June 2013 Strategic Announcements
Forward-Looking Statements and Non-GAAP Financial Measures

Forward-Looking Statements
This presentation contains statements concerning the company's, Longview's and the combined company's future results and performance that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, without limitation, with respect to future prospects, developments, business strategies, closing of the acquisition, financing the acquisition, benefits and impacts of the acquisition (including cost savings, operational and other synergies and impacts on revenues, earnings, cash flow and funds from operations and funds available for distribution), capital structure, potential transactions involving WRECO or the structure of any such transaction (if any), dividend increases and harvests and export markets. The words “anticipate,” “believe,” “could,” “will,” “plan,” “expect” and “would” and similar terms and phrases, including references to assumptions, have been used in this presentation to identify forward-looking statements. These forward-looking statements are made based on management’s expectations and beliefs concerning future events of us, Longview and the combined company and are subject to uncertainties and factors relating to our operations and business environment, all of which are difficult to predict and many of which are beyond the company’s control. Many factors could cause the actual results to differ materially from those projected including, without limitation, the effect of general economic conditions, including employment rates, housing starts, interest rate levels, availability of financing for home mortgages and strength of the U.S. dollar, market demand for our products, which is related to the strength of the various U.S. business segments and U.S. and international economic conditions, performance of our manufacturing operations, including maintenance requirements, the level of competition from domestic and foreign producers, the successful execution of our internal performance plans, including restructuring and cost reduction initiatives, raw material prices, energy prices, the effect of weather, the risk of loss from fires, floods, windstorms, hurricanes, pest infestation and other natural disasters, transportation costs, federal tax policies, the effect of forestry, land use, environmental and other governmental regulations, legal proceedings, performance of pension fund investments and related derivatives, the effect of timing of retirements and changes in market price of our common stock on charges for share-based compensation, changes in accounting principles and the other risk factors described under "Risk Factors" in our annual report on Form 10-K filed with the SEC on February 19, 2013 and the matters described in our quarterly report on Form 10-Q for the quarter ended March 31, 2013 and our Current Report on Form 8-K dated June 17, 2013, in each case filed with the SEC. These forward-looking statements are based on various assumptions and may not be accurate because of risks and uncertainties surrounding these assumptions. Factors listed above, as well as other factors, may cause actual results to differ significantly from these forward-looking statements. There is no guarantee that any of the events anticipated by these forward-looking statements will occur. If any of the events occur, there is no guarantee what effect they will have on company operations or financial condition. The company will not update these forward-looking statements after the date of presentation. Nothing on our website is included or incorporated by reference herein.

Non-GAAP Financial Measures
Included in this presentation are certain non-GAAP financial measures, including EBITDA and FAD, designed to complement the financial information presented in accordance with generally accepted accounting principles in the United States of America because management believes such measures are useful to investors. Our non-GAAP financial measures are not necessarily comparable to other similarly titled captions of other companies due to potential inconsistencies in the metrics of calculation. For a reconciliation of net earnings (loss) to EBITDA and cash provided by operating activities to FAD, see the Appendix to this presentation.
## Participants

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
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<tbody>
<tr>
<td>DAN FULTON:</td>
<td>President &amp; Chief Executive Officer</td>
</tr>
<tr>
<td>PATTY BEDIENT:</td>
<td>Executive Vice President &amp; Chief Financial Officer</td>
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<tr>
<td>DOYLE SIMONS:</td>
<td>Weyerhaeuser Board Member President &amp; Chief Executive Officer, effective August 1, 2013</td>
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<tr>
<td>TOM GIDEON:</td>
<td>Executive Vice President Timberlands</td>
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</tbody>
</table>
Strategic Announcements

- Weyerhaeuser acquires approximately 645,000 acres of high-quality timberlands in Washington and Oregon (Longview Timber LLC)

- Board intends to raise quarterly dividend per share by 10% from $0.20 to $0.22 in August, payable in September, in conjunction with and subject to completion of the acquisition

