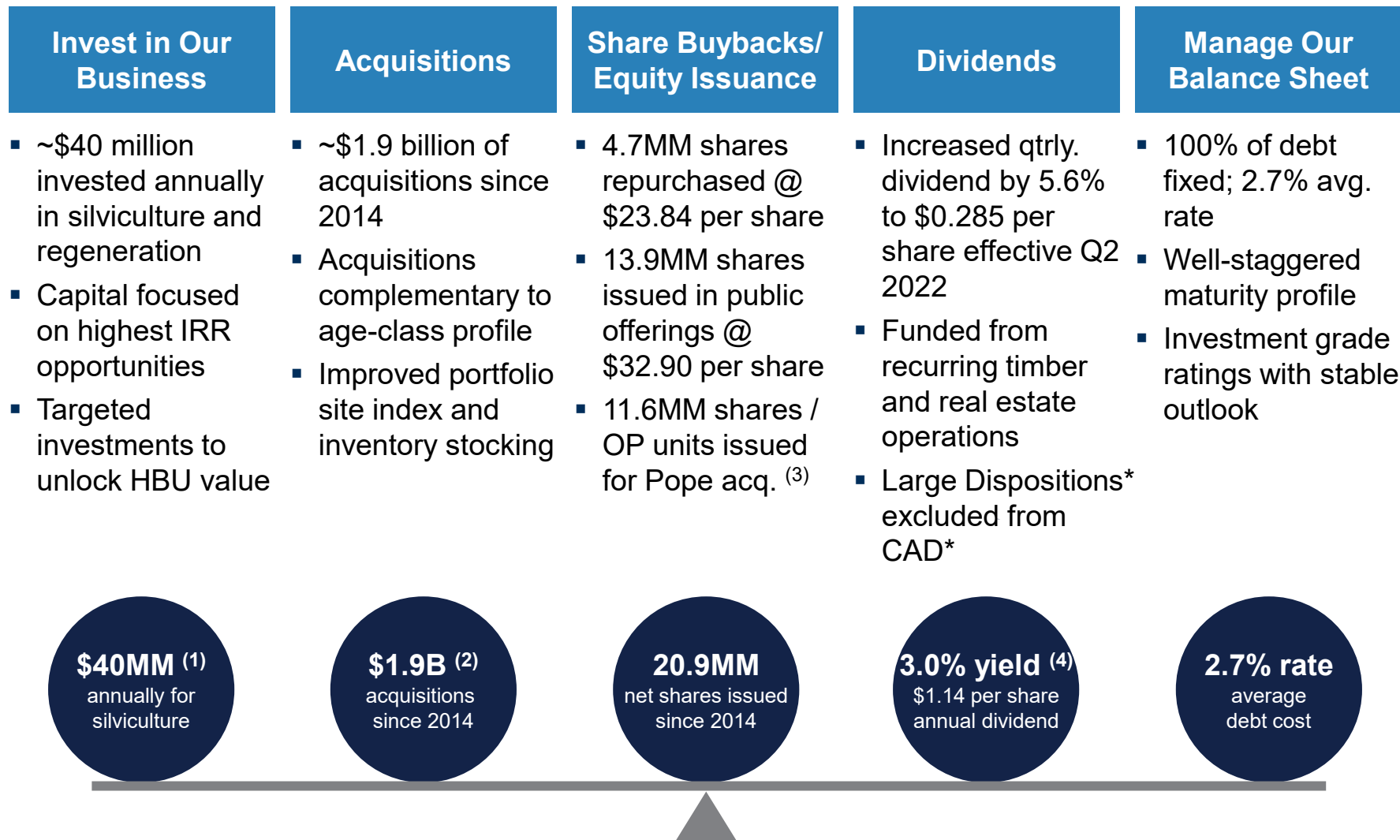


(1) Debt reflects principal on long-term debt, gross of deferred financing costs and unamortized discounts.

(2) Enterprise value based on market capitalization (including Rayonier, L.P. "OP units") plus net debt based on RYN share price of \$37.38 as of 6/30/22.

\* Non-GAAP measure or pro forma item (see Appendix for definitions and RYN reconciliations).

# Nimble Approach to Capital Allocation



(1) Represents average annual investment in silviculture and replanting from 2020 – 2021.

(2) Includes total Pope Resources transaction value at closing (i.e., consideration plus net debt assumed of \$576 million).

(3) RYN share price at time of transaction announcement was \$32.72.

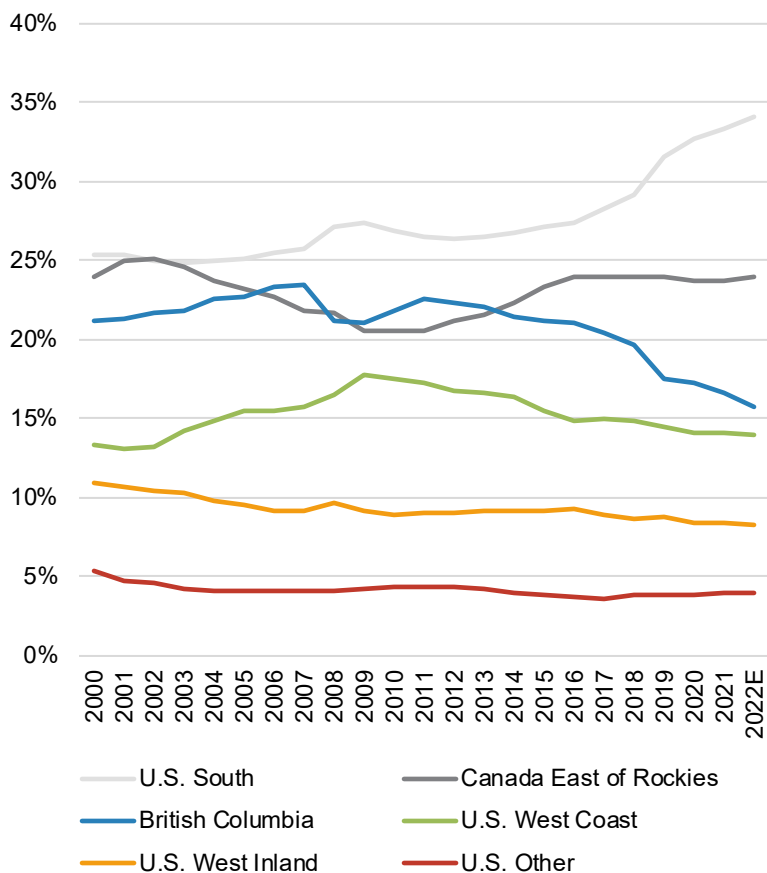
(4) Based on share price of \$37.38 as of 6/30/2022 and annualized dividend of \$1.14 per share.

\* Non-GAAP measure or pro forma item (see Appendix for definitions and RYN reconciliations).

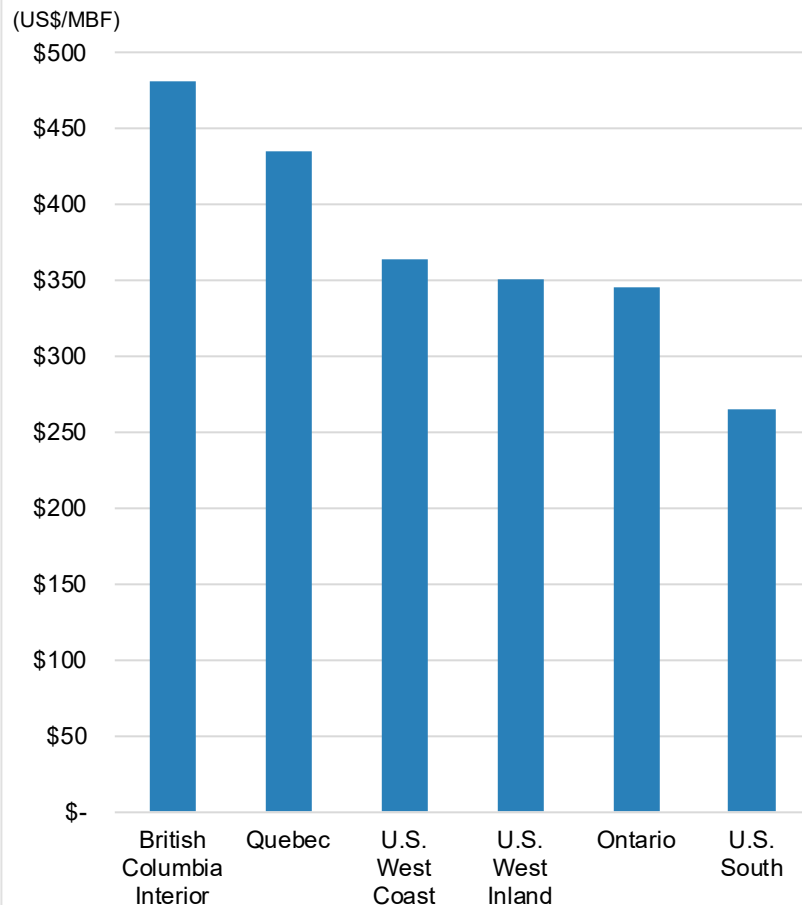
# Key Industry Trends

# U.S. South Lumber Production Gaining Market Share

## Share of North American Lumber Capacity

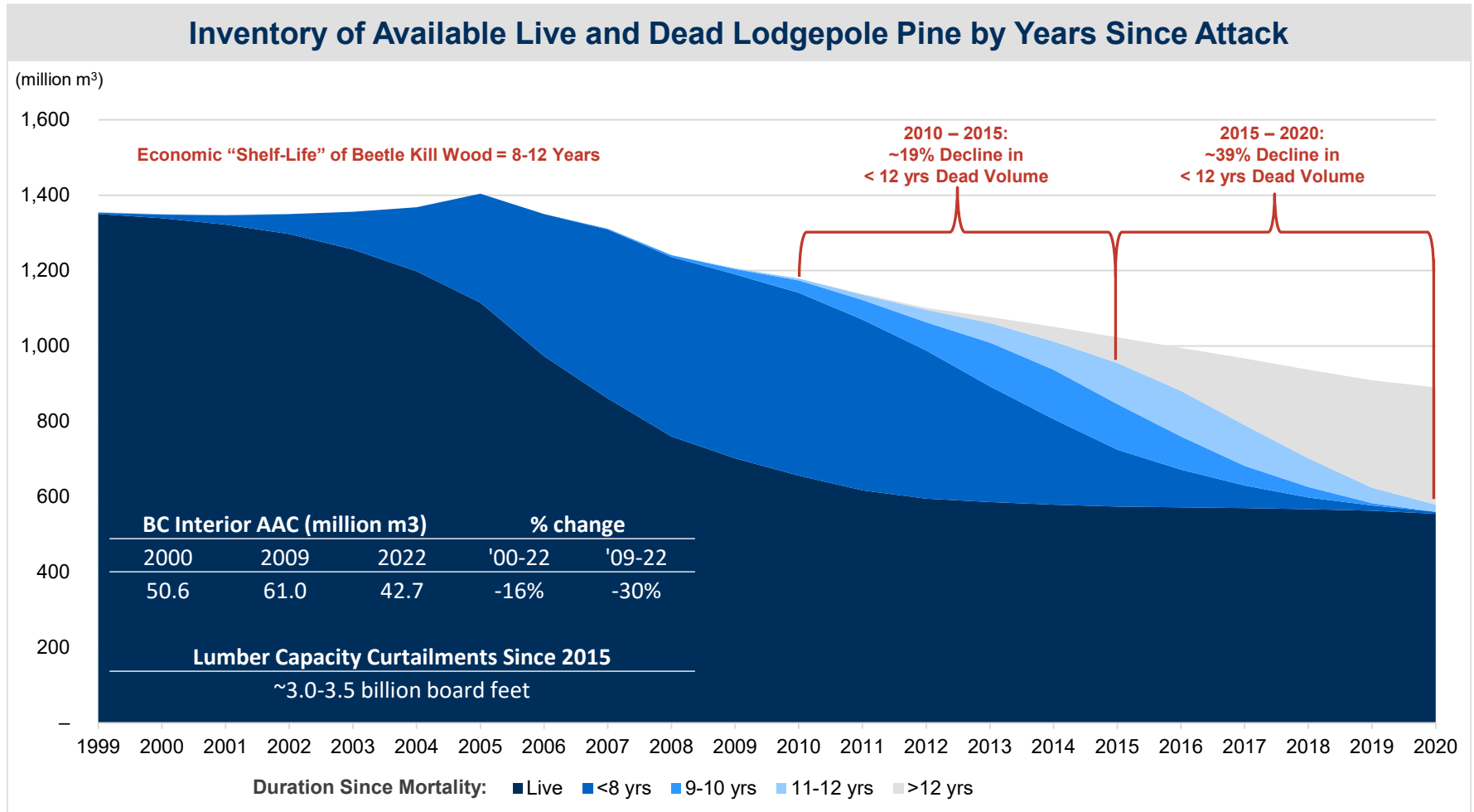


## Average Production Costs by Region (1)



**The U.S. South has gained significant market share over the past 20+ years and is well-positioned moving forward as the lowest cost region within North America.**

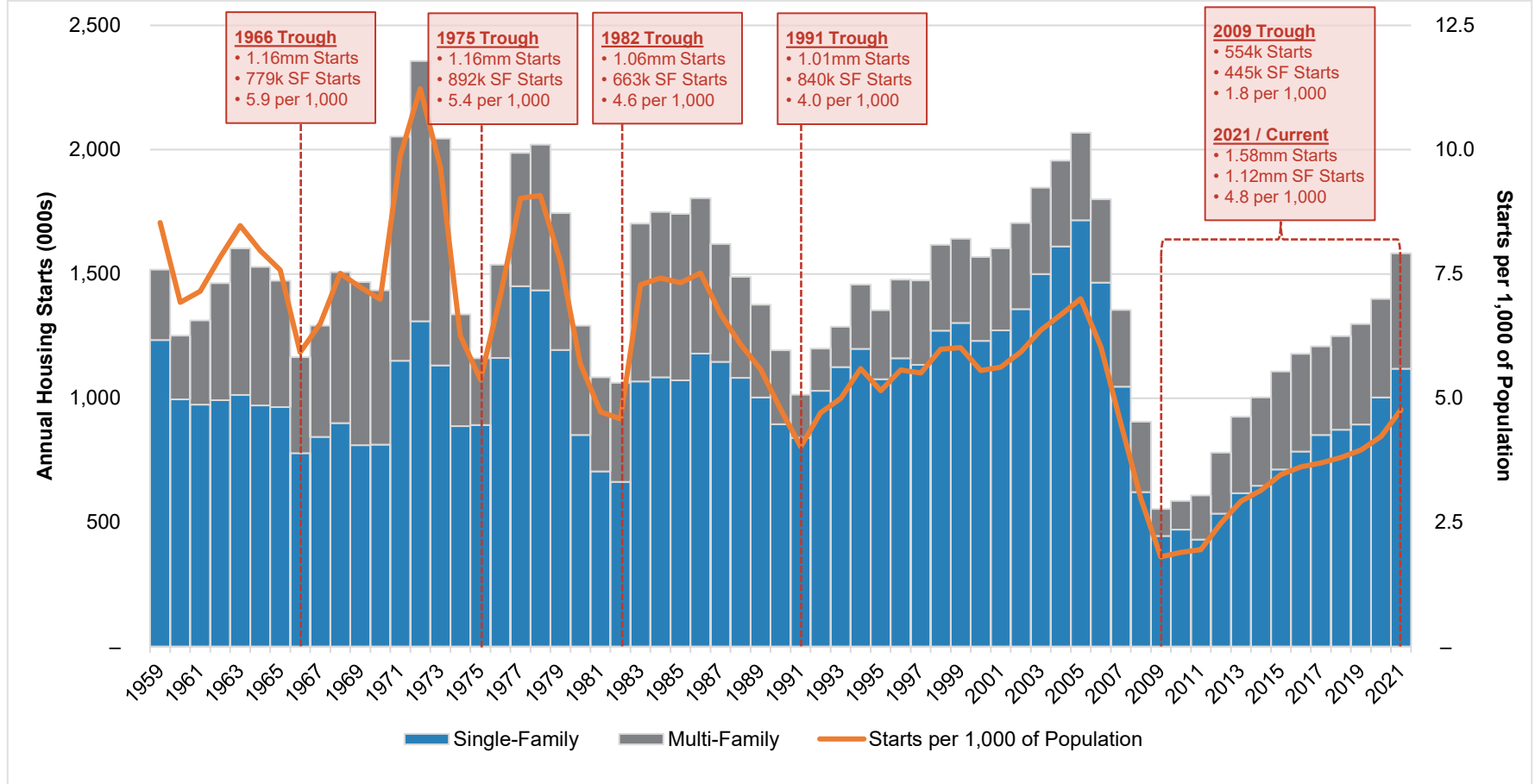
# Availability of Viable B.C. Timber Has Declined Rapidly



**The mountain pine beetle epidemic is expected to significantly constrain the availability of economically viable pine inventory in B.C. for many decades.**

