
CatchMark℠
PRIME TIMBERLANDS | HIGH-DEMAND MILL MARKETS | SUPERIOR MANAGEMENT
FOURTH QUARTER 2020
FINANCIAL SUPPLEMENT

# DISCLOSURES

CatchMark

In this presentation (1) “CatchMark” refers to CatchMark Timber Trust, Inc., a Maryland corporation that has elected to be taxed as a real estate investment trust (NYSE: CTT), (2) “Triple T” refers to TexMark Timber Treasury, L.P., a Delaware limited partnership that is a joint venture managed by CatchMark and in which CatchMark holds a common limited partnership interest, and (3) “Dawsonville Bluffs” refers to Dawsonville Bluffs, LLC, a Delaware limited liability company that is a joint venture managed by CatchMark and in which CatchMark holds a 50% limited liability company interest.

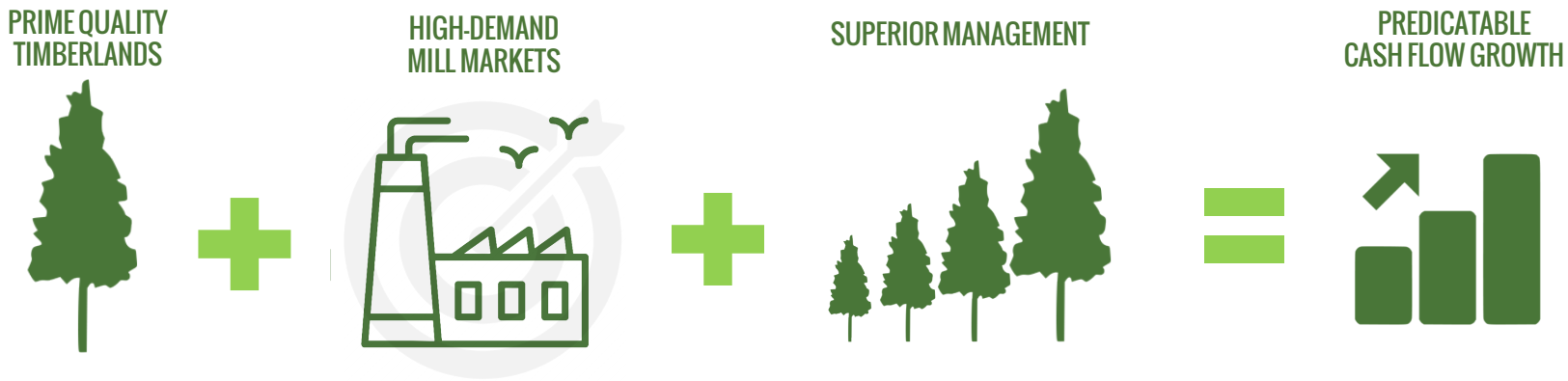
## Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, as amended. Such forward-looking statements can generally be identified by our use of forward-looking terminology such as "may," "will," "expect," "intend," "anticipate," "estimate," "believe," "continue," or other similar words. However, the absence of these or similar words or expressions does not mean that a statement is not forward-looking. Forward-looking statements are not guarantees of performance and are based on certain assumptions, discuss future expectations, describe plans and strategies, contain projections of results of operations or of financial condition or state other forward-looking information. Forward-looking statements in this presentation include, but are not limited to, that we will manage our operations to generate highly predictable and stable cash flow that comfortably covers our dividend and is designed to deliver consistent growth throughout the business cycle, and our guidance with respect to our anticipated 2021 results. Forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from our historical experience and our present expectations, including, but not limited to: (i) we may not generate the harvest volumes from our timberlands that we currently anticipate; (ii) the demand for our timber may not increase at the rate we currently anticipate or at all due to changes in general economic and business conditions in the geographic regions where our timberlands are located, including as a result of the COVID-19 pandemic and the measures taken in response thereto; (iii) a downturn in the real estate market generally, including decreases in demand and valuations, may adversely impact our ability to generate income and cash flow from sales of higher-and-better use properties; (iv) timber prices could decline, which would negatively impact our revenues; (v) the supply of timberlands available for acquisition that meet our investment criteria may be less than we currently anticipate; (vi) we may be unsuccessful in winning bids for timberland that are sold through an auction process; (vii) we may not be able to make large dispositions of timberland in capital recycling transactions at prices that are attractive to us or at all; (viii) we may not be able to access external sources of capital at attractive rates or at all; (ix) potential increases in interest rates could have a negative impact on our business; (x) our share repurchase program may not be successful in improving stockholder value over the long-term; (xi) our joint venture strategy may not enable us to access non-dilutive capital and enhance our ability to make acquisitions; (xii) we may not be successful in effectively managing the Triple T joint venture and the anticipated benefits of the joint venture may not be realized, including that our asset management fee could be deferred or decreased, we may not earn an incentive-based promote and our investment in the joint venture could lose value; and (xiii) the factors described in Part I, Item 1A Risk Factors of our Annual Report on Form 10-K for the fiscal year ended December 31, 2019, Part II, Item 1A Risk Factors of our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020 and our other filings with Securities and Exchange Commission. Accordingly, readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. We undertake no obligation to update our forward-looking statements, except as required by law.