- Board authorizes exploration of strategic alternatives for Weyerhaeuser Real Estate Company (WRECO)

- Doyle Simons appointed president and chief executive officer, effective Aug. 1, 2013
  - Serving as CEO Elect, effective immediately
## Longview Timber: Transaction Summary

<table>
<thead>
<tr>
<th>Transaction and Purchase Price</th>
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<tbody>
<tr>
<td>• Agreed to acquire approximately 645,000 acres of high-quality timberlands in WA and OR (Longview Timber LLC)</td>
</tr>
<tr>
<td>• Purchase price of $2.65B (includes the assumption of debt)</td>
</tr>
<tr>
<td>• Transaction structured as stock purchase</td>
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<table>
<thead>
<tr>
<th>Dividend Increase</th>
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</thead>
<tbody>
<tr>
<td>• In conjunction with and subject to completion of acquisition, Board intends to raise the quarterly dividend per share by 10% from $0.20 to $0.22 per share</td>
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<table>
<thead>
<tr>
<th>Financing Plan</th>
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<tbody>
<tr>
<td>• Contemplate raising $2.45B Weyerhaeuser equity and long-term debt issuance</td>
</tr>
<tr>
<td>• Mix of ~50% equity and ~50% debt</td>
</tr>
<tr>
<td>• Financing supported by a committed senior unsecured bridge facility from Morgan Stanley</td>
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<table>
<thead>
<tr>
<th>Timing</th>
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<tbody>
<tr>
<td>• Closing of acquisition expected in July 2013</td>
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</table>
Compelling Strategic Rationale

• Unique, high-value timberlands, predominantly west of the Cascade mountain range

• Leverages Weyerhaeuser’s core competencies (logistics, silviculture, marketing & merchandising)

• Expect approximately $20 million in annual cost and operational synergies

• Expected to be immediately accretive to FAD per share

• Board intends to raise quarterly dividend per share by 10% from $0.20 to $0.22 in conjunction with the transaction

• Enhances ability to further increase the dividend
Longview Timber: Unique, High-Value Timberlands

- High-value timber holdings with scale
  - Predominantly west of the Cascade mountain range (>90% of value)
  - Highly complementary and contiguous with Weyerhaeuser timberlands
  - Favorable age class
  - Primarily Douglas fir
Longview Timber: Property Description

- **Productive lands**
  - Vast majority of combined commercial forest area in high site class
- **Favorable age class distribution**
  - Opportunity for high front-end harvest
  - Older age classes provide export-quality logs
- **Superior logging operability**
  - Flatter terrain
  - Well-roaded

![Pie chart showing timber species distribution]

- **Commercial Forest Area Timber Species**
  - Douglas fir: 66%
  - Hemlock: 20%
  - Other: 14%

**Source:** Management Estimates
U.S. West Coast Timberlands: Higher Value Than Other Geographies

- Highly productive lands with significant merchantable volume
- Predominantly managed for saw timber
- Access to both domestic and export market
- Douglas fir a preferred species with unique attributes
  - High strength and stiffness for its weight
  - Used for residential construction and industrial purposes
Increases Strategically Located Timberlands with Access to Export

- **Advantaged in international log markets**
  - Strategically located West Coast timberlands
  - Well-developed infrastructure and sales relationships
  - Approximately 20% of Timberlands revenue from export log sales

- **Uniquely valued in premium Japanese market for post and beam houses**
  - Log size large enough to meet market requirements
  - Attractive color and grain

### WY 2012 Export Log Revenues

- **Japan**: 78%
- **China**: 15%
- **Korea**: 7%
Compelling Cost and Operational Synergies – Approximately $20 Million

• Expect to reach annual synergies of approximately $20 million within two years of closing
  – Immediate/Near-Term: Reduced operating and G&A costs, and improved marketing and revenue opportunities
  – Leverage scale infrastructure and logistics
  – Increased high-value export logs
  – Enhanced harvest flexibility