# Housing Starts Healthy Following Period of Underbuilding

## Historical Annual Housing Starts

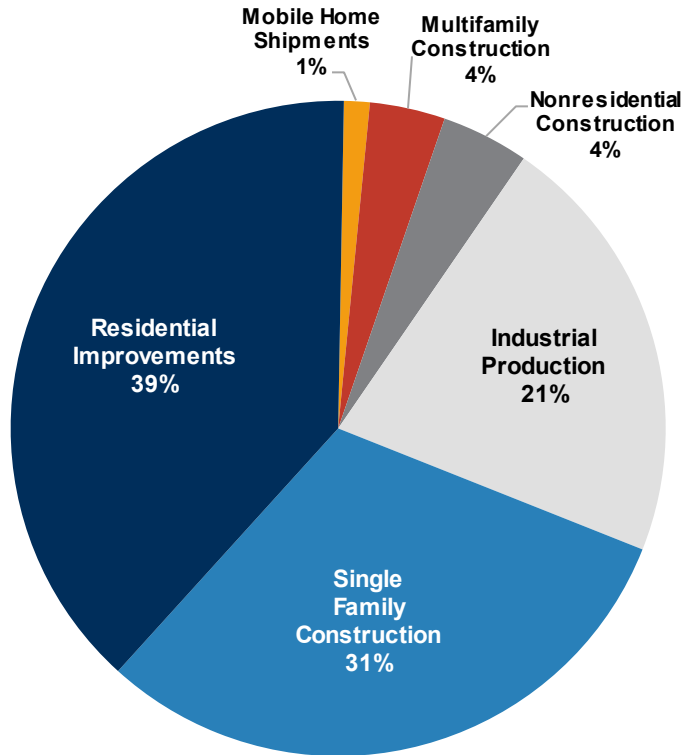


**Total U.S. housing starts have increased for twelve consecutive years.**

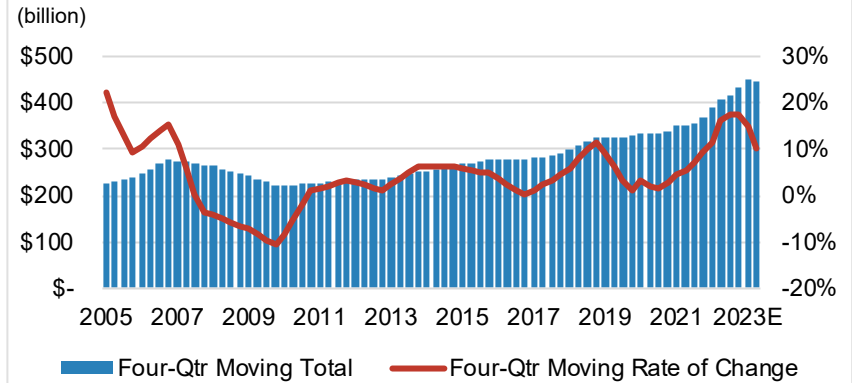


# Repair & Remodel Demand Poised to Remain Strong

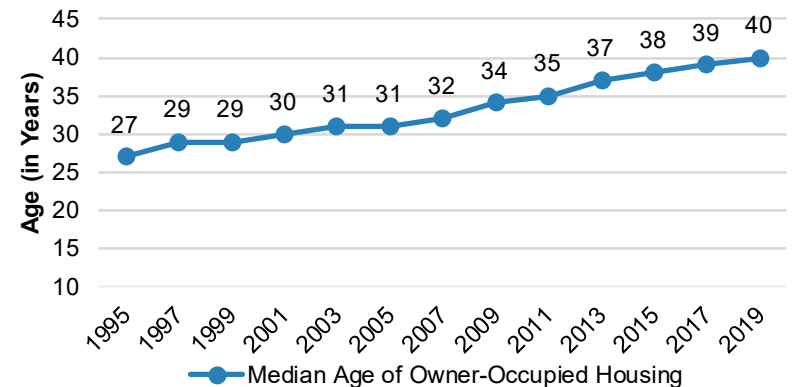
## 2021 U.S. Lumber Consumption by End-Use



## Homeowner Improvements & Repairs (1)



## U.S. Housing Stock has Aged Considerably

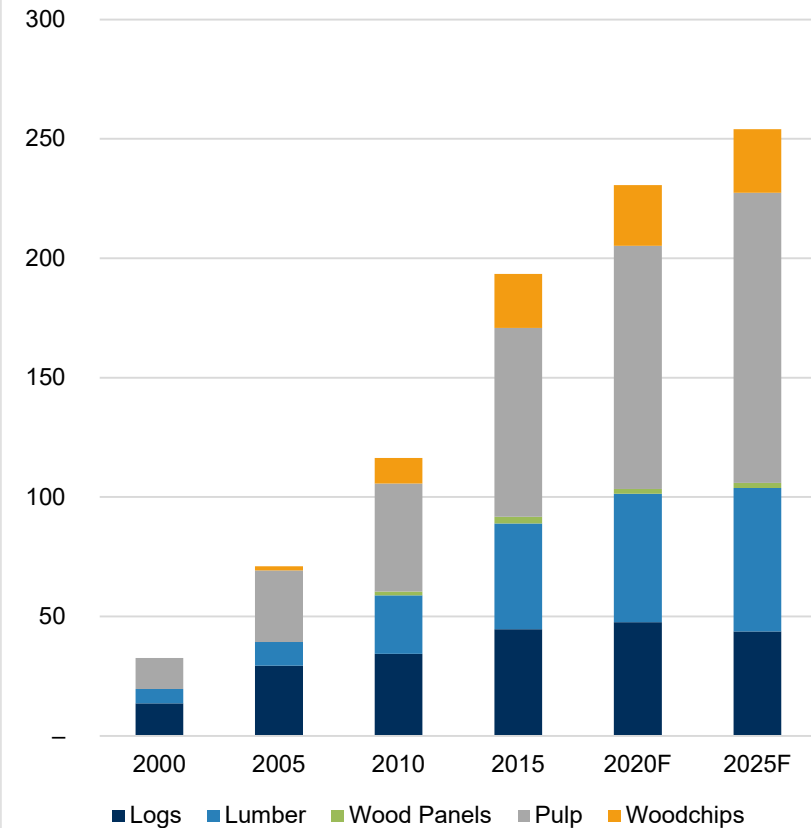


**Residential improvements comprise the largest component of U.S. demand for lumber.**

# China's Large Timber Supply Deficit is Growing

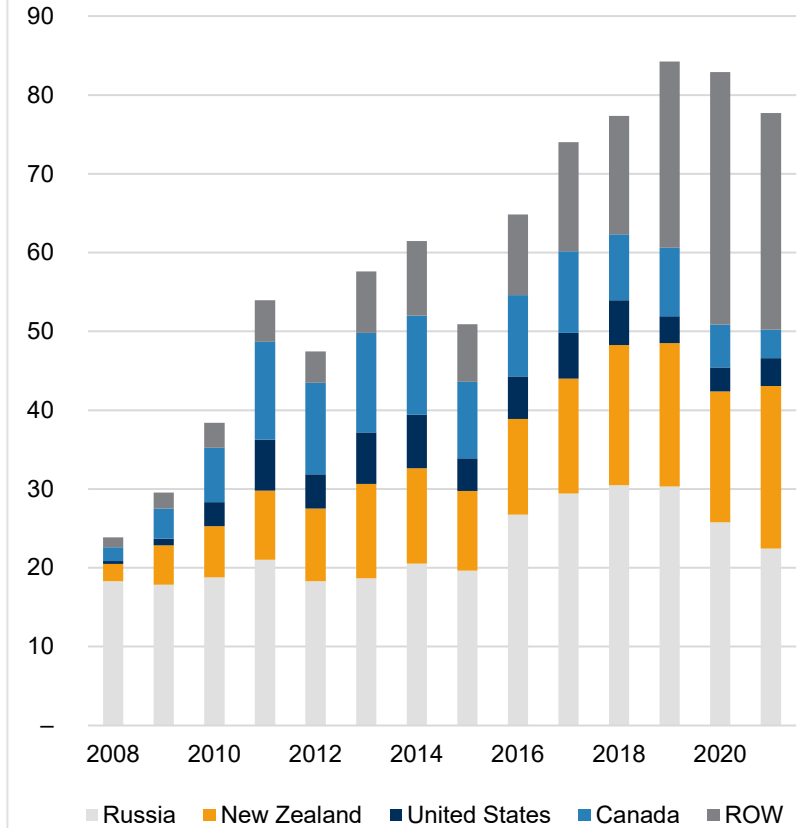
## China Total Timber Supply Deficit

(million m<sup>3</sup> RWE)



## China Softwood Log and Lumber Imports

(million m<sup>3</sup> RWE)

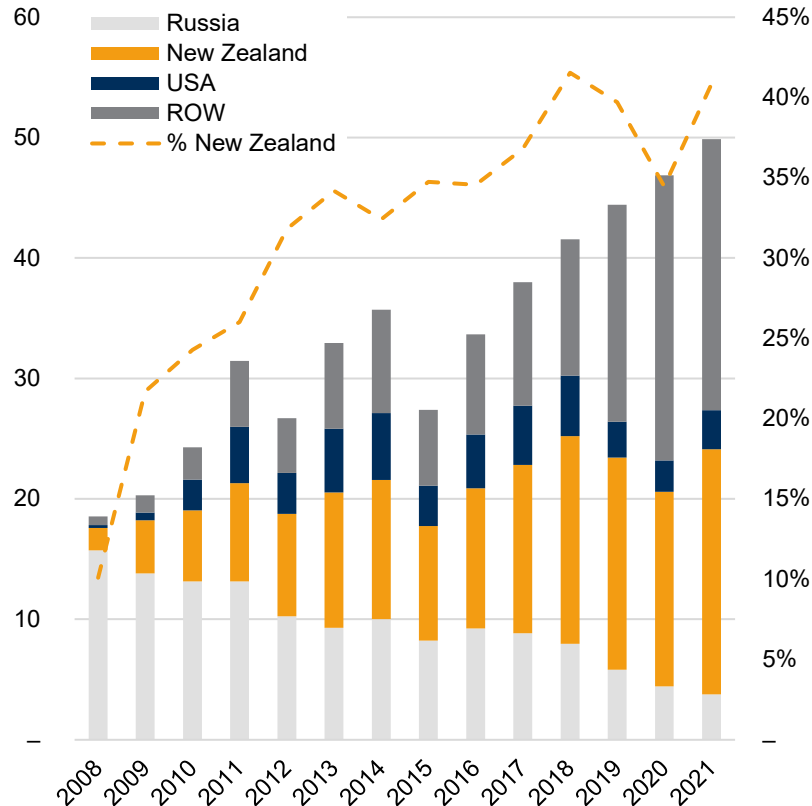


**Softwood log and lumber imports into China are expected to remain strong given its growing timber supply deficit.**

# Chinese Log & Lumber Imports Rely on NZ and Russia

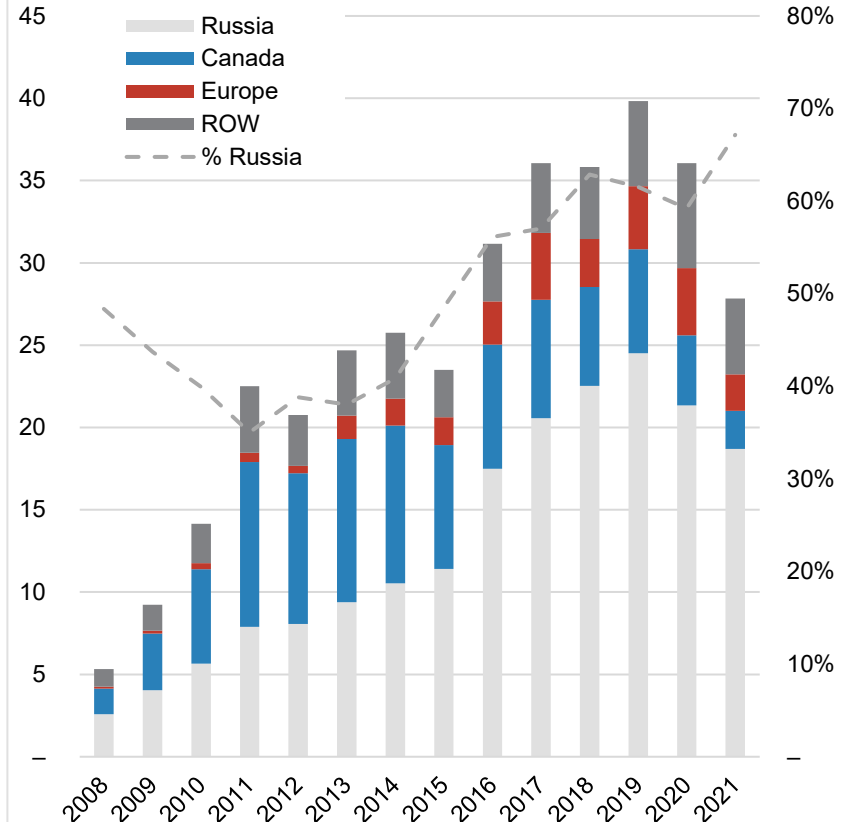
## Chinese Log Import Volumes

(million m<sup>3</sup> RWE)



## Chinese Lumber Import Volumes

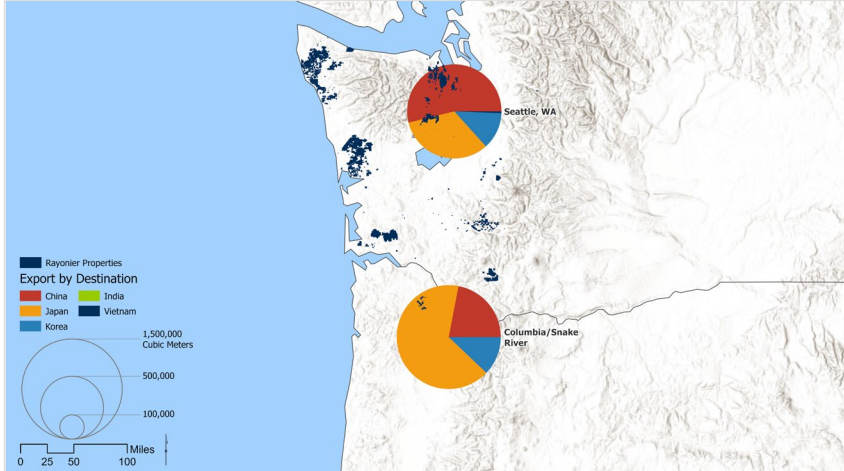
(million m<sup>3</sup> RWE)



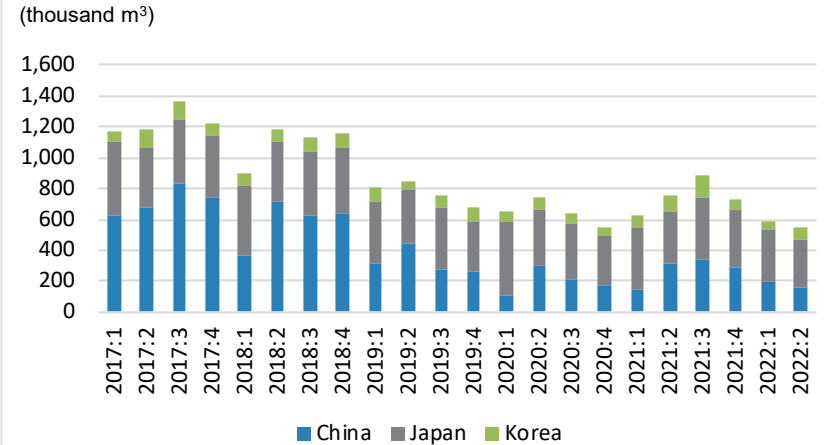
**New Zealand has captured a significant share of the growth in China's log import volume.**

# Positioned to Access Key Ports

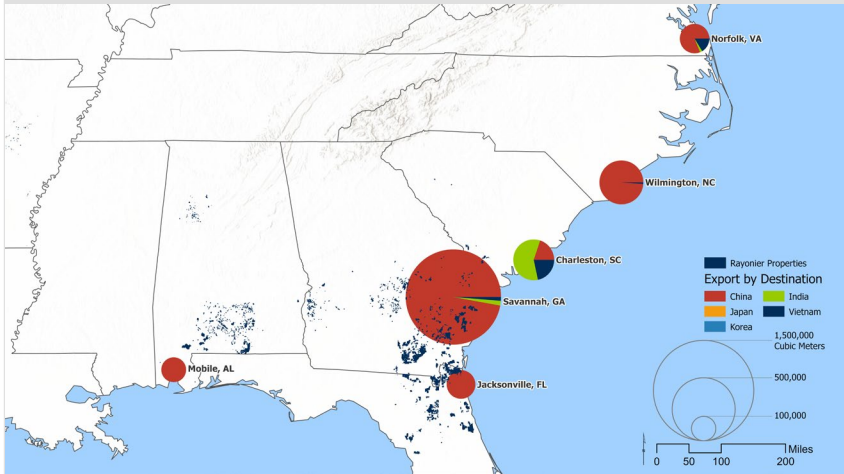
**Pacific Northwest Log Exports**  
Port and Destination – 2021



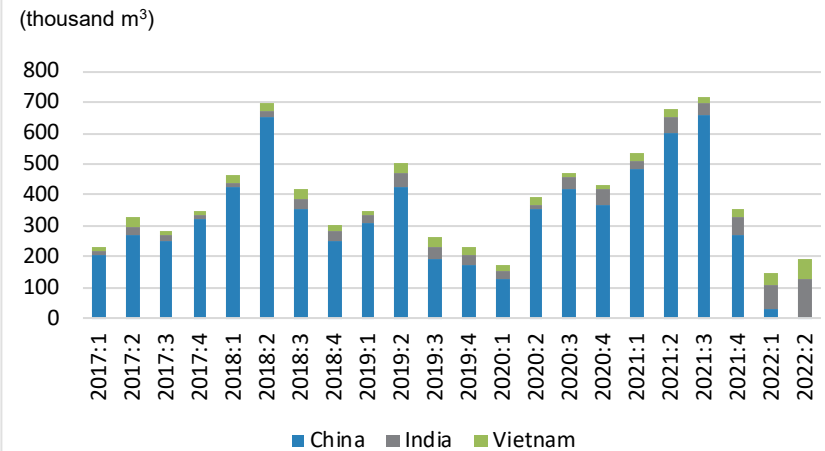
**Pacific Northwest Exports by Destination**