# STRATEGIES PRODUCE STABLE, VISIBLE, HIGH-QUALITY CASH FLOW

CatchMark

CatchMark acquires prime timberlands in high-demand mill markets and manages operations to generate highly-predictable and stable cash flow that comfortably covers its dividend and is designed to deliver consistent growth throughout the business cycle.




| PRIME TIMBERLAND PORTFOLIO | HIGH-DEMAND MILL MARKETS | SUPERIOR MANAGEMENT |
|---|---|---|
| PRODUCES DURABLE REVENUE GROWTH | PROVIDES RELIABLE OUTLET FOR AVAILABLE MERCHANTABLE INVENTORY | MAXIMIZES CASH FLOWS THROUGHOUT THE BUSINESS CYCLE |

**DRIVES STABLE AND PREDICTABLE CASH FLOW**

# FINANCIAL AND OPERATING INFORMATION

# FINANCIAL HIGHLIGHTS

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(in thousands, except per-share data)

| Results of Operations | Q4 2020 | Q4 2019 | FY 2020 | FY 2019 |
|---|---|---|---|---|
| Revenues | **$30,948** | $29,096 | **$104,290** | $106,709 |
| Loss before unconsolidated joint ventures and income taxes | **$(2,300)** | $(4,471) | **$(12,154)** | $(4,977) |
| Net loss | **$(2,957)** | $(11,804) | **$(17,538)** | $(93,321) |
| Net loss attributable to common stockholders | **$(2,952)** | $(11,804) | **$(17,508)** | $(93,321) |
| Net loss per common share – basic and diluted | **$(0.06)** | $(0.24) | **$(0.36)** | $(1.90) |
| Adjusted EBITDA[1] | **$17,342** | $15,135 | **$52,065** | $56,906 |
| Weighted-average common shares outstanding - basic and diluted | **48,765** | 49,007 | **48,816** | 49,038 |

| Capital Resources and Liquidity | FY 2020 | FY 2019 |
|---|---|---|
| Cash provided by operating activities | **$40,455** | $32,942 |
| Cash provided by investing activities | **$10,791** | $22,830 |
| Cash used in financing activities | **$(50,809)** | $(49,899) |
| | | |
| Cash Available for Distribution (CAD)[4] | **$34,772** | $35,677 |

| | 12/31/2020 | 12/31/2019 |
|---|---|---|
| Debt[2] | **$442,705** | $458,555 |
| (-) Cash | **$(11,924)** | (11,487) |
| Net Debt | **430,781** | $447,068 |
| | | |
| Net Debt/Adjusted EBITDA[1] | **8.3x** | 7.9x |
| Net Debt/Enterprise Value[3] | **49%** | 44% |
| | | |
| Cash | **$11,924** | $11,487 |
| Credit Facilities Capacity | | |
| Revolving line of credit | **$35,000** | $35,000 |
| Acquisition facility | **115,914** | 150,064 |
| | **$150,914** | $196,551 |

1. Adjusted EBITDA is a non-GAAP measure. See Appendix for our definition of Adjusted EBITDA and reconciliation of net income (loss) to Adjusted EBITDA.
2. Debt is gross of deferred financing costs.
3. Enterprise value is based on equity market capitalization as of the last trading day of the respective period plus net debt.
4. Cash Available for Distribution is a non-GAAP measure. See Appendix for our definition of Cash Available for Distribution and slide 7 for a reconciliation of Cash Provided by Operating Activities to Cash Available for Distribution.

# ADJUSTED EBITDA BY SEGMENT

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| (in thousands) | Q4 2020 | Q4 2019 | FY 2020 | FY 2019 |
|---|---|---|---|---|
| Timber sales | **$19,945** | $20,027 | **$72,344** | $72,557 |
| Other revenue | **1,009** | 1,246 | **4,120** | 4,632 |
| (-) Contract logging and hauling costs | **(8,160)** | (8,351) | **(30,103)** | (31,129) |
| (-) Forestry management expenses | **(1,721)** | (1,709) | **(6,892)** | (6,691) |
| (-) Land rent expense | **(113)** | (124) | **(447)** | (524) |
| (-) Other operating expenses | **(2,898)** | (1,846) | **(7,577)** | (6,460) |
| (+) Stock-based compensation | **110** | 74 | **417** | 263 |
| (+) Other[1] | **1,521** | 418 | **2,328** | 1,022 |
| **Harvest EBITDA** | **$9,693** | $9,735 | **$34,190** | $33,670 |
| | | | | |
| Timberland sales | **$6,760** | $4,994 | **$15,642** | $17,572 |
| (-) Cost of timberland sales | **(5,479)** | (4,505) | **(12,290)** | (15,067) |
| (+) Basis of timberland sold | **5,125** | 4,249 | **11,396** | 14,054 |
| **Real Estate EBITDA** | **$6,406** | $4,738 | **$14,748** | $16,559 |
| | | | | |
| Asset management fees | **$3,234** | $2,829 | **$12,184** | $11,948 |
| Unconsolidated Dawsonville Bluffs joint venture EBITDA | **12** | 465 | **425** | 4,801 |
| **Investment Management EBITDA** | **$3,246** | $3,294 | **$12,609** | $16,749 |
| | | | | |
| **Total Operating EBITDA** | **$19,345** | $17,767 | **$61,547** | $66,978 |
| | | | | |
| (-) General and administrative expense | **$(3,166)** | $(3,750) | **$(16,225)** | $(13,300) |
| (+) Stock-based compensation | **519** | 764 | **3,419** | 2,527 |
| (+) Interest income | **-** | 62 | **51** | 204 |
| (+) Post-employment benefits | **17** | - | **2,324** | - |
| (+/-) Other[1] | **627** | 292 | **949** | 497 |
| **Corporate EBITDA** | **$(2,003)** | $(2,632) | **$(9,482)** | $(10,072) |
| | | | | |
| **Adjusted EBITDA** | **$17,342** | $15,135 | **$52,065** | $56,906 |

1. Other includes (a) non-cash items: amortization, depreciation, casualty loss, and other timber asset basis removed; and (b) certain cash expenses that management believes do not directly reflect the core business operations of our timberland portfolio on an on-going basis, including costs required to be expensed by GAAP related to acquisitions, transactions, joint ventures or new business activities.