• Longer-Term: Apply silviculture and forestry expertise to improve productivity and enhance value
Enhancing Weyerhaeuser’s Timberlands Exposure

- Total timberlands holdings rise to approx. 7 million acres
- Growing Pacific Northwest acreage by 33%
- Pacific Northwest will increase to almost 40% of total acreage

Source: Management Estimates
Public Timber REIT Ownership By Geography

Source: WY, 2012 10Ks
# Longview Timber LLC – GAAP Reconciliation

## First Quarter 2013 (in millions)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Longview EBITDA(^1)</strong></td>
<td>$43.1</td>
</tr>
<tr>
<td>Depletion, depreciation &amp; amortization</td>
<td>(32.1)</td>
</tr>
<tr>
<td>Total other expense, net (primarily interest expense)</td>
<td>(14.9)</td>
</tr>
<tr>
<td>Provision for taxes</td>
<td>(0.7)</td>
</tr>
<tr>
<td><strong>Net earnings (loss) (GAAP)</strong></td>
<td>($4.6)</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Longview FAD(^2)</strong></td>
<td>$20.4</td>
</tr>
<tr>
<td>Cash provided by (used in) investing activities</td>
<td>0.8</td>
</tr>
<tr>
<td><strong>Cash provided by operating activities (GAAP)</strong></td>
<td>$21.2</td>
</tr>
</tbody>
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1. EBITDA is defined as net income adjusted for taxes, other income (expense), depletion, depreciation and amortization. EBITDA is a non-GAAP measure that management uses to evaluate the performance of the company. EBITDA should not be considered in isolation from and is not intended to represent an alternative to GAAP results.

2. Funds Available for Distribution (FAD) is defined as cash provided by operating activities less cash provided by investing activities. FAD is a non-GAAP measure that management uses to evaluate the cash flows of the company. FAD should not be considered in isolation from and is not intended to represent an alternative to GAAP results.

Source: First Quarter 2013 Financial Statements for Longview Timber LLC
Financing Strategy

• Expect to raise $2.45 billion in conjunction with the acquisition
  – Approximately 50% equity and 50% debt

• Committed senior unsecured bridge facility from Morgan Stanley

• Weyerhaeuser remains committed to an investment-grade credit rating

• Strong capital structure supports a sustainable and growing dividend
Enhances Weyerhaeuser’s Ability to Increase Dividend

- Weyerhaeuser remains committed to a sustainable, growing dividend
- Board intends to increase dividend per share by 10% from $0.20 to $0.22 in August 2013, payable in September 2013
- Longview Timber cash flows and synergies support ability to further increase dividend
Longview Timber Acquisition Summary

- Unique, high-value timberlands, predominantly west of the Cascade mountain range
- Leverages Weyerhaeuser’s core competencies (logistics, silviculture, marketing & merchandising)
- Expect approximately $20 million in annual cost and operational synergies
- Expected to be immediately accretive to FAD per share
- Board intends to raise quarterly dividend per share by 10% from $0.20 to $0.22 in conjunction with the transaction
- Enhances ability to further increase the dividend
Weyerhaeuser Real Estate Company (WRECO)

• Board authorizes exploration of strategic alternatives for Weyerhaeuser Real Estate Company (WRECO)

• WRECO is one of the 20 largest homebuilders in the country, located in some of the fastest-growing markets

• Alternatives include, but not limited to, continuing to operate WRECO, merger, sale or spin-off

• Prudent time to explore strategic alternatives given improving housing market fundamentals

Maximizing the Value of Our Homebuilding and Real Estate Development Business for Shareholders
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U.S. TIMBERLAND: West Coast has highest values

- Pacific Northwest region has two distinct zones: Coast and Inland
- West Coast dominated by Douglas fir, a preferred species in export and domestic markets
- Majority of sawtimber in the Inland and South goes to domestic mills