**U.S. South Log Exports**  
Port and Destination – 2021



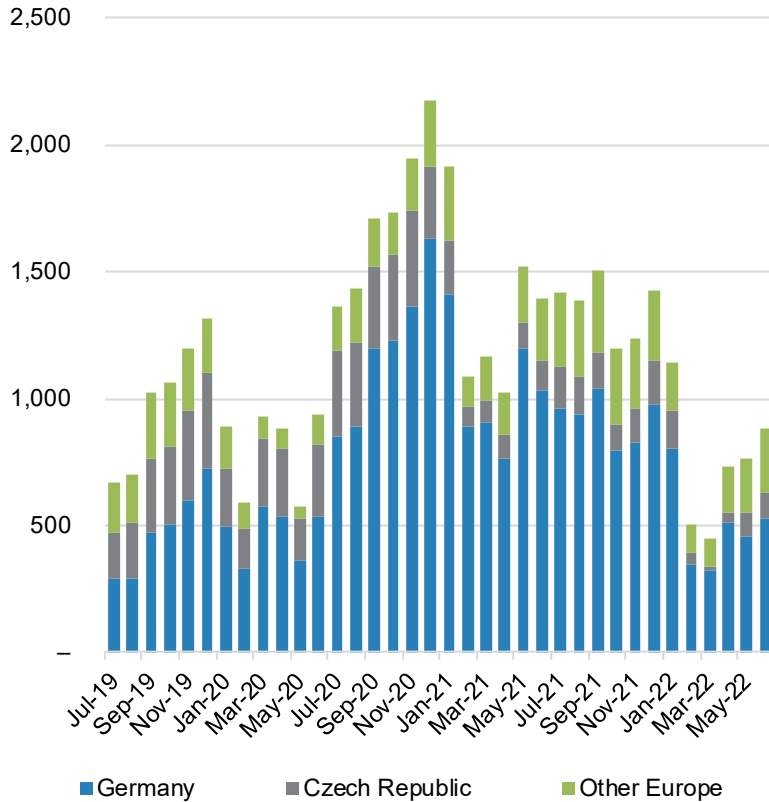
**U.S. South Log Exports by Destination**



# European Spruce Beetle Epidemic

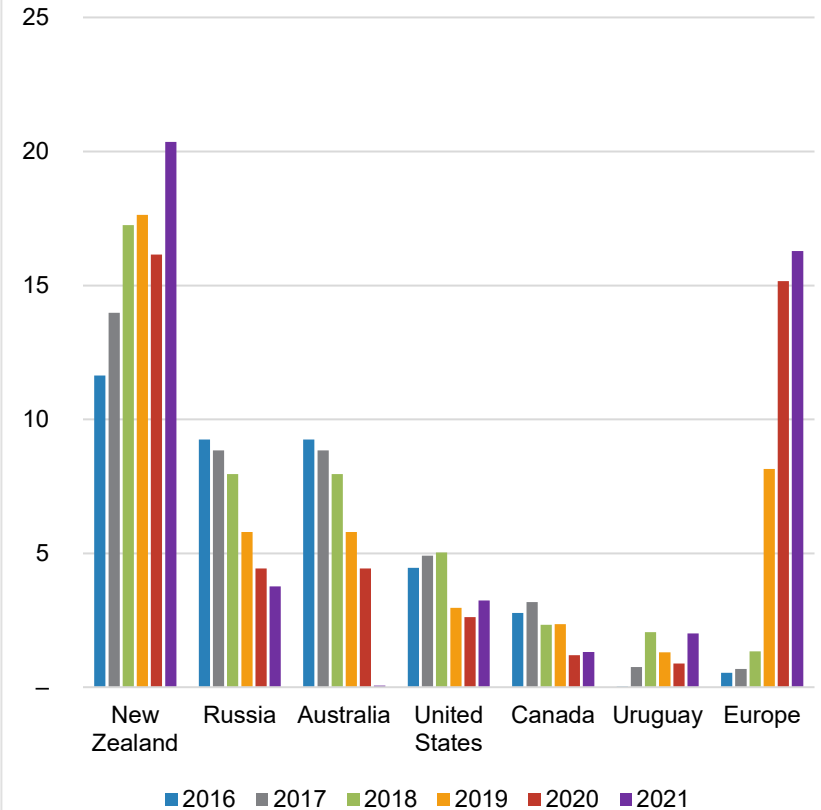
## China Softwood Log Imports from Europe

(thousand m<sup>3</sup>)



## China Softwood Log Imports by Major Source

(million m<sup>3</sup>)

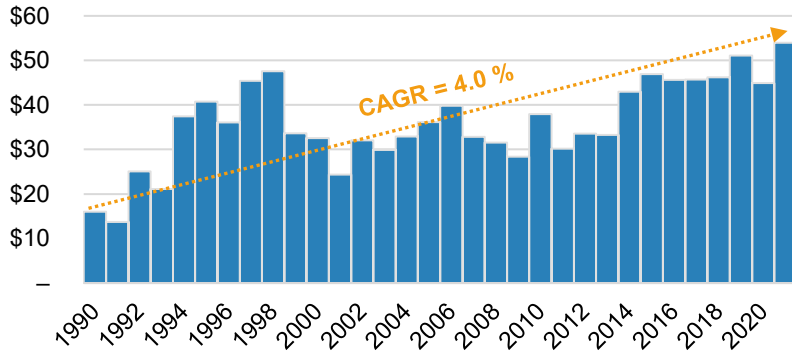


**European spruce beetle epidemic has driven increased competitive supply into China market.**

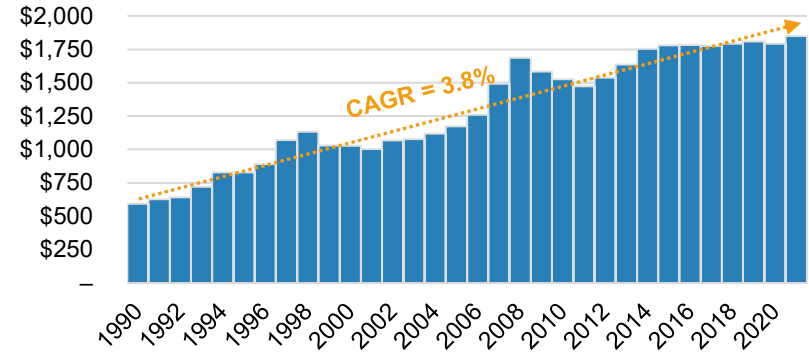
# Deconstructing Timberland Returns

# U.S. South Historical Valuation Snapshot

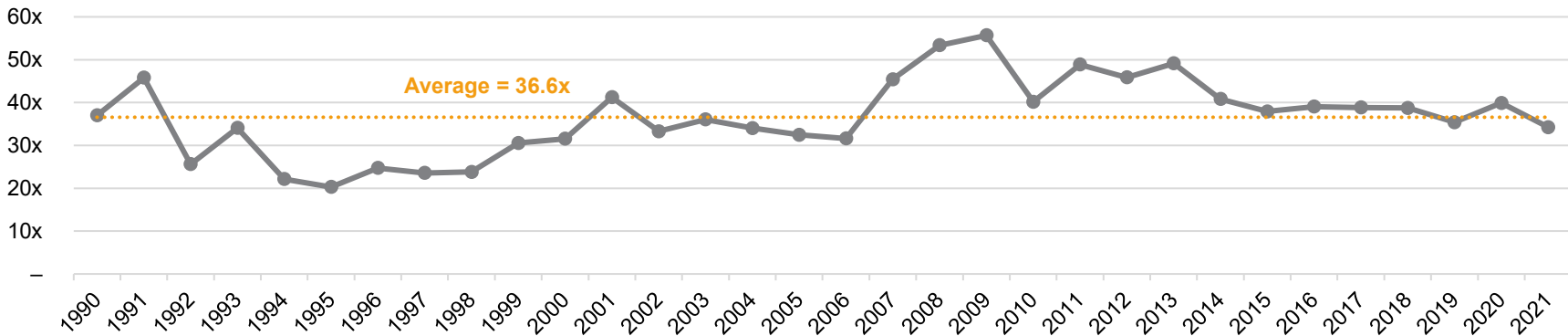
## U.S. South EBITDA per Acre (NCREIF)



## U.S. South Value per Acre (NCREIF)



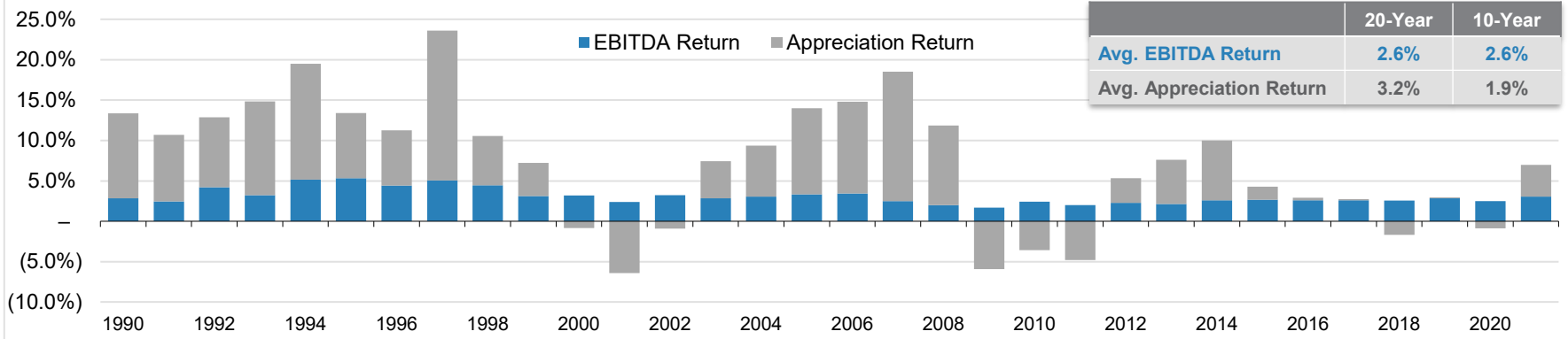
## U.S. South EBITDA Multiples (NCREIF)



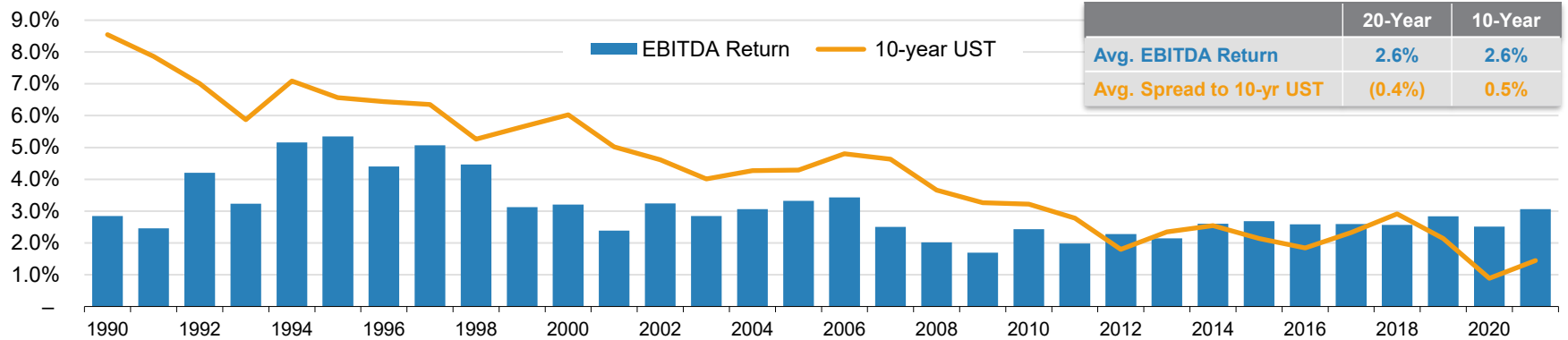
**U.S. South timberlands have traded at an average EBITDA multiple (excluding land sales) of ~37x over the last 32 years.**

# Historical Components of U.S. South Timberland Returns

## NCREIF South Historical Returns



## NCREIF South Historical EBITDA Returns vs. 10-Year Treasury



**U.S. South timberlands have historically been bid to EBITDA cap rates in the range of 2.5% to 3.0%.**



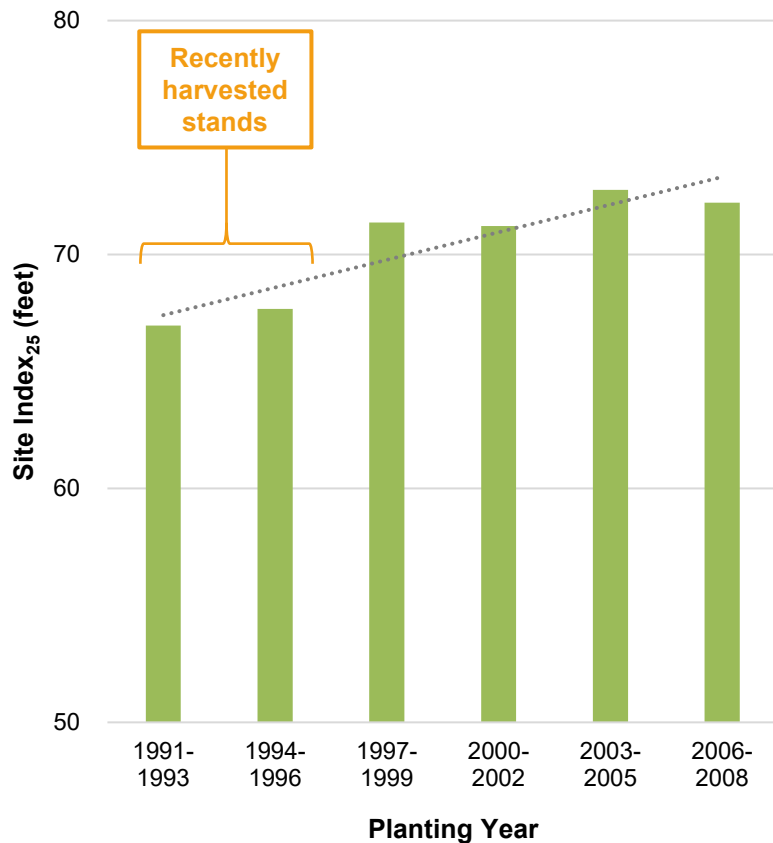
# Components of Timberland Return – U.S. South



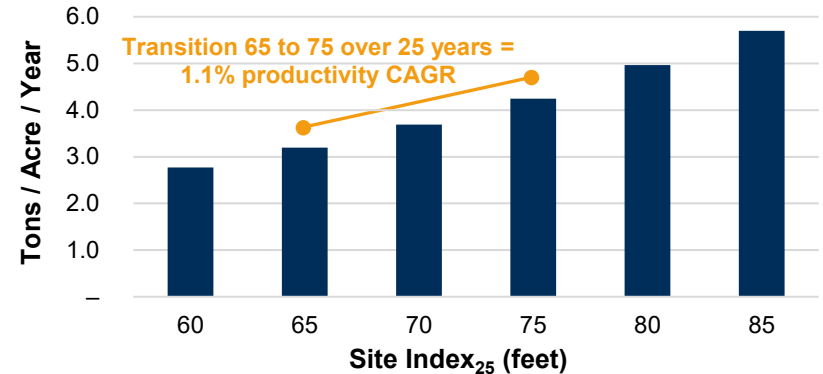
Return Component	Value Range	Risk to Achieve	Comments
<b>Cash Return Expectation</b>			
EBITDA Return	2.0% – 4.0%		EBITDA yield for Southern timber, including timber harvest and non-timber income
(–) Capex Investment	~(0.5%)		Average annual cost of replanting / silviculture; can vary based on site
Current Cash Flow Return	1.5% – 3.5%		Varies based on market quality, site index / productivity, stocking, etc.
<b>Other Components of Return</b>			
Productivity Gains	0.5% – 1.0%		Based on improved silviculture; higher gain potential on lower quality properties
HBU Uplift	0.0% – 1.0%		Requires market for rural property; proximity to population centers is key
Long-Term “Real” Price Growth	0.0% – 1.0%		“Return to trend” / long-term expectation of real price increases above inflation
<b>Total Return Expectation</b>			
Typical “Real” Return Expectation	4.0% – 5.0%	Varies	Represents typical timberland real discount rate range
(+) Assumed Long-Term Inflation	~2.0%		Based on long-term historical spread between treasuries and TIPS
“Nominal” Return Expectation	6.0% – 7.0%	Varies	Represents expected long-term, unlevered return on timberland investments

# Productivity is a Key Driver of Timberland Value

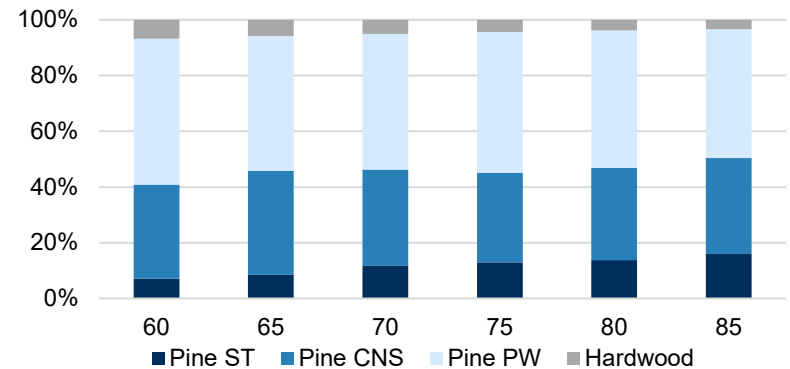
## Rayonier U.S. South Pine Site Index<sub>25</sub> (feet)