# CASH AVAILABLE FOR DISTRIBUTION

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| (in thousands, except for per-share data) | FY 2016 | FY 2017 | FY 2018 | FY 2019 | FY 2020 |
|---|---|---|---|---|---|
| **Cash Provided by Operating Activities** | $30,849 | $27,419 | $29,796 | $32,942 | **$40,455** |
| Capital expenditures (excluding timberland acquisitions) | (3,195) | (5,617) | (4,571) | (4,178) | **(5,527)** |
| Working capital change | (116) | 1,136 | 3,751 | 2,817 | **528** |
| Distributions from unconsolidated joint ventures | - | - | 4,744 | 3,830 | **455** |
| Post-employment benefits | | | | | **2,324** |
| Interest paid under swaps with other-than-insignificant financing element | - | - | - | (115) | **(4,328)** |
| Other | 322 | 1,319 | (460) | 381 | **865** |
| **Cash Available for Distribution[1]** | $27,860 | $24,257 | $33,260 | $35,677 | **$34,772** |
| | | | | | |
| **Adjusted EBITDA[2]** | $36,808 | $41,970 | $49,786 | $56,906 | **$52,065** |
| Interest paid | (5,753) | (10,093) | (13,643) | (17,058) | **(12,070)** |
| Capital expenditures (excluding timberland acquisitions) | (3,195) | (5,617) | (4,571) | (4,178) | **(5,527)** |
| Distributions from unconsolidated joint ventures | - | - | 8,516 | 4,808 | **729** |
| Adjusted EBITDA from unconsolidated joint ventures | - | (2,003) | (6,828) | (4,801) | **(425)** |
| **Cash Available for Distribution[1]** | $27,860 | $24,257 | $33,260 | $35,677 | **$34,772** |
| | | | | | |
| Dividends paid | $20,382 | $21,349 | $25,601 | $26,269 | **$26,263** |
| | | | | | |
| Weighted-average shares outstanding, end of period | 38,830 | 39,751 | 47,937 | 49,038 | **48,816** |
| | | | | | |
| **Dividends per Share** | $0.53 | $0.54 | $0.54 | $0.54 | **$0.54** |
| | | | | | |
| **Cash from Operating Activities Payout Ratio[3]** | 66% | 78% | 86% | 80% | **65%** |
| **CAD Payout Ratio[4]** | 73% | 88% | 77% | 74% | **76%** |

1. Cash Available for Distribution is a non-GAAP measure. See Appendix for our definition of Cash Available for Distribution.
2. Adjusted EBITDA is a non-GAAP measure. See Appendix for our definition of Adjusted EBITDA and reconciliation of net income (loss) to Adjusted EBITDA.
3. Calculated as dividends paid divided by cash provided by operating activities.
4. Calculated as dividends paid divided by cash available for distribution.

# U.S. SOUTH TIMBER OVERVIEW

CatchMark

| | 2019 | | | | | 2020 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY |
| **Timber Sales Volume ('000 tons)** | | | | | | | | | | |
| Pulpwood | 294 | 303 | 373 | 332 | 1,302 | 320 | 352 | 346 | **303** | **1,321** |
| Sawtimber | 188 | 177 | 237 | 271 | 873 | 250 | 195 | 206 | **226** | **877** |
| Total | 482 | 480 | 610 | 603 | 2,175 | 570 | 547 | 552 | **529** | **2,198** |
| | | | | | | | | | | |
| **Delivered vs. Stumpage** | | | | | | | | | | |
| Delivered % as of total volume | 79% | 74% | 64% | 67% | 71% | 63% | 61% | 63% | **59%** | **62%** |
| Stumpage % as of total volume | 21% | 26% | 36% | 33% | 29% | 37% | 39% | 37% | **41%** | **38%** |
| | | | | | | | | | | |
| **Net Timber Sales Price ($ per ton)** | | | | | | | | | | |
| Pulpwood | $15 | $14 | $14 | $13 | $14 | $13 | $12 | $13 | **$12** | **$13** |
| Sawtimber | $24 | $24 | $24 | $23 | $24 | $23 | $23 | $22 | **$23** | **$23** |
| | | | | | | | | | | |
| **Sold Under Timber Supply Agreements** | | | | | | | | | | |
| Volume | 130 | 162 | 149 | 150 | 591 | 103 | 120 | 182 | **125** | **530** |
| % of total volume | 27% | 34% | 24% | 25% | 27% | 18% | 22% | 31% | **24%** | **24%** |
| | | | | | | | | | | |
| **Summary Financial Data ($ in '000s)** | | | | | | | | | | |
| Timber sales | $16,079 | $15,044 | $17,880 | $18,228 | $67,231 | $16,272 | $14,565 | $15,385 | **$14,576** | **$60,798** |
| (-) Contract logging and hauling costs | (7,152) | (6,579) | (7,092) | (7,485) | (28,308) | (6,309) | (5,967) | (6,307) | **(5,721)** | **(24,304)** |
| Net timber sales | 8,927 | 8,465 | 10,788 | 10,743 | 38,923 | 9,963 | 8,598 | 9,078 | **8,855** | **36,494** |
| | | | | | | | | | | |
| Other revenues | 1,090 | 1,322 | 974 | 1,246 | 4,632 | 1,052 | 1,051 | 1,001 | **1,009** | **4,113** |
| Total net timber sales and other revenues | $10,017 | $9,787 | $11,762 | $11,989 | $43,555 | $11,015 | $9,649 | $10,079 | **$9,864** | **$40,607** |
| | | | | | | | | | | |
| **Period-end Acres** | | | | | | | | | | |
| Fee | 414 | 406 | 395 | 392 | 392 | 375 | 374 | 372 | **368** | **368** |
| Lease | 27 | 26 | 26 | 25 | 25 | 22 | 22 | 22 | **22** | **22** |
| Wholly-owned total | 441 | 432 | 421 | 417 | 417 | 397 | 396 | 394 | **390** | **390** |
| | | | | | | | | | | |
| Joint venture interest | 1,104 | 1,100 | 1,094 | 1,092 | 1,092 | 1,092 | 1,092 | 1,085 | **1,083** | **1,083** |
| Total | 1,545 | 1,532 | 1,515 | 1,509 | 1,509 | 1,489 | 1,488 | 1,479 | **1,473** | **1,473** |

# REAL ESTATE OVERVIEW

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| | 2019 | | | | | 2020 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY |
| **Recurring Timberland Sales*** | | | | | | | | | | |
| Gross sales ('000s) | $2,090 | $8,224 | $2,264 | $4,994 | $17,572 | $4,779 | $1,673 | $2,430 | **$6,760** | **$15,642** |
| Acres sold | 900 | 4,000 | 1,100 | 3,200 | 9,200 | 3,000 | 1,100 | 1,200 | **4,000** | **9,300** |
| % of fee acres[1] | 0.2% | 0.9% | 0.2% | 0.9% | 2.2% | 0.7% | 0.3% | 0.3% | **1.0%** | **2.3%** |
| Price per acre[2] | $2,236 | $2,072 | $2,166 | $1,588 | $1,920 | $1,627 | $1,564 | $2,047 | **$1,662** | **$1,689** |
| Margin on sale | 25% | 16% | 11% | 10% | 14% | 28% | 13% | 21% | **19%** | **21%** |
| Average hold (years) | 7 | 6 | 6 | 3 | 5 | 9 | 7 | 5 | **8** | **7** |
| Stocking (tons/acre)[3] | 52 | 26 | 24 | 53 | 37 | 15 | 33 | 21 | **34** | **26** |
| | | | | | | | | | | |
| Pine Stocking (tons per acre) | 35 | 14 | 17 | - | 12 | 10 | 20 | 9 | **16** | **14** |
| Pulpwood (%) | 42% | 46% | 37% | - | 43% | 36% | 46% | 57% | **45%** | **44%** |
| Sawtimber (%) | 58% | 54% | 63% | - | 57% | 64% | 54% | 43% | **55%** | **56%** |
| Hardwood Stocking (tons per acre) | 17 | 12 | 7 | 53 | 25 | 5 | 13 | 12 | **18** | **12** |
| Pulpwood (%) | 84% | 61% | 73% | 74% | 72% | 68% | 71% | 56% | **62%** | **64%** |
| Sawtimber (%) | 16% | 39% | 27% | 26% | 28% | 32% | 29% | 44% | **38%** | **36%** |
| | | | | | | | | | | |
| Timber Reservations Entered During Period[4,5] | | | | | | | | | | |
| Tons | - | 5,900 | 47,300 | 8,800 | 62,000 | 340,500 | 24,800 | 8,200 | **8,800** | **382,300** |
| Book basis ('000) | $- | $69 | $392 | $105 | $566 | $3,300 | $204 | $86 | **$128** | **$3,719** |
| | | | | | | | | | | |
| Timber Reservations Remaining at Period End[4] | | | | | | | | | | |
| Tons | 207,300 | 197,800 | 215,400 | 206,200 | 206,200 | 515,100 | 387,700 | 310,400 | **154,000** | **154,000** |
| Book basis ('000) | $2,557 | $2,484 | $2,601 | $2,521 | $2,521 | $5,468 | $4,047 | $3,246 | **$1,509** | **$1,509** |

* Excludes large dispositions unless noted otherwise.

1. Calculated using average fee acres owned during the respective period.
2. Excludes value of timber reservations.
3. Stocking refers to merchantable timber inventory per acre. CatchMark considers 15-year or older pine as merchantable.
4. Represents timber reservations added in respective period related to land sold and lease terminations.
5. Includes volumes from large dispositions.

# SOLID CAPITAL POSITION

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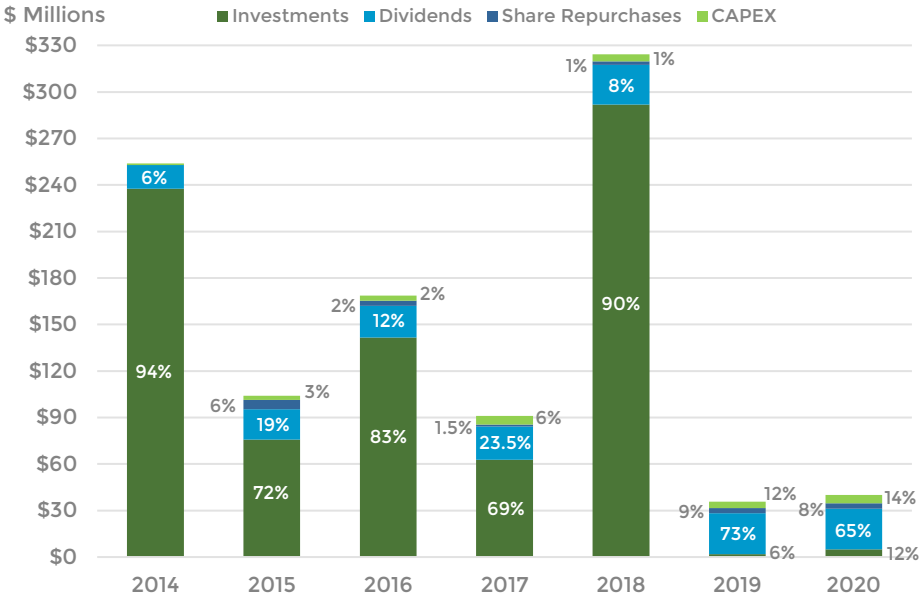
## Credit Metrics