## Harvest Volume Increases with Site Index <sup>(1)</sup>



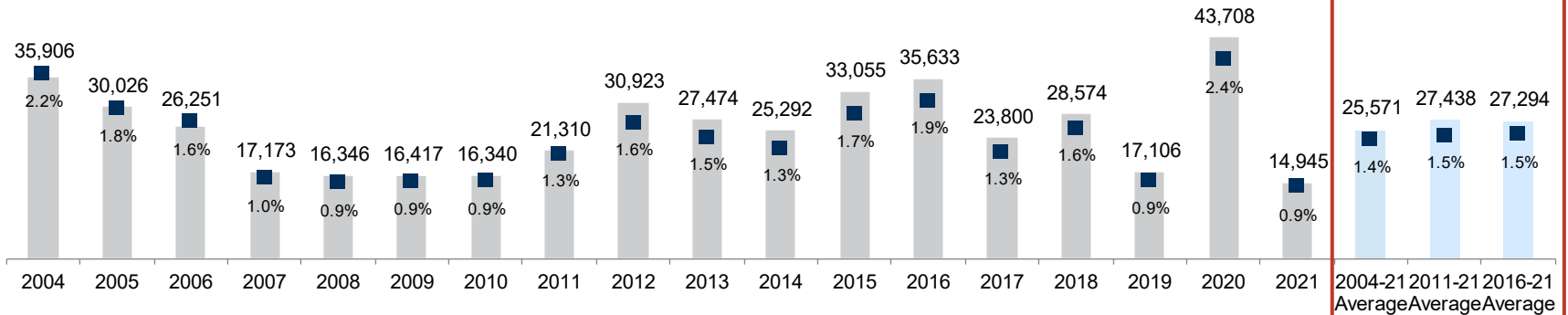
## Product Mix Improves with Site Index <sup>(1)</sup>



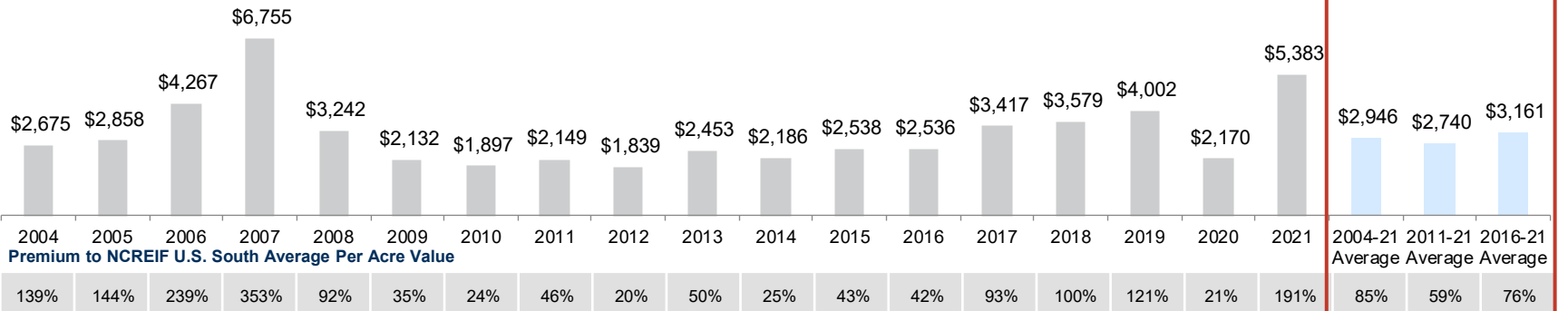
**Higher site index properties generate greater harvest yields and a more valuable product mix. Improving site index by 10 feet over a 25-year harvest rotation implies ~1% annual productivity gain.**

# Rayonier Historical Real Estate / HBU Summary

## Historical Acres Sold / % of Total Southern Acreage



## Historical HBU Value per Acre / Premium to NCREIF Index



**Rayonier has generally sold 1.0% to 2.0% of its Southern land base annually at premiums in the range of ~50% above timberland value, with premiums improving more recently.**



Notes: Excludes Large Dispositions, Improved Development, Conservation Easements and New Zealand land sales. 2007 includes a 3,100 acre sale in west central Florida at \$15,000 per acre.

# Illustrative HBU Economics

## Example: 1 Million Acre U.S. South Portfolio

(\$ in 000s, excepts per acre values)

Sales Pace / Premium	1.0% / 50.0%	1.5% / 75.0%
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### Illustrative Asset Profile

U.S. South Portfolio Acres (000s)	1,000	1,000
Timberland Value per Acre <sup>(1)</sup>	\$1,849	\$1,849

<b>Implied Total Asset Value</b>	<b>\$1,848,974</b>	<b>\$1,848,974</b>
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### Implied HBU Inputs

# of Acres Sold Annually	10,000	15,000
Implied HBU Price per Acre	\$2,773	\$3,236
HBU Premium per Acre	\$924	\$1,387

### HBU Contribution to Return

HBU Sales Revenue	\$27,735	\$48,536
(-) Real Estate Overhead Costs <sup>(2)</sup>	(2,773)	(4,854)

<b>Implied Adjusted EBITDA</b>	<b>\$24,961</b>	<b>\$43,682</b>
--------------------------------	-----------------	-----------------

(-) Acquire Replacement Timberlands <sup>(3)</sup>	(18,490)	(27,735)
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<b>Residual Cash Flow</b>	<b>\$6,471</b>	<b>\$15,947</b>
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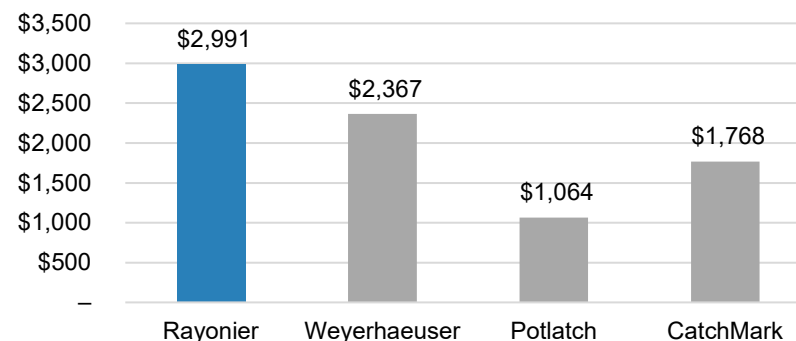
<b>Residual Cash Flow / Total Asset Value</b>	<b>0.4%</b>	<b>0.9%</b>
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## HBU Incremental Return Sensitivity Analysis

(% incremental return)

		Premium to Timberland Value				
		-	25%	50%	75%	100%
% of Acreage Sold	0.50%	(0.1%)	0.1%	0.2%	0.3%	0.4%
	0.75%	(0.1%)	0.1%	0.3%	0.4%	0.6%
	1.00%	(0.1%)	0.1%	0.4%	0.6%	0.8%
	1.25%	(0.1%)	0.2%	0.4%	0.7%	1.0%
	1.50%	(0.2%)	0.2%	0.5%	0.9%	1.2%

## Peer Group Real Estate Prices (2020 – 2021) <sup>(4)</sup>



**A well-designed HBU program should be able to generate roughly 0.5% to 1.0% of incremental return relative to underlying timberland returns (depending on the quality of HBU product).**

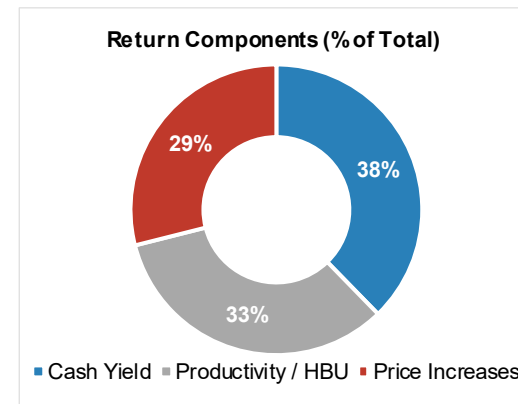
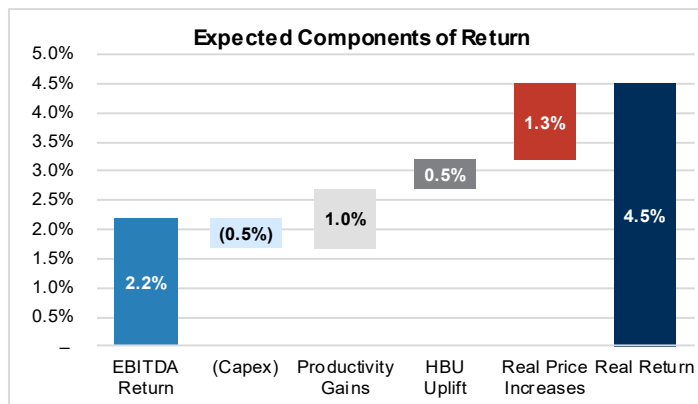


(1) Based on NCREIF U.S. South Timberland index average value per acre as of Q4 2021. (3) Assumes additional timberlands acquired to replace acreage sold as HBU.  
 (2) Assumes overhead costs of 10% of sales. (4) Represents average Real Estate segment sales price per acre for 2020 – 2021.

# Deconstructing Timberland Returns – Illustrative Acquisitions

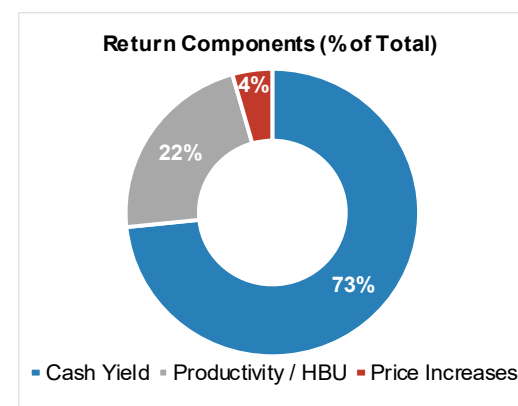
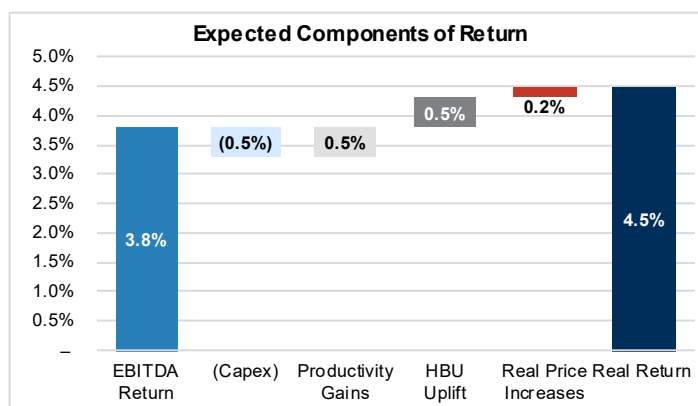
## Illustrative Acquisition Scenario A – Low Productivity Asset / Bottom Quartile Market

Assumed Portfolio Profile	
Location	MS-1
Composite Stumpage Price <sup>(1)</sup>	\$10.30
Site Index	65
Volume per Acre per Year <sup>(2)</sup>	3.2
Implied EBITDA per Acre <sup>(3)</sup>	\$33
<b>Assumed Value per Acre</b>	<b>\$1,500</b>



## Illustrative Acquisition Scenario B – High Productivity Asset / Top Quartile Market

Assumed Portfolio Profile	
Location	FL-1
Composite Stumpage Price <sup>(1)</sup>	\$26.61
Site Index	80
Volume per Acre per Year <sup>(2)</sup>	5.0
Implied EBITDA per Acre <sup>(3)</sup>	\$133
<b>Assumed Value per Acre</b>	<b>\$3,500</b>



- (1) Based on TimberMart-South 2021 regional average composite stumpage price assuming mix of 50% pulpwood, 30% chip-n-saw and 20% sawtimber.
- (2) Growth and yield predictions based on PMRC 1996 (Loblolly PMRC TR-1996-1 and Slash PMRC TR-1996-3) with FMRC Fastlob 3.0 Fertilizer response equations. Assumes mix of plantation / hardwood acreage and loblolly / slash species based on Rayonier portfolio averages.
- (3) Assumes non-timber income roughly offsets timber management costs for illustration purposes.

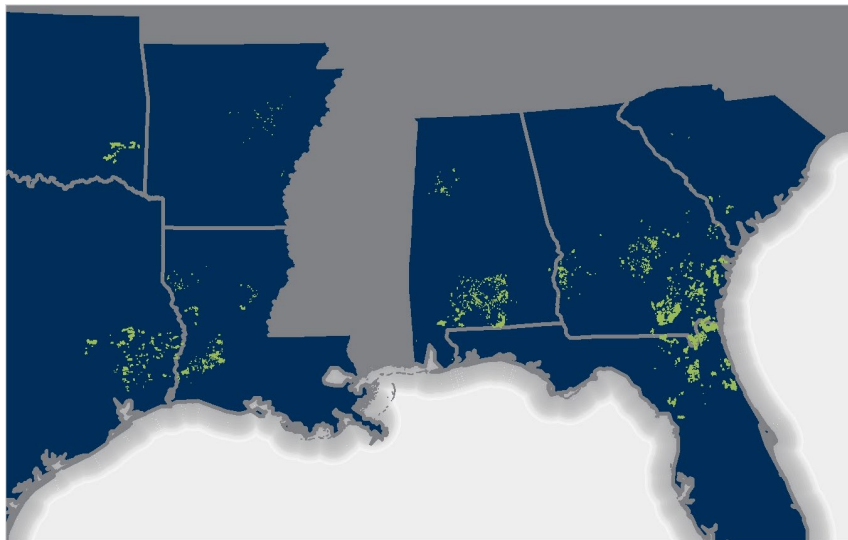
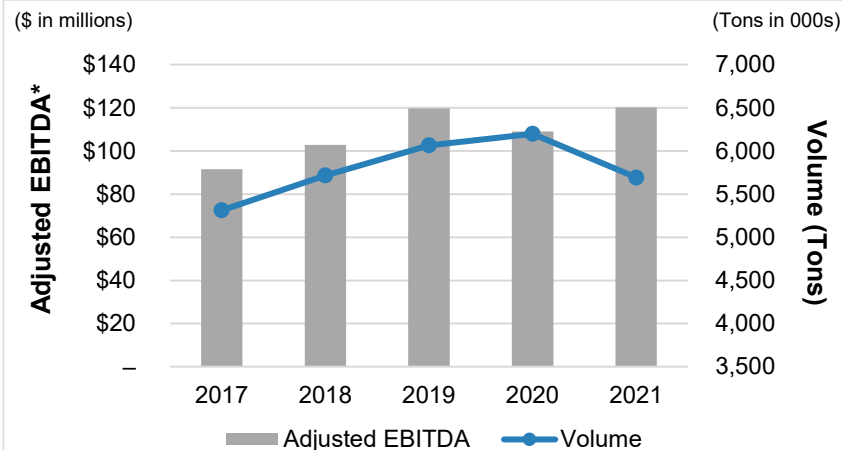
# Timber Segments Overview

# Southern Timber – Portfolio Overview

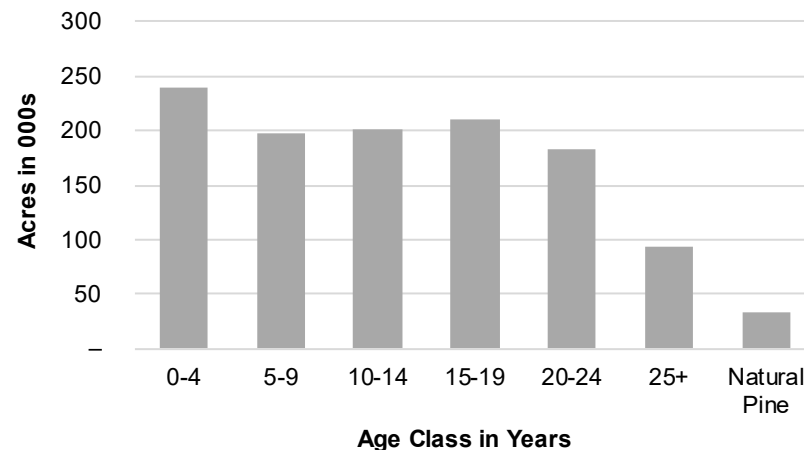
## Highlights / Location

- Acreage: 1.8 million acres
- Sustainable Yield: 6.1 – 6.5 million tons
- Planted / Plantable: 67%
- Average Site Index: 72 feet at age 25 <sup>(1)</sup>
- 2021 EBITDA\*: \$120.2 million
- Sustainable Forestry Initiative Certification