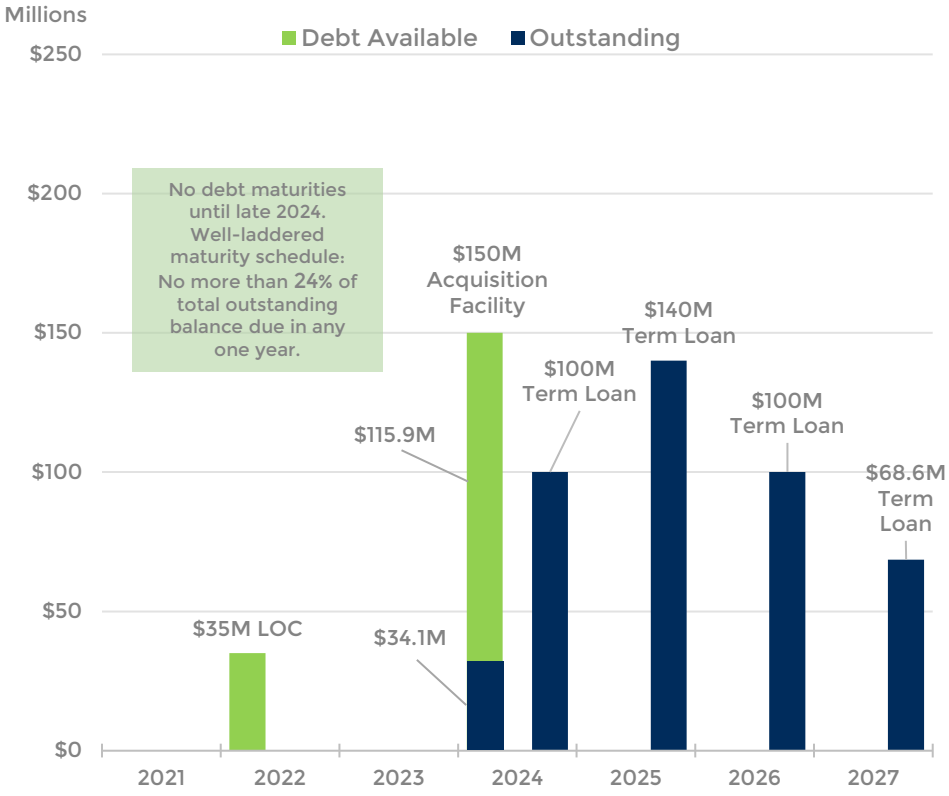
| | |
|---|---|
| Fixed charge coverage ratio[1] | 4.1 |
| Net Debt[2]/Adjusted EBITDA[3,4] | 8.3x |
| Net Debt[2]/Enterprise value[5] | 49% |
| Weighted average cost of debt[6] | 2.45% |
| Interest rate mix [7] | Fixed: 62% / Floating: 38% |

## Allocation of Capital




## Credit Facilities and Maturity Schedule

**Total Credit Facilities of $593.6 Million**
**Weighted-Average Life of Outstanding Debt is 5.1 Years[7]**




1. Calculated using trailing twelve-month Adjusted EBITDA divided by trailing twelve-month cash paid for interest as of 12/31/2020. This calculation differs from the calculation of the fixed charge ratio covenant under our credit facilities and should not be viewed as an indication of compliance with such covenant.
2. Net debt equals outstanding borrowings net of cash on hand as of 12/31/2020.
3. Trailing twelve-month Adjusted EBITDA as of 12/31/2020.
4. Adjusted EBITDA is a non-GAAP measure. See Appendix for our definition of Adjusted EBITDA and reconciliation of net income (loss) to Adjusted EBITDA.
5. Enterprise value is based on equity market capitalization plus net debt as of 12/31/2020.
6. After consideration of effects of interest rate swaps and patronage refund, as of 12/31/2020.
7. As of 12/31/2020.

# 2021 OUTLOOK

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| COMPANY GUIDANCE | 2021 Guidance | 2020 Guidance | 2020 Actual |
|---|---|---|---|
| Harvest volume ('000 tons) | **2,000 – 2,200** | 2,200 – 2,400 | 2,321 |
| Sawtimber mix – U.S. South | **40% - 45%** | 40% | 40% |
| Sawtimber mix – Pacific Northwest | **85% - 90%** | 80% | 89% |
| Land sales ('000) | **$13,000 - $15,000** | $13,000 - $15,000 | $15,642 |
| Asset management fees ('000) | **$12,000** | $11,000 – 12,000 | $12,200 |
| Net loss ('000)[1] | **$(6,000) – $(10,000)** | $(10,200) - $(12,200) | $(17,538) |
| Adjusted EBITDA ('000)[2] | **$43,000 - $50,000** | $43,000 - $50,000 | $52,065 |
| Income from Unconsolidated Dawsonville Bluffs joint venture ('000)[3] | **-** | - | $274 |
| Adjusted EBITDA from unconsolidated Dawsonville Bluffs joint venture ('000)[4] | **-** | - | $425 |

All numbers shown in thousands except for % change.

1. Includes HLBV losses from the Triple T joint venture, which is determined based on a hypothetical liquidation of the underlying joint venture at book value as of the reporting date.
2. Adjusted EBITDA is a non-GAAP measure. See Appendix for our reconciliation to net income (loss).
3. Income from unconsolidated Dawsonville Bluffs joint venture represents CatchMark's 50% share and is included in CatchMark's GAAP net loss presented above.
4. Adjusted EBITDA from unconsolidated Dawsonville Bluffs joint venture represents CatchMark's 50% share, is included in CatchMark's Adjusted EBITDA presented above and is a non-GAAP measure calculated by adding back projected basis of mitigation bank credits sold to CatchMark's income from unconsolidated Dawsonville Bluffs joint venture presented above.

# APPENDIX

# DEFINITIONS OF NON-GAAP MEASURES

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**Adjusted EBITDA:** Earnings before Interest, Taxes, Depletion, and Amortization ("EBITDA") is a non-GAAP measure of operating performance. EBITDA is defined by the SEC however, we have excluded certain other expenses which we believe are not indicative of the ongoing operating results of our timberland portfolio, and we refer to this measure as Adjusted EBITDA. As such, our Adjusted EBITDA may not be comparable to similarly titled measures reported by other companies and should not be considered in isolation or as an alternative to, or substitute for net income, cash from operations, or other financial statement data presented in our consolidated financial statements as indicators of our operating performance. Due to the significant amount of timber assets subject to depletion, significant income (losses) from unconsolidated joint ventures based on HLBV, and the significant amount of financing subject to interest and amortization expense, management considers Adjusted EBITDA to be an important measure of our financial performance. Adjusted EBITDA has limitations as an analytical tool and should not be considered in isolation or as a substitute for analysis of our results as reported under U.S. GAAP. Some of the limitations are:

- Adjusted EBITDA does not reflect our capital expenditures, or our future requirements for capital expenditures;
- Adjusted EBITDA does not reflect changes in, or our interest expense or the cash requirements necessary to service interest or principal payments on, our debt; and
- Although depletion is a non-cash charge, we will incur expenses to replace the timber being depleted in the future, and Adjusted EBITDA does not reflect all cash requirements for such expenses.
- Although HLBV income and losses are primarily hypothetical and non-cash in nature, Adjusted EBITDA does not reflect cash income or losses from unconsolidated joint ventures for which we use the HLBV method of accounting to determine our equity in earnings.
- Adjusted EBITDA does not reflect the cash requirements necessary to fund post-employment benefits or transaction costs related to acquisitions, investments, joint ventures or new business initiatives, which may be substantial.

Due to these limitations, Adjusted EBITDA should not be considered as a measure of discretionary cash available to us to invest in the growth of our business. Our credit agreement contains a minimum debt service coverage ratio based, in part, on Adjusted EBITDA since this measure is representative of adjusted income available for interest payments.

**Cash Available for Distribution (CAD):** Cash provided by operating activities adjusted for capital expenditures (excluding timberland acquisitions), working capital changes, cash distributions from unconsolidated joint ventures and certain cash expenditures that management believes do not directly reflect the core business operations of our timberland portfolio on an on-going basis, including costs required to be expensed by GAAP related to acquisitions, transactions, joint ventures or new business activities. See page 7 for a reconciliation of Cash Provided by Operating Activities to Cash Available for Distribution.

# RECONCILIATION OF NET INCOME (LOSS) TO ADJUSTED EBITDA

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| (in thousands unless otherwise noted) | 2016 | 2017 | 2018 | 2019 | 2020 | Q4 2019 | Q4 2020 | 2021 Guidance |
|---|---|---|---|---|---|---|---|---|
| Net loss | $(11,070) | $(13,510) | $(122,007) | $(93,321) | $(17,538) | $(11,804) | $(2,957) | **$(6,000) - $(10,000)** |
| Add: | | | | | | | | |
| Depletion | 28,897 | 29,035 | 25,912 | 28,064 | 29,112 | 8,531 | 8,178 | **25,000 – 27,000** |
| Interest expense[1] | 5,753 | 10,093 | 13,643 | 17,058 | 12,070 | 4,071 | 2,949 | **14,000** |
| Amortization[1] | 1,093 | 1,270 | 2,821 | 1,786 | 3,255 | 800 | 634 | – |
| Income tax expense (benefit) | – | – | – | (1,127) | 658 | (1,127) | 658 | – |
| Depletion, amortization, and basis of timberland and mitigation credits sold included in loss from unconsolidated joint venture[2] | – | 865 | 4,195 | 3,823 | 151 | 276 | 11 | – |
| Basis of timberland sold, lease terminations and others[3] | 10,089 | 10,112 | 13,053 | 14,964 | 13,606 | 4,635 | 6,618 | **10,000 - 11,000** |
| Stock-based compensation expense | 1,724 | 2,786 | 2,689 | 2,790 | 3,836 | 838 | 629 | **3,000** |
| (Gain) loss from large dispositions[4] | – | – | 390 | (7,961) | (1,274) | – | – | – |
| HLBV loss from unconsolidated joint venture[5] | – | – | 109,550 | 90,450 | 5,000 | 8,650 | – | – |
| Post-employment benefits[6] | – | – | – | – | 2,324 | – | 17 | – |
| Other[7] | 322 | 1,319 | (460) | 380 | 865 | 265 | 605 | **1,000** |
| Adjusted EBITDA | $36,808 | $41,970 | $49,786 | $56,906 | $52,065 | $15,135 | $17,342 | **$43,000 – $50,000** |