## Five-Year Performance Summary



## Balanced Age Class Profile <sup>(2)</sup>



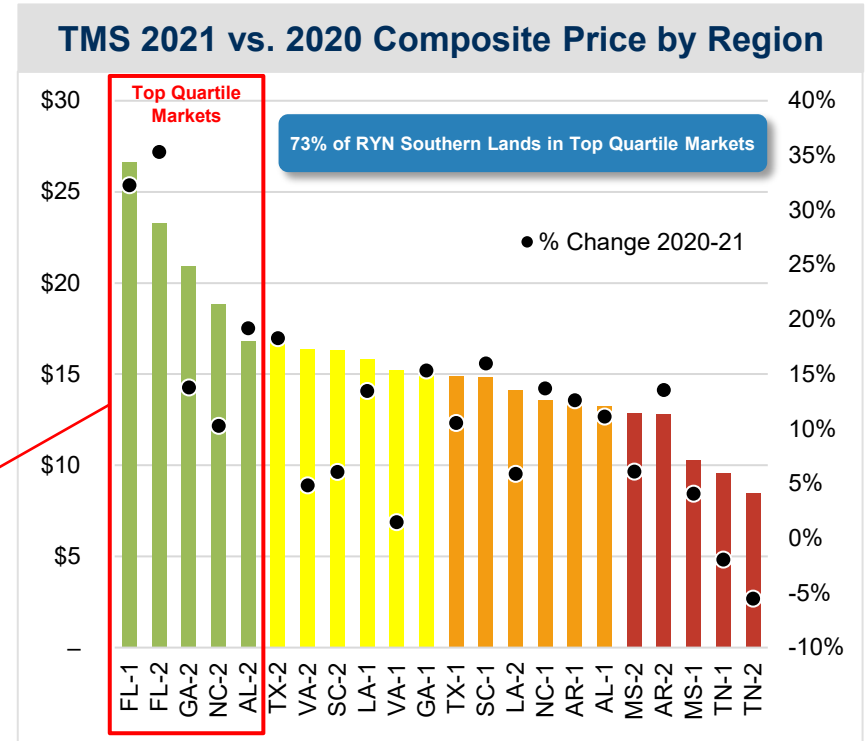
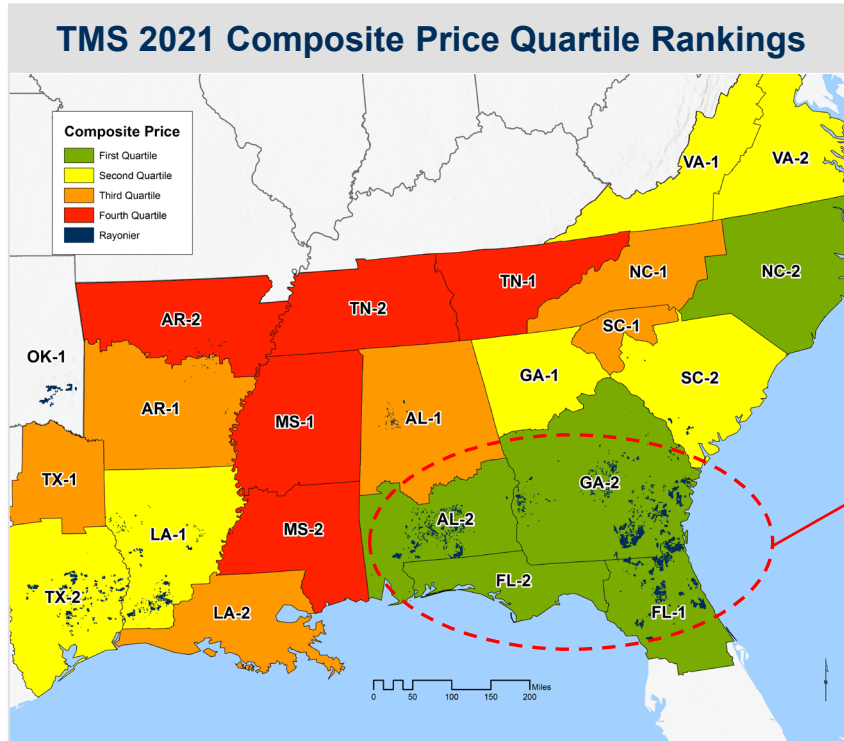
<sup>(1)</sup> Site index reflects the average height of the dominant and codominant trees at a base age of 25 (U.S. South).

<sup>(2)</sup> Age class profile as of 09/30/21 per 2021 Form 10-K.

\* Non-GAAP measure (see Appendix for definitions and RYN reconciliations).

# RYN Concentrated in Strongest U.S. South Markets

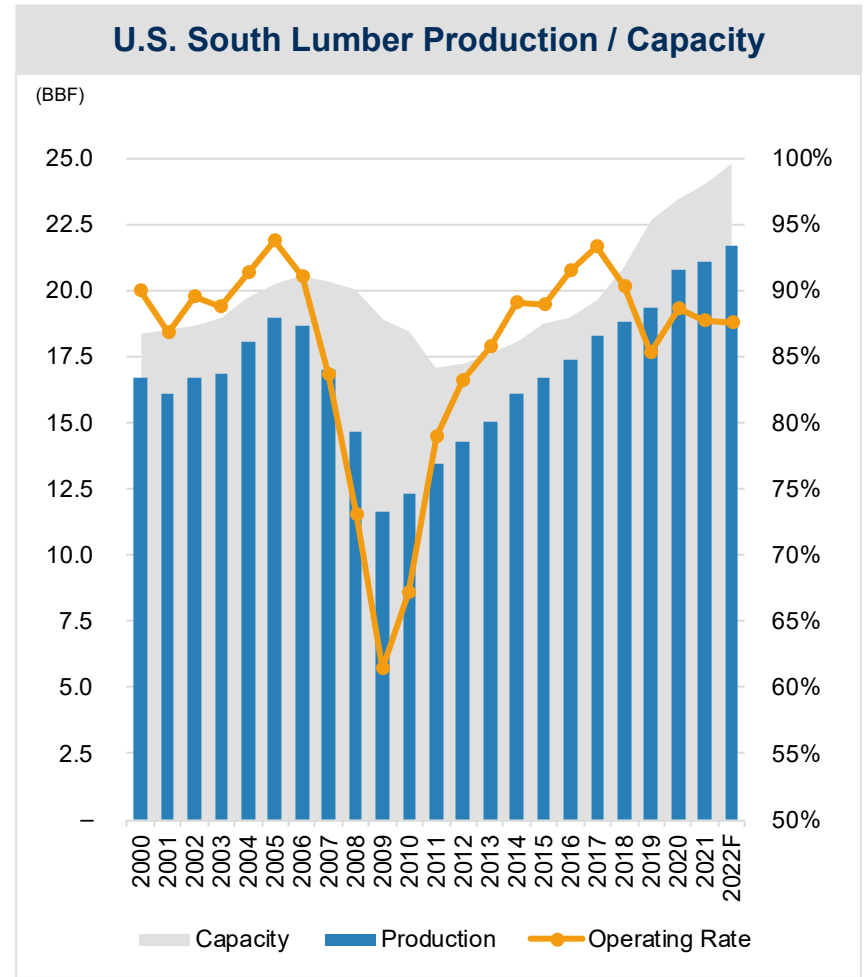
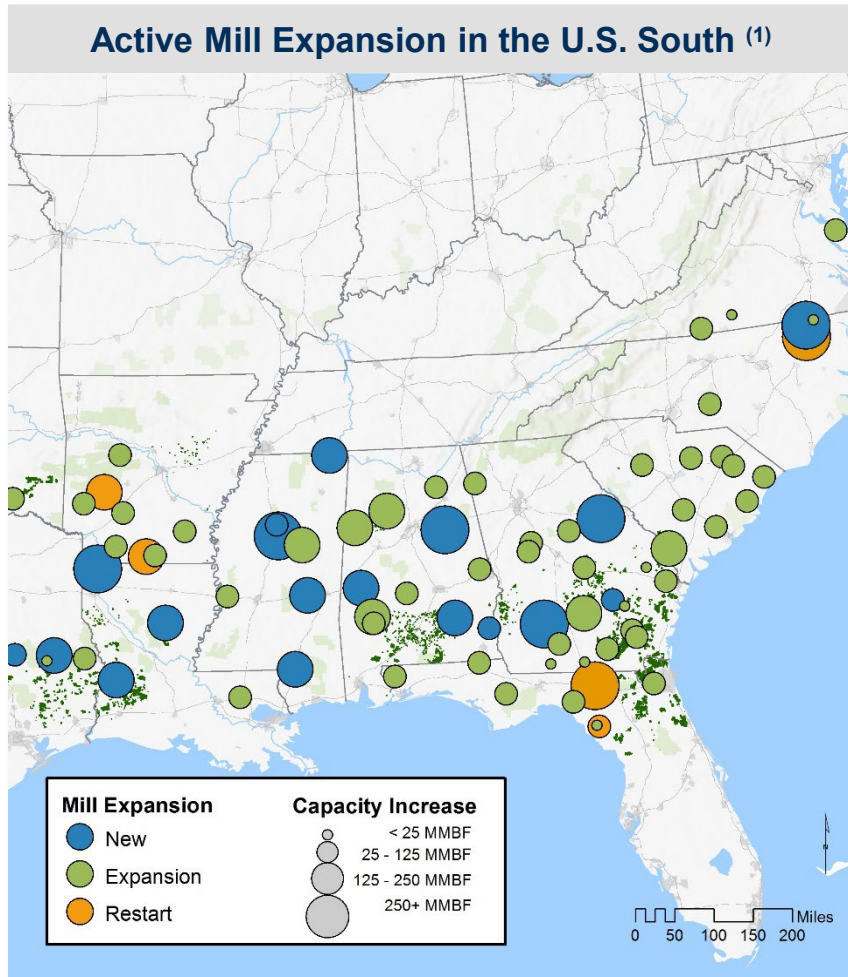
- Supply / demand dynamics are highly localized, as logs generally travel less than 100 miles
- Timber consumption vs. inventory growth remains much more tensioned in Coastal Atlantic markets



Approximately 73% of Rayonier's Southern timberlands are located in top quartile markets (ranked by TimberMart-South composite stumpage pricing).



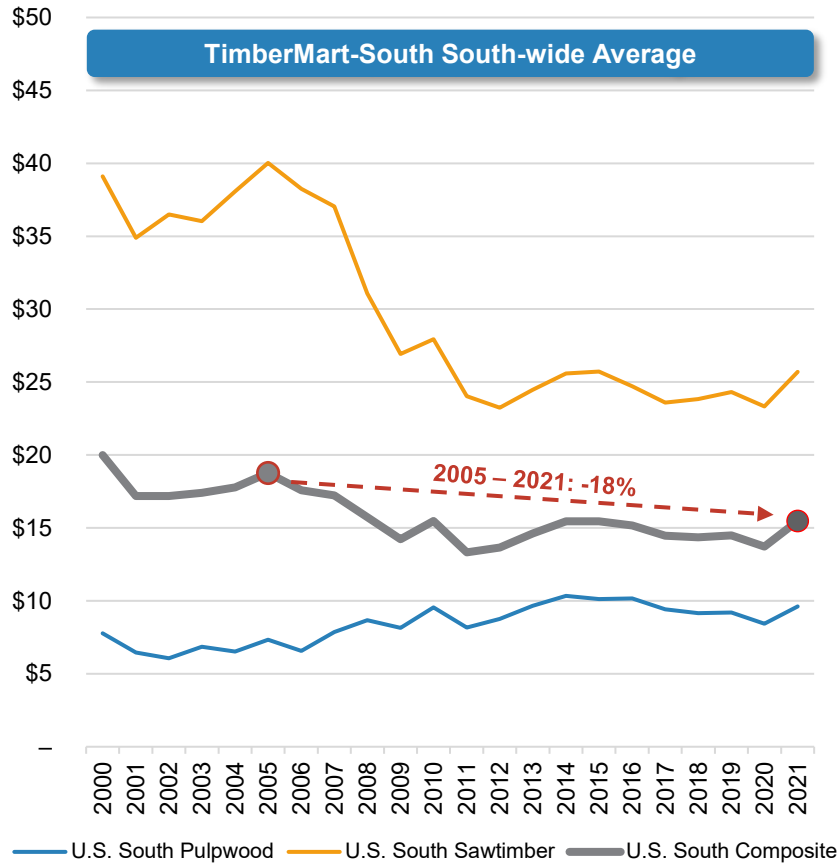
# Lumber Capacity Expansion in U.S. South



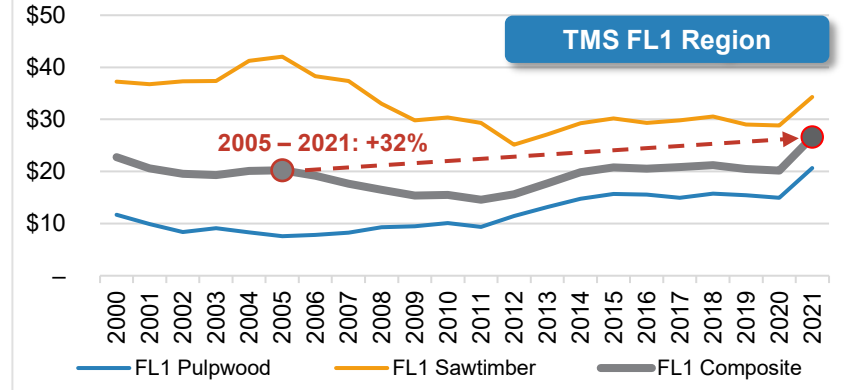
Lumber production and capacity in the U.S. South has grown significantly over the last several years.

# Pulpwood Supports Composite Prices in Strong Markets

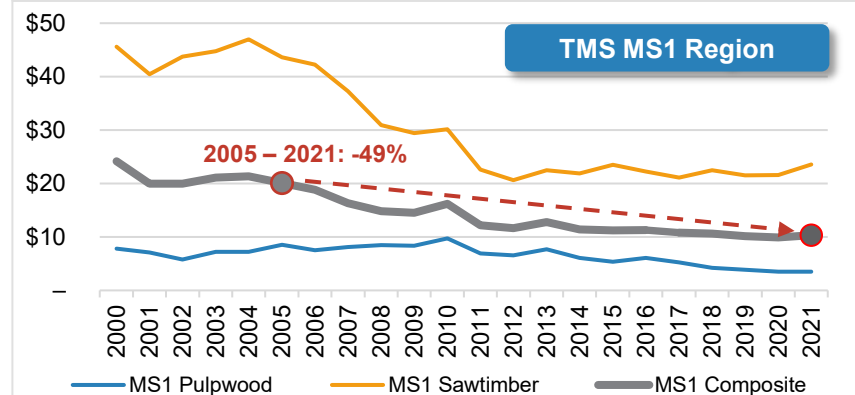
## U.S. South-wide Average Stumpage Pricing



## Strong Markets Support Composite Pricing



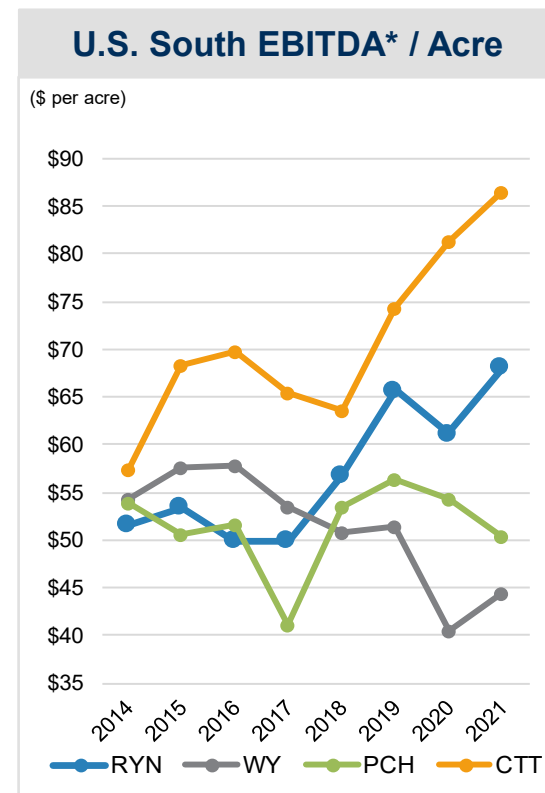
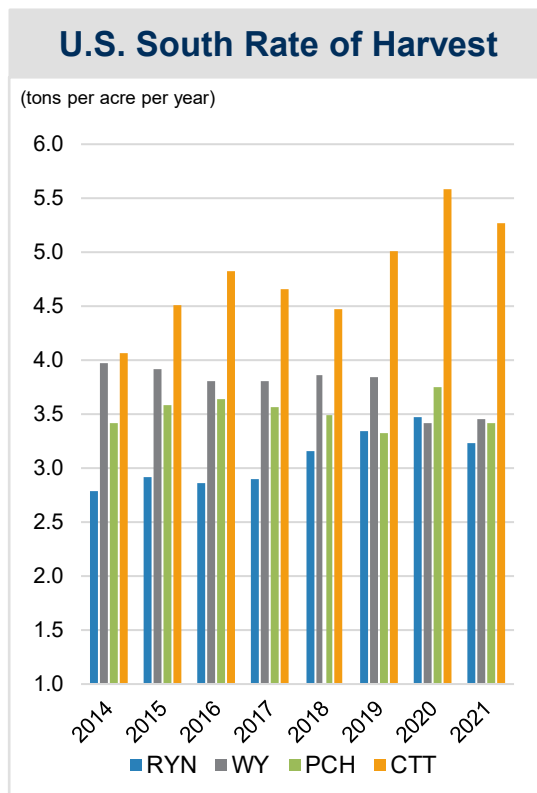
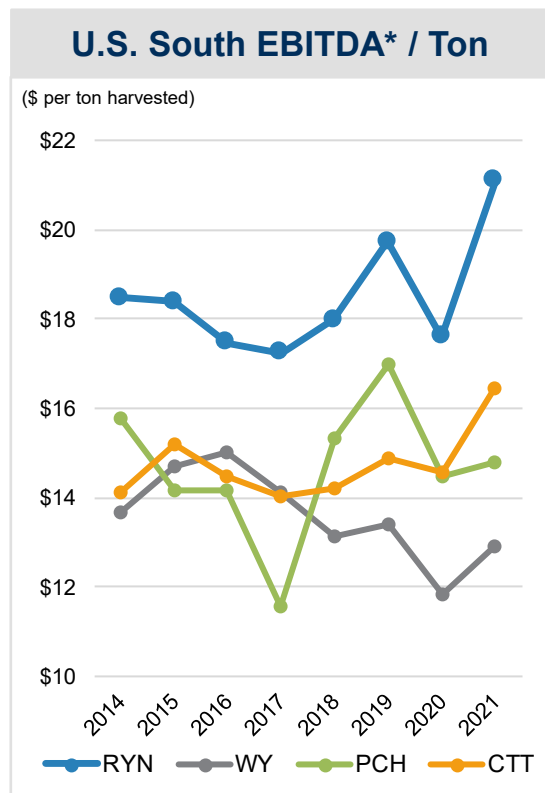
## Weaker Markets Hinder Composite Pricing



**As sawtimber pricing eroded in the U.S. South, increased pulpwood pricing has helped support the overall composite price in strong markets where Rayonier focuses its ownership.**

# U.S. South EBITDA\* Benchmarking

- EBITDA\* per ton best captures profitability per unit of sales
- EBITDA\* per acre can be misleading due to differential rates of harvest



**Rayonier has consistently delivered sector-leading EBITDA\* per ton in the U.S. South.**

Source: WY figures pro forma for PCL combination. CTT figures include a modest amount of acreage and harvest volume from the Pacific Northwest. EBITDA, harvest volume and acreage data for all peers based on public filings. Per acre data calculated based on estimated average acres for each year (i.e., average of year-end and prior year-end acres), adjusted for major acquisitions/dispositions (i.e., pro-rated from date of transaction).