1. For the purpose of the above reconciliation, amortization includes amortization of deferred financing costs, amortization of operating lease assets and liabilities, amortization of intangible lease assets, and amortization of mainline road costs, which are included in either interest expense, land rent expense, or other operating expenses in the accompanying consolidated statements of operations. Includes non-cash basis of timber and timberland assets written-off related to timberland sold, terminations of timberland leases and casualty losses.
2. Reflects our share of depletion, amortization, and basis of timberland and mitigation credits sold of the unconsolidated Dawsonville Bluffs Joint Venture.
3. Includes non-cash basis of timber and timberland assets written-off related to timberland sold, terminations of timberland leases and casualty losses.
4. Large dispositions are sales of blocks of timberland properties in one or several transactions with the objective to generate proceeds to fund capital allocation priorities. Large dispositions may or may not have a higher or better use than timber production or result in a price premium above the land's timber production value. Such dispositions are infrequent in nature, are not part of core operations, and would cause material variances in comparative results if not reported separately.
5. Reflects HLBV (income) losses from the Triple T Joint Venture, which is determined based on a hypothetical liquidation of the underlying joint venture at book value as of the reporting date.
6. Reflects one-time, non-recurring post-employment benefits associated with the retirement of our former CEO, including severance pay, payroll taxes, professional fees, and accrued dividend equivalents.
7. Includes certain cash expenses paid, or reimbursement received, that management believes do not directly reflect the core business operations of our timberland portfolio on an on-going basis, including post-employment benefits and costs required to be expensed by GAAP related to acquisitions, transactions, joint ventures or new business initiatives.

# SELECTED ANNUAL DATA

CatchMark

| | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|
| **Timber Sales Volume ('000 tons)** | | | | | |
| *Consolidated* | | | | | |
| Pulpwood | 1,360 | 1,424 | 1,356 | 1,310 | 1,335 |
| Sawtimber | 867 | 927 | 819 | 933 | 986 |
| Total | 2,227 | 2,351 | 2,175 | 2,243 | 2,321 |
| *South* | | | | | |
| Pulpwood | 1360 | 1,424 | 1356 | 1,302 | 1,321 |
| Sawtimber | 867 | 927 | 817 | 873 | 877 |
| Total | 2,227 | 2,351 | 2,173 | 2,175 | 2,198 |
| *Pacific Northwest* | | | | | |
| Pulpwood | - | - | - | 8 | 14 |
| Sawtimber | - | - | 2 | 60 | 109 |
| Total | - | - | 2 | 68 | 123 |
| | | | | | |
| Productivity (ton per acre/year) | | | | | |
| South[1] | 4.8 | 4.7 | 4.6 | 5.0 | 5.5 |
| Pacific Northwest | - | - | 0.4 | 3.8 | 6.8 |
| | | | | | |
| **Delivered vs Stumpage** | | | | | |
| *Consolidated* | | | | | |
| Delivered % as of total volume | 64% | 74% | 80% | 71% | 63% |
| Stumpage % as of total volume | 36% | 26% | 20% | 29% | 37% |
| *South* | | | | | |
| Delivered % as of total volume | 64% | 74% | 80% | 71% | 62% |
| Stumpage % as of total volume | 36% | 26% | 20% | 29% | 38% |
| *Pacific Northwest* | | | | | |
| Delivered % as of total volume | - | - | 0% | 88% | 97% |
| Stumpage % as of total volume | - | - | 100% | 12% | 3% |
| | | | | | |
| **Haul Distance** | | | | | |
| South | 36 | 38 | 41 | 32 | 41 |
| Pacific Northwest | - | - | - | 72 | 61 |



See page 18 for footnotes.

# SELECTED ANNUAL DATA (CONT'D)

CatchMark

| | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|
| **Sold Under Timber Supply Agreements** | | | | | |
| *Consolidated* | | | | | |
| Volume | 485 | 729 | 707 | 591 | 530 |
| % of total volume | 22% | 31% | 33% | 26% | 23% |
| *South* | | | | | |
| Volume | 485 | 729 | 707 | 591 | 530 |
| % of total volume | 22% | 31% | 33% | 26% | 24% |
| *Pacific Northwest* | | | | | |
| Volume | - | - | - | - | - |
| % of total volume | - | - | - | - | - |
| **Sales Price ($ per ton)** | | | | | |
| *South – Net Timber Sales Price* | | | | | |
| Pulpwood | $14 | $13 | $14 | $14 | $13 |
| Sawtimber | $24 | $24 | $24 | $24 | $23 |
| *Pacific Northwest – Delivered Timber Sales Price* | | | | | |
| Pulpwood | $- | $- | $- | $32 | $29 |
| Sawtimber | $- | $- | $- | $88 | $104 |
| **Direct Timber Acquisitions[2]** | | | | | |
| *South* | | | | | |
| Gross acquisitions ('000s) | $141,013 | $71,648 | - | $1,925 | $- |
| Acres acquired | 81,900 | 30,600 | - | 900 | - |
| Price per acre | $1,721 | $2,341 | - | $2,185 | $- |
| Stocking (tons/acre)[3] | 42 | 69 | - | 54 | - |
| % of pulpwood | 54% | 34% | - | 30% | - |
| % of sawtimber | 46% | 66% | - | 70% | - |
| *Pacific Northwest* | | | | | |
| Gross acquisitions ('000s) | $- | $- | $89,700 | $- | $- |
| Acres acquired | - | - | 18,100 | - | - |
| Price per acre | $- | $- | $4,956 | $- | $- |
| Stocking (tons/acre)[3] | - | - | 38 | - | - |
| % of pulpwood | - | - | 17% | - | - |
| % of sawtimber | - | - | 83% | - | - |
| *Joint Venture Investments* | | | | | |
| Gross acquisitions ('000s) | $- | $20,000 | $1,389,500 | $- | $- |
| Acres acquired | - | 11,000 | 1,099,800 | - | - |
| Price per acre | $- | $1,813 | $1,263 | $- | $- |
| Stocking (tons/acre)[3] | - | 49 | 35 | - | - |
| % of pulpwood | - | 57% | 49% | - | - |
| % of sawtimber | - | 43% | 51% | - | - |

See page 18 for footnotes.

# SELECTED ANNUAL DATA (CONT'D)

CatchMark

| | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|
| **Timberland Sales** | | | | | |
| Gross sales ('000s) | $12,515 | $14,768 | $17,520 | $17,572 | $15,642 |
| Acres sold | 7,300 | 7,700 | 8,500 | 9,200 | 9,300 |
| % of fee acres[4] | 1.7% | 1.7% | 1.8% | 2.2% | 2.3% |
| Price per acre[5] | $1,718 | $1,924 | $2,064 | $1,920 | $1,689 |
| Margin on sale[5] | 17% | 29% | 23% | 14% | 21% |
| Average hold (years) | 8 | 7 | 5 | 5 | 7 |
| Stocking (tons/acre)[3] | 20 | 27 | 26 | 37 | 26 |
| | | | | | |
| Pine Stocking (tons per acre)[3] | 8 | 14 | 19 | 12 | 14 |
| Pulpwood (%) | 25% | 32% | 53% | 43% | 44% |
| Sawtimber (%) | 75% | 68% | 47% | 57% | 56% |
| Hardwood Stocking (tons per acre)[3] | 12 | 12 | 7 | 26 | 12 |
| Pulpwood (%) | 80% | 68% | 62% | 72% | 64% |
| Sawtimber (%) | 20% | 32% | 38% | 28% | 36% |
| | | | | | |
| Timber reservation ('000s tons)[6] | 113 | 23 | 239 | 62 | 382 |
| Timber reservation book basis ('000)[6] | $2,536 | $243 | $3,169 | $566 | $3,719 |
| | | | | | |
| **Period-end Acres** | | | | | |
| *South* | | | | | |
| Fee | 468 | 479 | 415 | 392 | 368 |
| Lease | 32 | 31 | 30 | 25 | 22 |
| | 500 | 510 | 445 | 417 | 390 |
| *Pacific Northwest* | | | | | |
| Fee | - | - | 18 | 18 | 18 |
| | | | | | |
| Wholly-owned total | 500 | 510 | 463 | 435 | 408 |
| | | | | | |
| *Joint Venture Interest* | - | 11 | 1,105 | 1,092 | 1,083 |
| Total | 500 | 521 | 1,568 | 1,527 | 1,491 |



See page 18 for footnotes.

# SELECTED ANNUAL DATA (CONT'D)

CatchMark

| | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|
| **Average Pine Plantation Age – South** | 14 | 14 | 14 | 14 | 13 |
| | | | | | |
| **Average Site Index** | | | | | |
| South | 72 | 72 | 73 | 75 | 74 |
| Pacific Northwest | - | - | 118 | 118 | 118 |
| | | | | | |
| **Period-end Merchantable Timber Inventory ('000s)** | | | | | |
| Volume ('000s tons) | 20,309 | 21,206 | 19,751 | 18,184 | 16,623 |
| Tons/acre | 41 | 42 | 42 | 42 | 41 |
| % sawtimber | 49% | 49% | 49% | 52% | 54% |
| | | | | | |
| **NCREIF Average Value Per Acre** | | | | | |
| South | $1,778 | $1,781 | $1,777 | $1,810 | $1,792 |
| Pacific Northwest | $2,621 | $2,787 | $2,936 | $2,939 | $2,606 |

1. After excluding 80,700 tons harvested in Louisiana and Texas, which represents merchantable timber reserved after the disposition of CatchMark's Southwest portfolio in late 2018, U.S. South productivity in 2020 would have been 5.3 tons per acre per year.
2. Acquisitions amounts are exclusive of transaction costs.
3. Stocking refers to merchantable timber inventory per acre. CatchMark considers 15-year or older pine as merchantable in the U.S. South.
4. Calculated using average fee acres owned during respective period.
5. Excludes value of timber reservations.
6. Includes volumes from large dispositions.

# EQUITY ANALYST COVERAGE

CatchMark

| | |
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| Stifel, Nicolaus & Company, Inc. | Simon Yarmak<br>443.224.1345<br>yarmaks@stifel.com |

# COMPANY INFORMATION

| | |
|---|---|
| **ABOUT US** | CatchMark (NYSE: CTT) seeks to deliver consistent and growing per share cash flow from disciplined acquisitions and superior management of prime timberlands located in high demand U.S. mill markets. Headquartered in Atlanta and focused exclusively on timberland ownership and management, CatchMark began operations in 2007 and owns interests in 1.5 million acres* of timberlands located in Alabama, Florida, Georgia, North Carolina, Oregon, South Carolina and Texas. |
| **MANAGEMENT** | **Brian M. Davis**<br>Chief Executive Officer, President and Director<br><br>**Todd P. Reitz**<br>Chief Resources Officer and Senior Vice President<br><br>**Ursula Godoy-Arbelaez**<br>Chief Financial Officer, Senior Vice President, and Treasurer<br><br>**Lesley H. Solomon**<br>General Counsel and Secretary |
| **CONTACT** | 5 Concourse Parkway<br>Suite 2650<br>Atlanta, GA 30328<br>855.858.9794<br>www.catchmark.com<br>info@catchmark.com |

* As of 12/31/2020