\* Non-GAAP measure or pro forma item (see Appendix for definitions and RYN reconciliations).

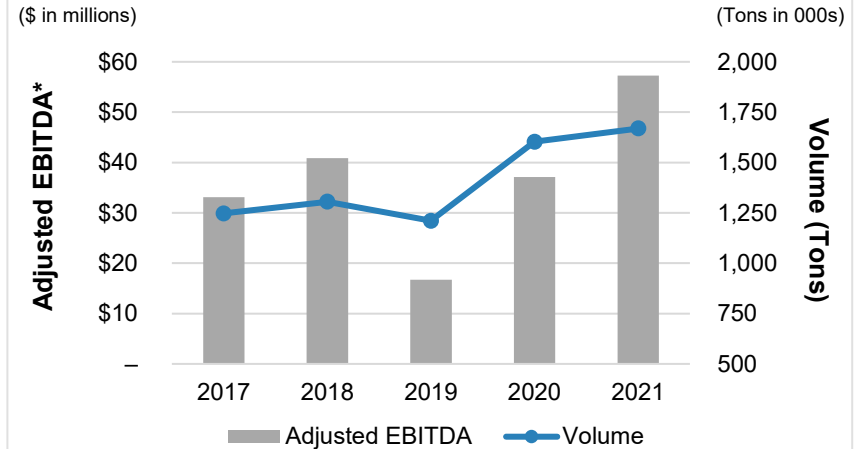
# Pacific Northwest Timber – Portfolio Overview

## Highlights / Location

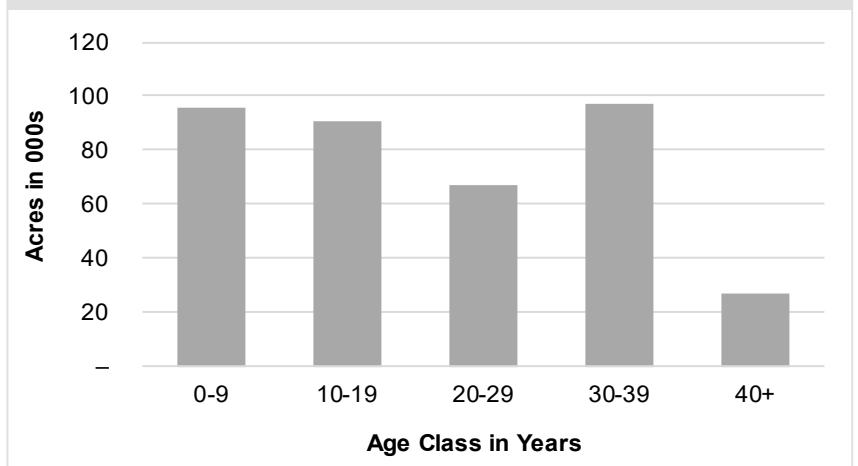
- Acreage: 486,000 acres
- Sustainable Yield: 1.75 – 1.85 million tons
- Planted / Plantable: 78%
- Average Site Index: 108 feet at age 50 <sup>(1)</sup>
- 2021 EBITDA\*: \$57.3 million
- Sustainable Forestry Initiative Certification



## Five-Year Performance Summary



## Improving Age Class Profile <sup>(2)</sup>



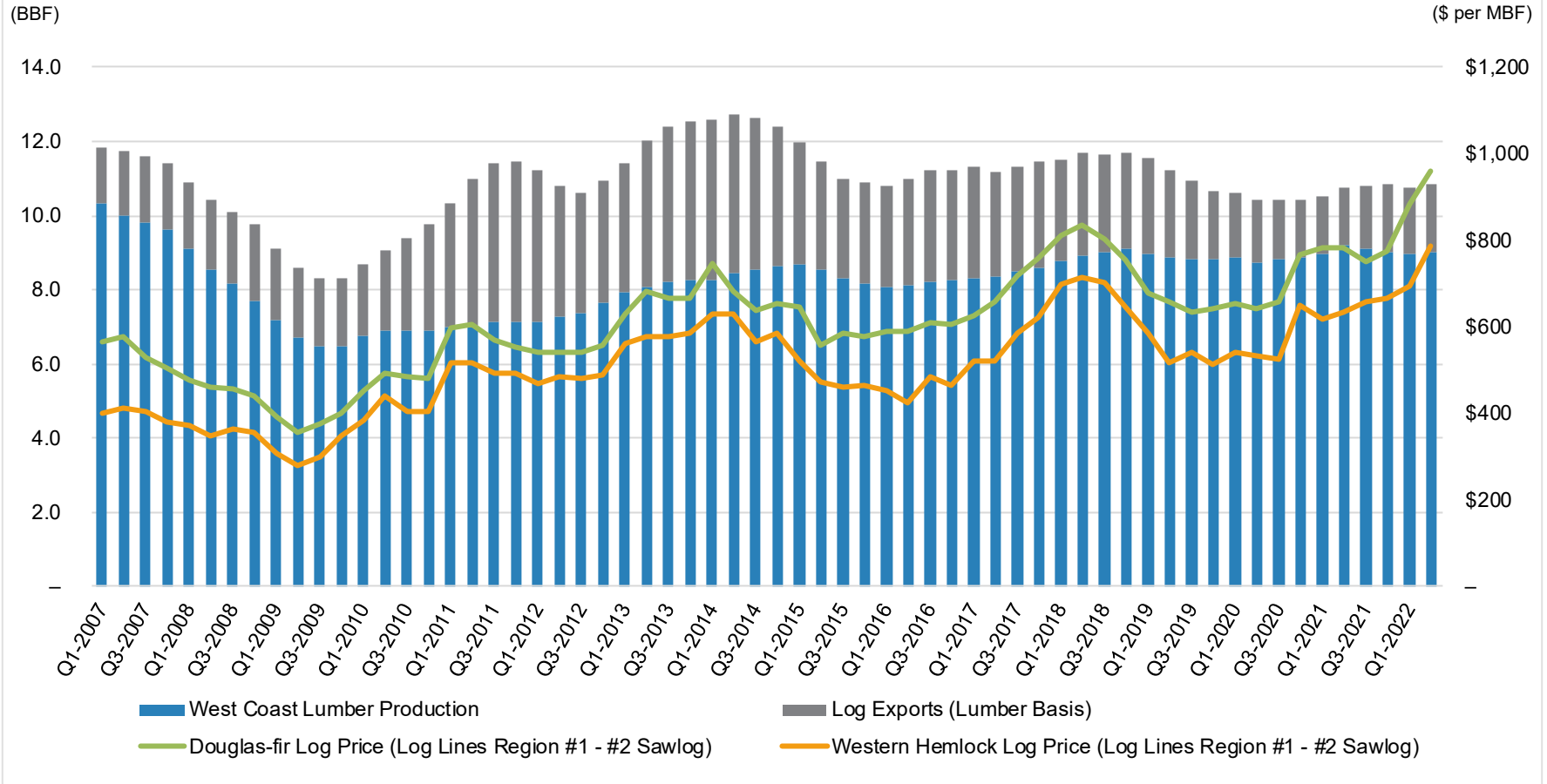
(1) Site index reflects the average height of the dominant and codominant trees at a base age of 50 (Pacific Northwest); based on King 1966 site index equation for Douglas-fir and Wiley 1978 site index equation for Western Hemlock

(2) Age class profile represents commercial forest acres as of 9/30/21 per 2021 Form 10-K.

\* Non-GAAP measure (see Appendix for definitions and RYN reconciliations).

# Pacific Northwest Demand & Pricing Trends

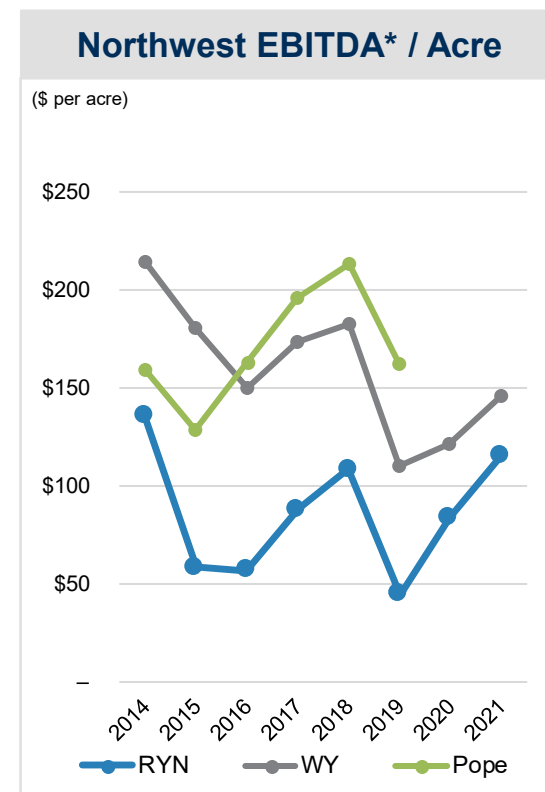
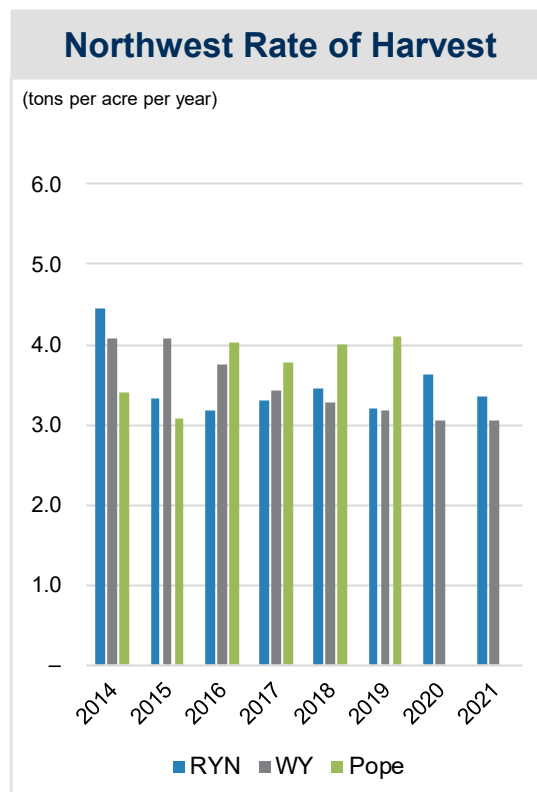
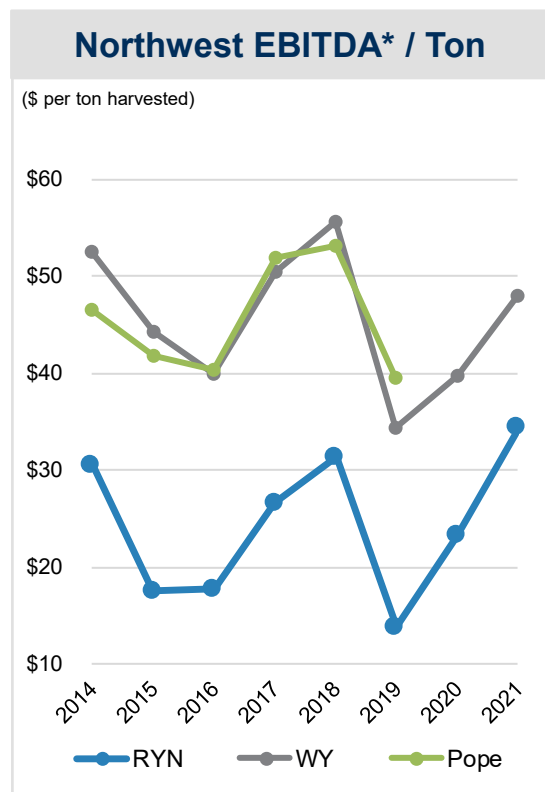
## Pacific Northwest Log Demand & Pricing



**Pacific Northwest pricing has remained strong in 2022 due to strong domestic lumber markets and continued export market demand.**

# Pacific Northwest EBITDA\* Benchmarking

- Following November 2014 announcements, Rayonier reduced its rate of harvest in the Northwest
- Rayonier's Pacific Northwest EBITDA\* per ton has historically been below the peer group due to its higher proportion of hemlock volume (vs. Doug-fir) and higher mix of cable logging



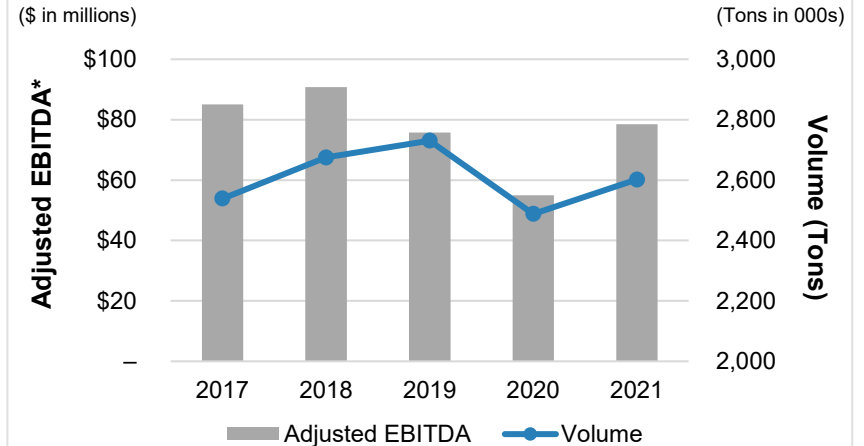
**EBITDA\* per ton and EBITDA\* per acre both trended higher in 2020 and 2021 as a result of the Pope acquisition and higher pricing.**

# New Zealand Timber – Portfolio Overview

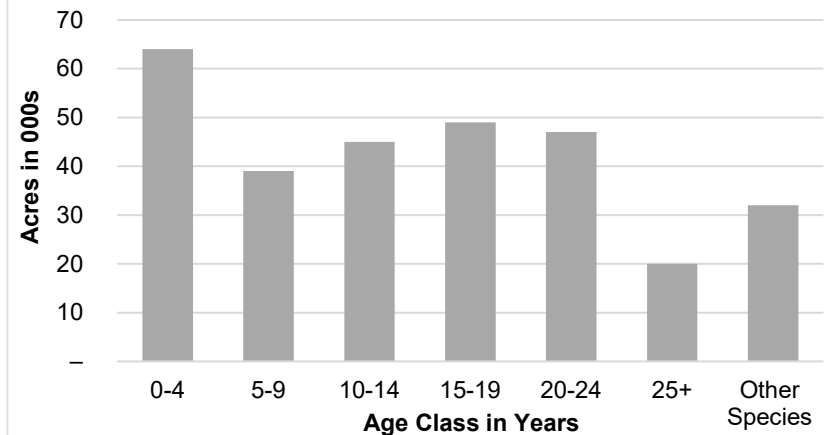
## Highlights / Location

- Acreage: 418,000 acres (296,000 productive acres)
- Sustainable Yield: 2.4 – 2.7 million tons
- Planted / Plantable: 71%
- Average Site Index: 94 feet at age 20 <sup>(1)</sup>
- 2021 EBITDA\*: \$78.5 million
- FSC® and PEFC™ Certification
- Appraised value as of 12/31/21: NZ\$1,957 million <sup>(3)</sup>

## Five-Year Performance Summary



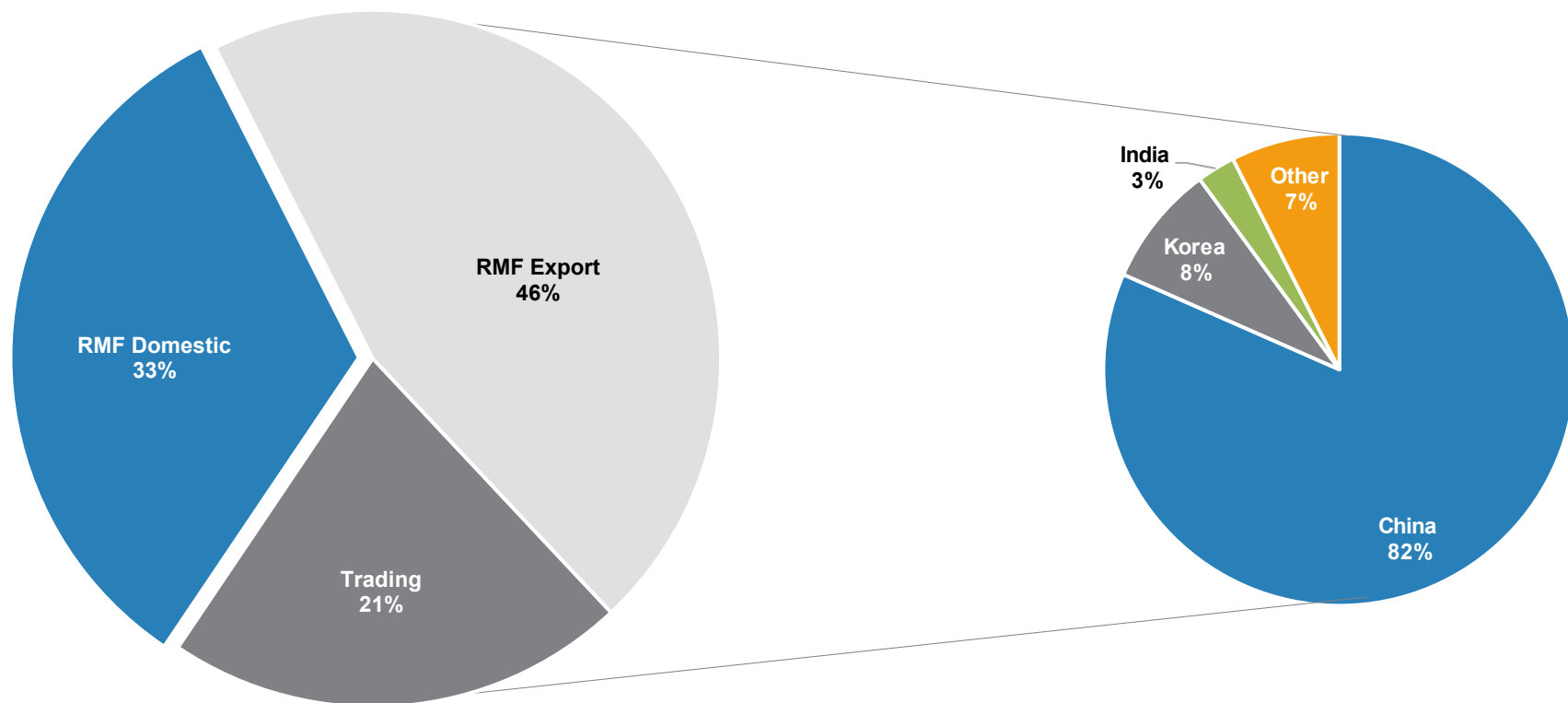
## Balanced Age Class Profile (Radiata) <sup>(2)</sup>



(1) Site index reflects the average height of the dominant and codominant trees at a base age of 20 (New Zealand).  
 (2) Age class profile as of 12/31/21 per 2021 Form 10-K.  
 (3) Annual appraisals are obtained by Matariki Forestry Group for compliance with statutory financial reporting requirements.  
 \* Non-GAAP measure (see Appendix for definitions and RYN reconciliations).

# Diversified Mix of Domestic & Export Markets

Volume by Market Destination (2021)

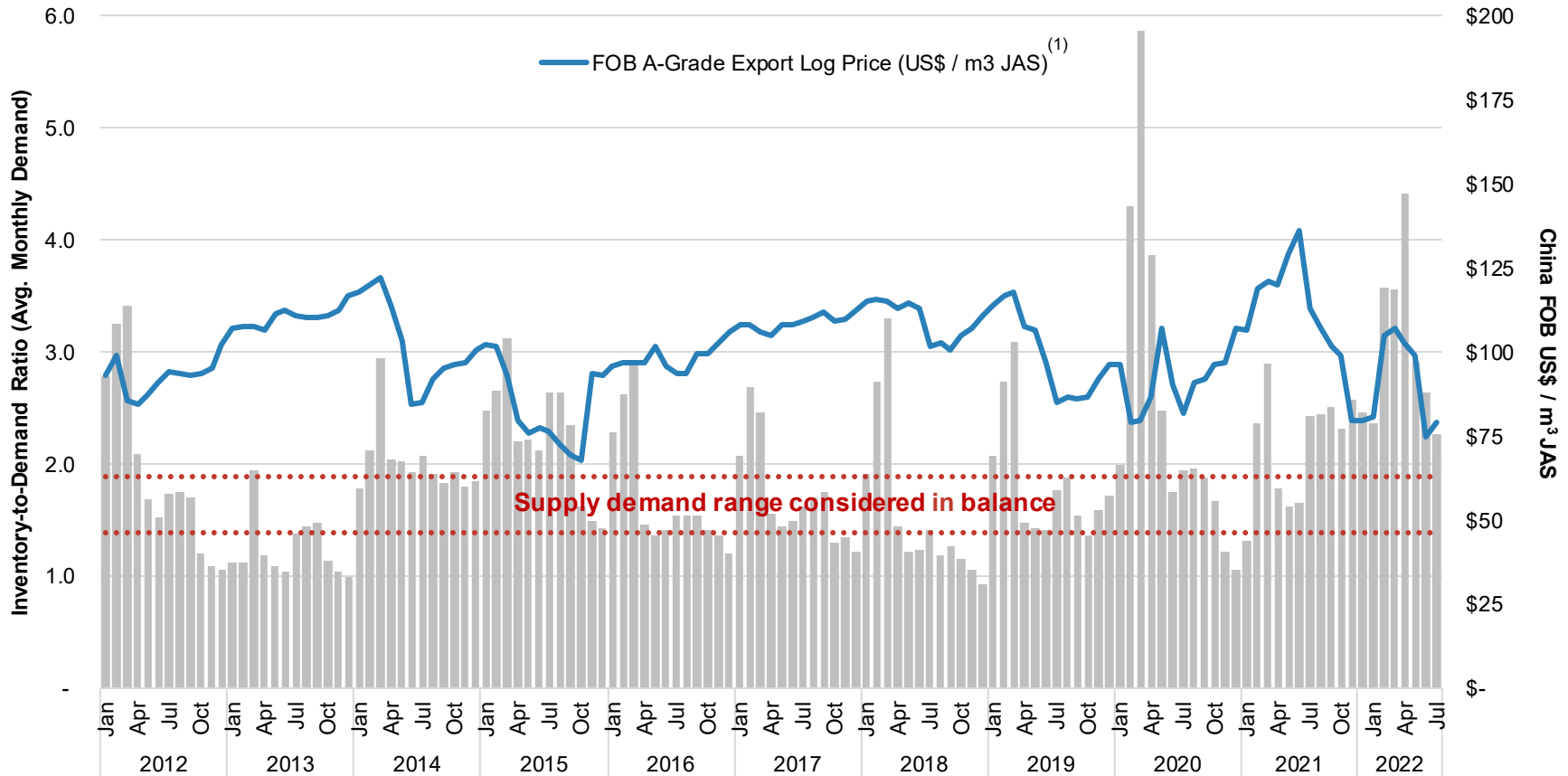


Over half of the New Zealand segment's volume (excluding Trading volume) is sold into export markets, with China being the largest source of demand.



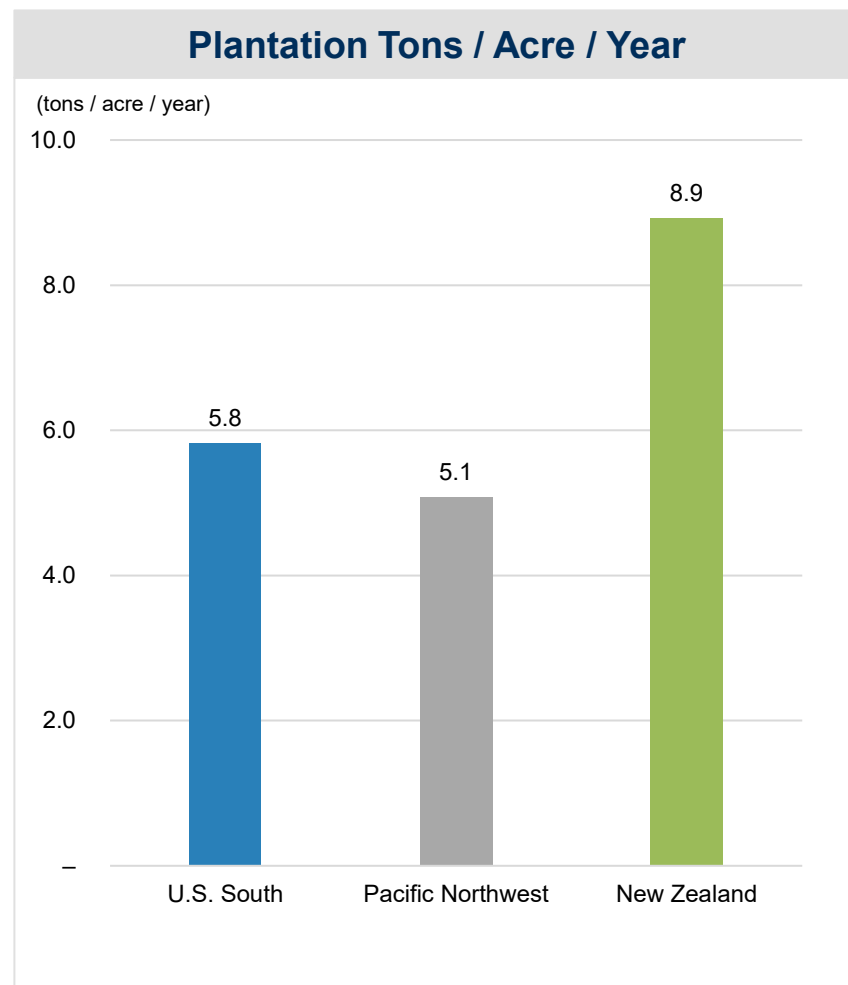
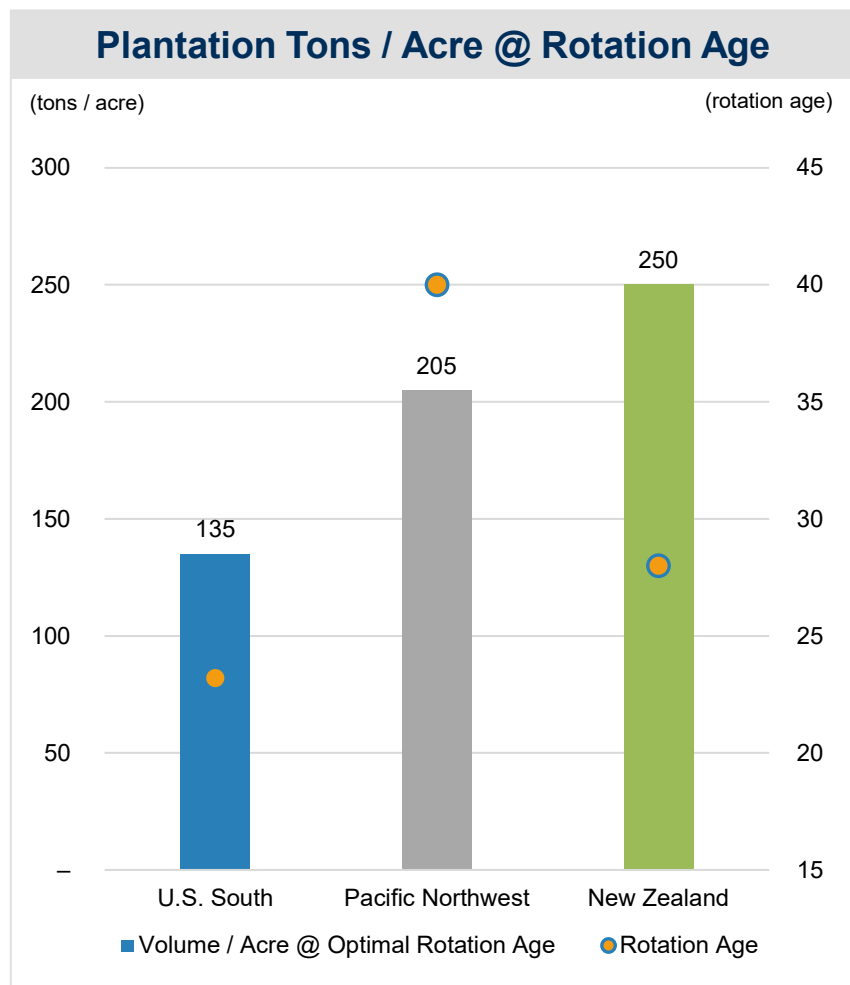
# Inventory Levels Drive Near-Term Price Fluctuations

## Inventory-to-Demand Ratio vs. Export Log Price



**Export supply / demand is generally considered in balance when the ratio of port inventory to average monthly demand is between 1.4 and 1.9 times. Inventory typically spikes around the Chinese New Year.**






# New Zealand Productivity Strong Relative to U.S.



**In addition to providing market diversification, New Zealand offers superior softwood plantation productivity relative to the U.S.**

# Real Estate / HBU Strategy

# Real Estate Strategy – Capture Premiums to Timberland

Higher and Better Use			Timberlands	
 <p><b>Rural</b></p>	 <p><b>Unimproved Development</b></p>	 <p><b>Improved Development</b></p>	 <p><b>Timberland &amp; Non-Strategic</b></p>	 <p><b>Large Dispositions</b></p>
<b>Sale of rural places &amp; properties</b>	<b>Sale of properties with development rights</b>	<b>Sale of developed land parcels</b>	<b>Sale of timberland &amp; non-strategic assets</b>	<b>Strategic sales of timberland packages</b>
Limited to no investment to capture premiums above timberland values	Minor investments to catalyze demand and create optionality in select markets	Investment in horizontal infrastructure and amenities in <u>very</u> select markets <u>with scale</u>	Monetize and repurpose “dead capital”	Upgrade portfolio and/or deleverage balance sheet
On average, 1% to 2% of Southern land base annually	Low volume and very lumpy sales pipeline due to lengthy process	Growing sales pipeline in Wildlight & Heartwood	Limited volume due to strength of portfolio	Excluded from Adj. EBITDA and pro-forma financials

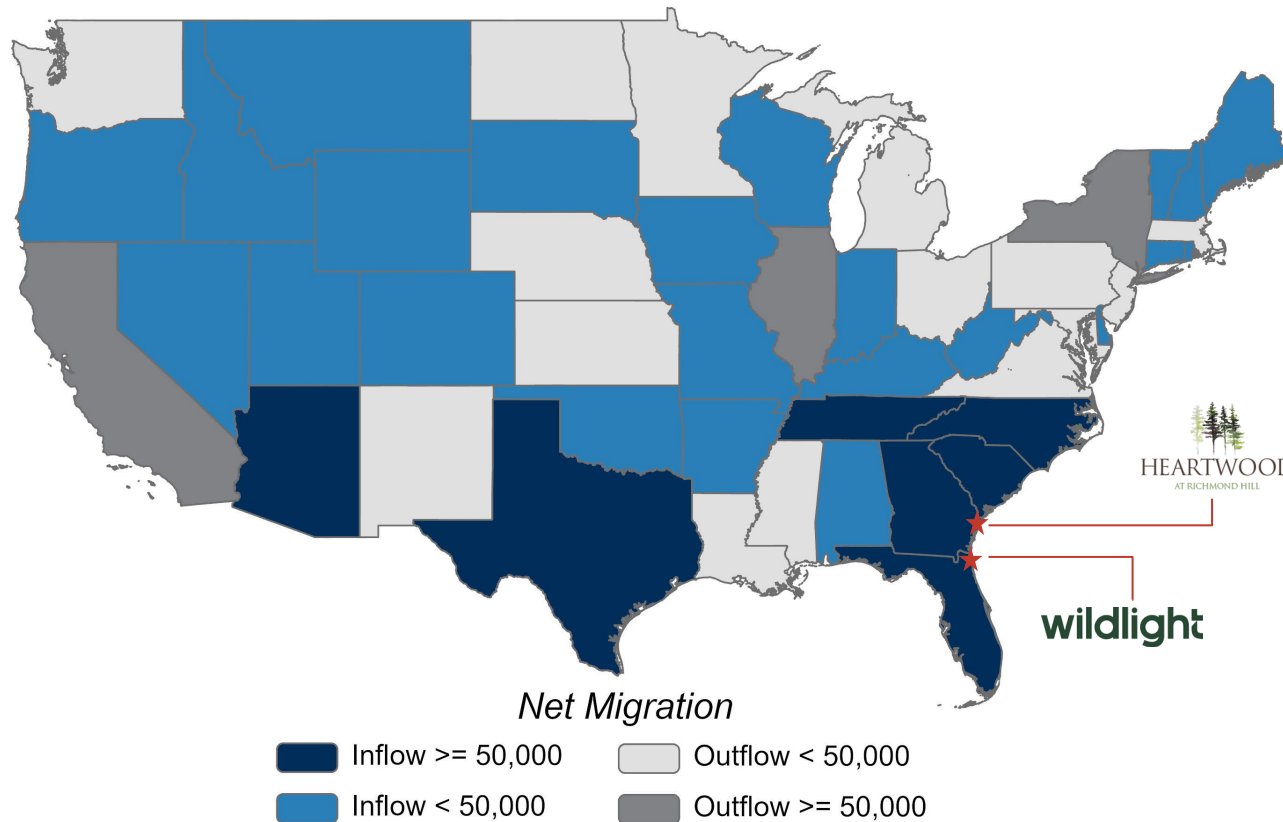
## Conservation Easements

- Sale of development rights (precludes future development on the underlying land)
- Reserve our rights to continue to grow and harvest timber
- Primarily in select areas with strong timber markets and conservation interest

**Our Real Estate strategy is focused on creating and capturing significant premiums to timberland values.**

# Favorable Migration Patterns Support HBU Values

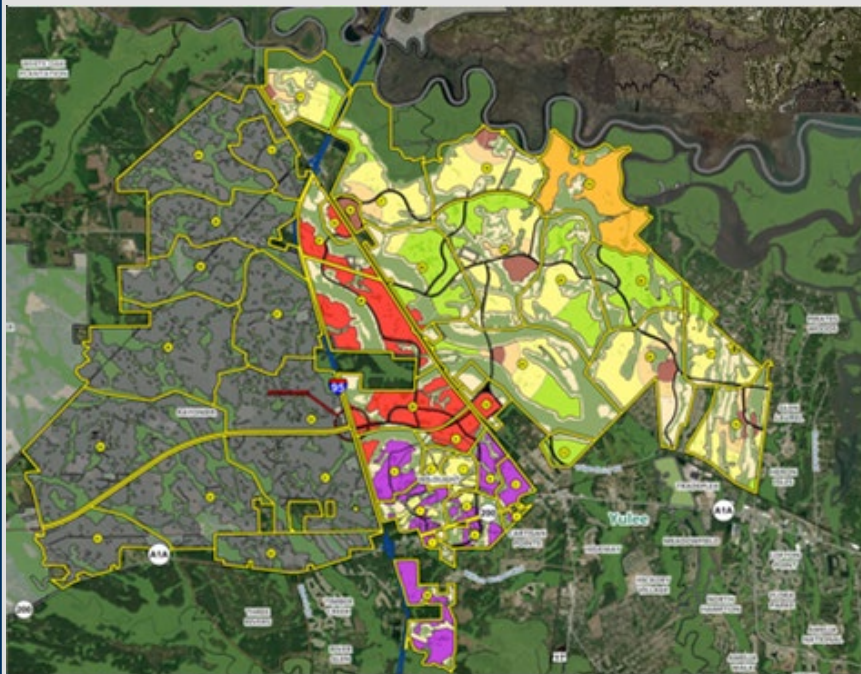
## 2021 Domestic Migration



**Our Real Estate holdings are benefiting from favorable migration patterns, which we expect to continue post-pandemic.**

# Real Estate Development: Focused Strategy

Florida HBU Portfolio



~24,000 acres north of Jacksonville, FL

Georgia HBU Portfolio



~20,000 acres south of Savannah, GA

Rayonier has two unique HBU land portfolios located in close proximity to I-95 north of Jacksonville, FL and south of Savannah, GA, which provide long-term development opportunities.

# Overview of Wildlight Community Development

## wildlight

- 261 net-acre Wildlight Village Center commenced development in March 2016
- Well positioned in a growing sub-market
- Rayonier owns ~25,000 acres in a 5-mile radius
- Total Sales Project-To-Date <sup>(1)</sup>:
  - Commercial<sup>(2)</sup>: \$26.9MM gross sales (136 gross ac) (134 net ac)
  - Residential: \$26.9MM gross sales (182 gross & net ac)
- Wildlight Elementary School & Rayonier HQ Office Building completed August 2017
- 6-lane A1A highway and new Interstate 95 interchange completed in 2021
- Publix grocery store at Wildlight opened June 2022



**Our strategy is to target Northeast Florida market demand and catalyze value across our significant land holdings over time.**

# Wildlight Village Center – Catalytic Uses and Design



**Rayonier Office**



**Pool Amenity**



**The Lofts Apartments**



**UF Health YMCA**



**Wildlight Elementary School**



**Shopping & Dining**



**First Federal Bank**



**Marriott Branded Hotel**



**Catholic Pre-K Learning Center**



**Florida Public Utilities Office**



**UF Health Ambulatory**



**Kindercare Childcare**

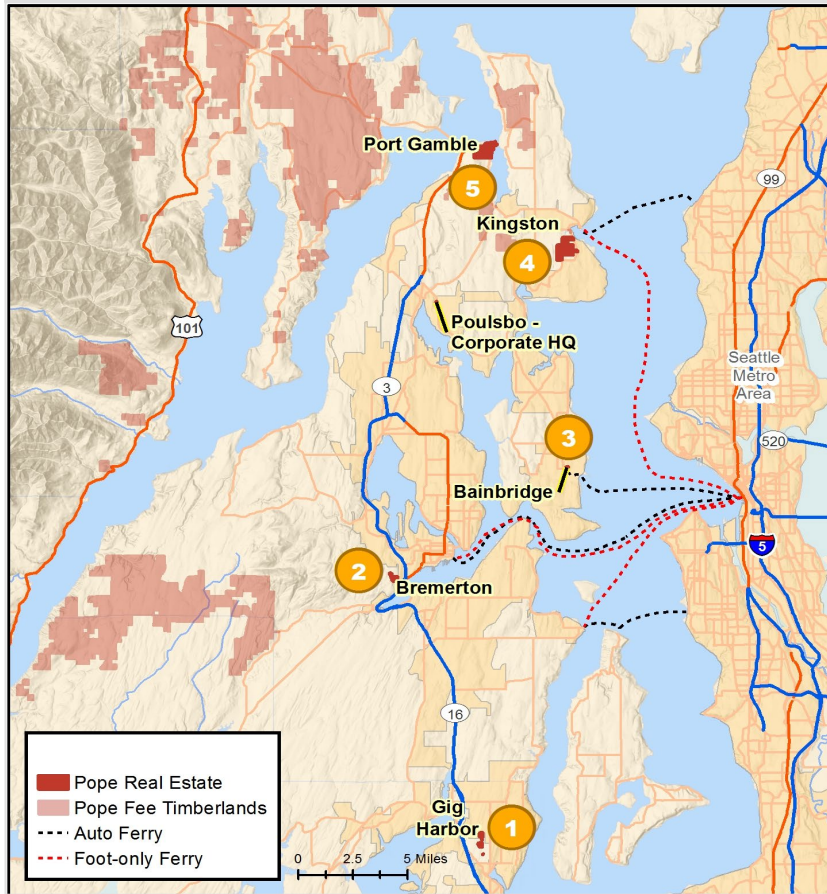


**Heartland Dental**



# Overview of Pope Real Estate Development Business

## Pope Real Estate Portfolio Location Map



## Active and Planned Real Estate Projects

- 1 Gig Harbor – Successful mixed-use community in final stages of development; remaining parcel is an 18.5-acre commercial property.
- 2 Bremerton – approx. 8-acre business park.
- 3 Bainbridge – JV partner in multi-family apartment and townhome project.
- 4 Kingston – Planned 751-unit residential community in Kingston; anticipating 2021-22 launch. (SOLD in Q3 2021 for \$37.5MM.)
- 5 Port Gamble – company-owned town and prior mill site; future plans for mixed-use development project.

Pope Resources' real estate portfolio is well-positioned to capitalize on Seattle's growing population, job and housing markets.

# Appendix

# Definitions of Non-GAAP Measures & 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 and expense, operating loss (income) attributable to noncontrolling interests in Timber Funds, costs related to the merger with Pope Resources, timber write-offs resulting from casualty events, the gain on investment in Timber Funds, Fund II Timberland Dispositions, costs related to shareholder litigation, gain on foreign currency derivatives, internal review and restatement costs, net income from discontinued operations 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 the impact of 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), CAD attributable to noncontrolling interests in Timber Funds, 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.

**Costs related to shareholder litigation** is defined as expenses incurred as a result of the shareholder litigation, shareholder derivative demands and Rayonier's response to an SEC subpoena. See Note 10 - Contingencies of Item 8 - Financial Statements and Supplementary Data in the Company's 2018 Annual Report on Form 10-K.

**Gain on foreign currency derivatives** is the gain resulting from the foreign exchange derivatives the Company used to mitigate the risk of fluctuations in foreign exchange rates while awaiting the capital contribution to the New Zealand subsidiary.

**Fund II Timberland Dispositions** represent the disposition of Fund II Timberland assets, which we managed and owned a co-investment stake in.

**Fund II Timberland Dispositions attributable to Rayonier** represents the proportionate share of Fund II Timberland Dispositions that are attributable to Rayonier.

**Gain on investment in Timber Funds** reflects the gain recognized on Fund II carried interest incentive fees as well as the gain recognized on the sale of Timber Funds III & IV.

**Costs related to the merger with Pope Resources** include legal, accounting, due diligence, consulting and other costs related to the merger with Pope Resources.

**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.

**Net Debt** is calculated as total debt less cash and cash equivalents.

**Timber write-offs resulting from casualty events** include the write-off of merchantable and pre-merchantable timber volume destroyed by casualty events which cannot be salvaged.

# Reconciliation of Net Debt

(\$ in millions)	
<b>Q2 2022</b>	
Current maturities of long-term debt	\$0.6
Long-term debt, net of deferred financing costs and unamortized discounts	1,263.4
Plus - deferred financing costs	4.8
Plus - unamortized discounts	3.3
<b>Total Debt, (Principal Only)</b>	<b>\$1,272.1</b>
Cash and cash equivalents, excluding Timber Funds	(279.3)
<b>Net Debt <sup>(1)</sup></b>	<b>\$992.8</b>

(1) Non-GAAP measure or pro forma item (see page 50 for definitions).

# Reconciliation of Operating Income (Loss) to Adjusted EBITDA by Segment

(\$ in millions)	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Timber Funds	Real Estate	Trading	Corporate and Other	Total
<b>2021</b>								
Operating income	\$66.1	\$6.8	\$51.5	\$63.3	\$112.5	\$0.1	(\$30.6)	\$269.8
Operating income attributable to NCI in Timber Funds	—	—	—	(45.6)	—	—	—	(45.6)
Gain on investment in Timber Funds <sup>(1)</sup>	—	—	—	(7.5)	—	—	—	(7.5)
Fund II Timberland Dispositions attributable to Rayonier <sup>(1)</sup>	—	—	—	(10.3)	—	—	—	(10.3)
Large Dispositions <sup>(1)</sup>	—	—	—	—	(44.8)	—	—	(44.8)
Depreciation, depletion & amortization	54.1	50.5	27.0	2.4	7.9	—	1.2	143.2
Non-cash cost of land and improved development	—	—	—	—	25.0	—	—	25.0
<b>Adjusted EBITDA <sup>(1)</sup></b>	<b>\$120.2</b>	<b>\$57.3</b>	<b>\$78.5</b>	<b>\$2.3</b>	<b>\$100.7</b>	<b>\$0.1</b>	<b>(\$29.4)</b>	<b>\$329.8</b>
<b>2020</b>								
Operating income (loss)	\$41.3	(\$10.0)	\$30.0	(\$13.2)	\$72.0	(\$0.5)	(\$45.2)	\$74.4
Operating loss attributable to NCI in Timber Funds	—	—	—	11.6	—	—	—	11.6
Timber write-offs resulting from casualty events attributable to Rayonier <sup>(1)</sup>	6.0	—	—	1.8	—	—	—	7.9
Costs related to the merger with Pope Resources <sup>(1)</sup>	—	—	—	—	—	—	17.2	17.2
Large Dispositions <sup>(1)</sup>	—	—	—	—	(28.7)	—	—	(28.7)
Depreciation, depletion & amortization	61.8	47.1	25.0	1.6	17.7	—	1.4	154.7
Non-cash cost of land and improved development	—	—	—	—	30.4	—	—	30.4
<b>Adjusted EBITDA <sup>(1)</sup></b>	<b>\$109.1</b>	<b>\$37.1</b>	<b>\$55.0</b>	<b>\$1.8</b>	<b>\$91.4</b>	<b>(\$0.5)</b>	<b>(\$26.6)</b>	<b>\$267.4</b>

<sup>(1)</sup> Non-GAAP measure or pro forma item (see page 50 for definitions).

# Reconciliation of Operating Income (Loss) to Adjusted EBITDA by Segment

(\$ in millions)	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Timber Funds	Real Estate	Trading	Corporate and Other	Total
<b>2019</b>								
Operating income (loss)	\$57.8	(\$12.4)	\$48.0	—	\$38.7	—	(\$25.1)	\$107.0
Depreciation, depletion & amortization	61.9	29.2	27.8	—	8.2	—	1.2	128.2
Non-cash cost of land and improved development	—	—	—	—	12.6	—	—	12.6
<b>Adjusted EBITDA <sup>(1)</sup></b>	<b>\$119.7</b>	<b>\$16.7</b>	<b>\$75.8</b>	<b>—</b>	<b>\$59.5</b>	<b>—</b>	<b>(\$23.9)</b>	<b>\$247.8</b>
<b>2018</b>								
Operating income	\$44.2	\$8.1	\$62.8	—	\$76.2	\$1.0	(\$22.3)	\$170.1
Depreciation, depletion & amortization	58.6	32.8	28.0	—	23.6	—	1.2	144.1
Non-cash cost of land and improved development	—	—	—	—	23.6	—	—	23.6
<b>Adjusted EBITDA <sup>(1)</sup></b>	<b>\$102.8</b>	<b>\$40.9</b>	<b>\$90.8</b>	<b>—</b>	<b>\$123.4</b>	<b>\$1.0</b>	<b>(\$21.1)</b>	<b>\$337.7</b>
<b>2017</b>								
Operating income	\$42.2	\$1.1	\$57.6	—	\$130.9	\$4.6	(\$20.9)	\$215.5
Depreciation, depletion & amortization	49.4	32.0	27.5	—	17.9	—	0.8	127.6
Non-cash cost of land and improved development	—	—	—	—	13.7	—	—	13.7
Costs related to shareholder litigation <sup>(1)</sup>	—	—	—	—	—	—	0.7	0.7
Large Dispositions <sup>(1)</sup>	—	—	—	—	(67.0)	—	—	(67.0)
<b>Adjusted EBITDA <sup>(1)</sup></b>	<b>\$91.6</b>	<b>\$33.1</b>	<b>\$85.1</b>	<b>—</b>	<b>\$95.5</b>	<b>\$4.6</b>	<b>(\$19.4)</b>	<b>\$290.5</b>

<sup>(1)</sup> Non-GAAP measure or pro forma item (see page 50 for definitions).

# Reconciliation of Operating Income (Loss) to Adjusted EBITDA by Segment

(\$ in millions)	Southern Timber	Pacific Northwest Timber	New Zealand Timber	Timber Funds	Real Estate	Trading	Corporate and Other	Total
<b>2016</b>								
Operating income (loss)	\$43.1	(\$4.0)	\$33.0	—	\$202.4	\$2.0	(\$20.8)	\$255.8
Depreciation, depletion & amortization	49.8	25.2	23.4	—	16.3	—	0.4	115.1
Non-cash cost of land and improved development	—	—	—	—	11.7	—	—	11.7
Costs related to shareholder litigation <sup>(1)</sup>	—	—	—	—	—	—	2.2	2.2
Gain on foreign currency derivatives <sup>(1)</sup>	—	—	—	—	—	—	(1.2)	(1.2)
Large Dispositions <sup>(1)</sup>	—	—	—	—	(143.9)	—	—	(143.9)
<b>Adjusted EBITDA <sup>(1)</sup></b>	<b>\$92.9</b>	<b>\$21.2</b>	<b>\$56.5</b>	<b>—</b>	<b>\$86.6</b>	<b>\$2.0</b>	<b>(\$19.4)</b>	<b>\$239.7</b>
<b>2015</b>								
Operating income	\$46.7	\$6.9	\$1.6	—	\$45.5	\$1.2	(\$24.1)	\$77.8
Depreciation, depletion & amortization	54.3	14.8	25.5	—	18.7	—	0.4	113.7
Non-cash cost of land and improved development	—	—	—	—	12.5	—	—	12.5
Costs related to shareholder litigation <sup>(1)</sup>	—	—	—	—	—	—	4.1	4.1
<b>Adjusted EBITDA <sup>(1)</sup></b>	<b>\$101.0</b>	<b>\$21.7</b>	<b>\$27.1</b>	<b>—</b>	<b>\$76.7</b>	<b>\$1.2</b>	<b>(\$19.6)</b>	<b>\$208.1</b>
<b>2014</b>								
Operating income	\$45.7	\$29.5	\$8.7	—	\$48.3	\$1.7	(\$35.6)	\$98.3
Depreciation, depletion & amortization	52.2	21.3	32.2	—	13.4	—	0.9	120.0
Non-cash cost of land and improved development	—	—	—	—	13.2	—	—	13.2
Large Dispositions <sup>(1)</sup>	—	—	—	—	(21.4)	—	—	(21.4)
Internal review and restatement costs	—	—	—	—	—	—	3.4	3.4
<b>Adjusted EBITDA <sup>(1)</sup></b>	<b>\$97.9</b>	<b>\$50.8</b>	<b>\$40.9</b>	<b>—</b>	<b>\$53.5</b>	<b>\$1.7</b>	<b>(\$31.3)</b>	<b>\$213.5</b>

<sup>(1)</sup> Non-GAAP measure or pro forma item (see page 50 for definitions).