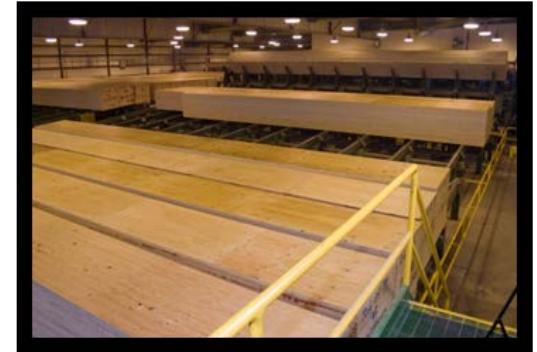
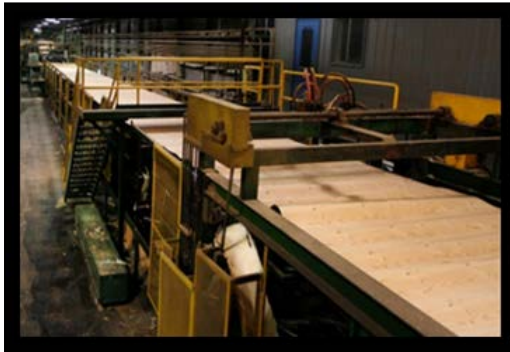




Boise Cascade



Boise Cascade Company

Third Quarter 2017

Earnings Webcast

October 31, 2017



Forward-Looking Statements

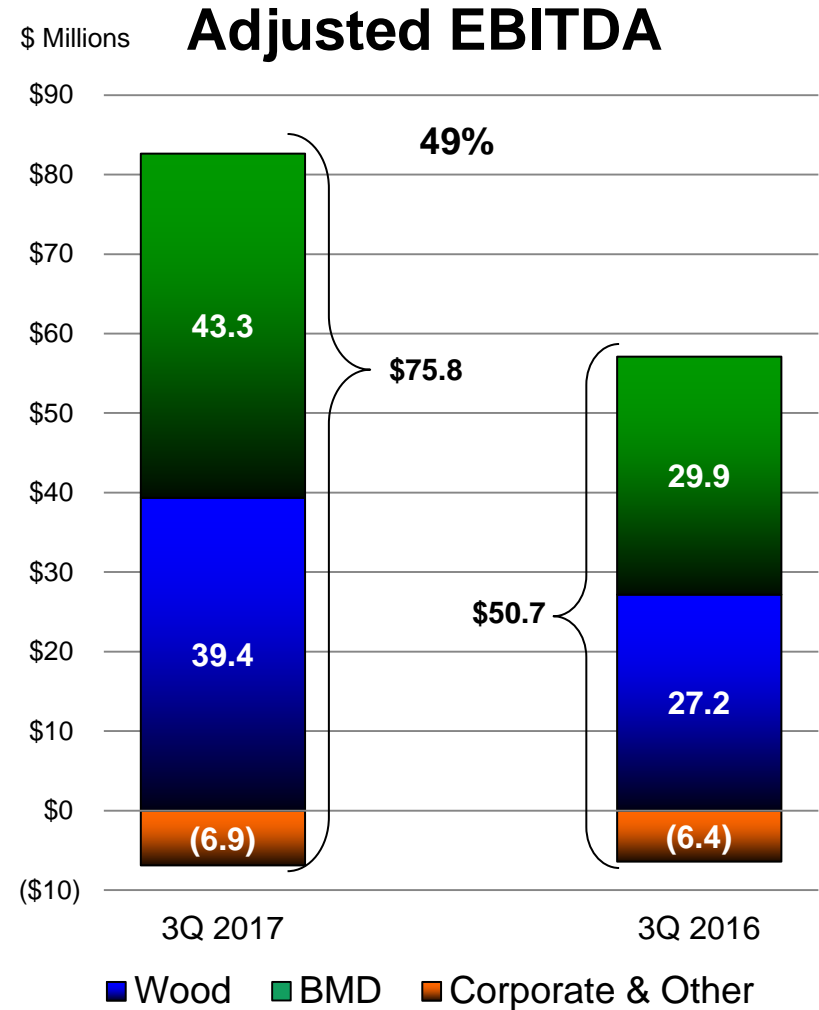
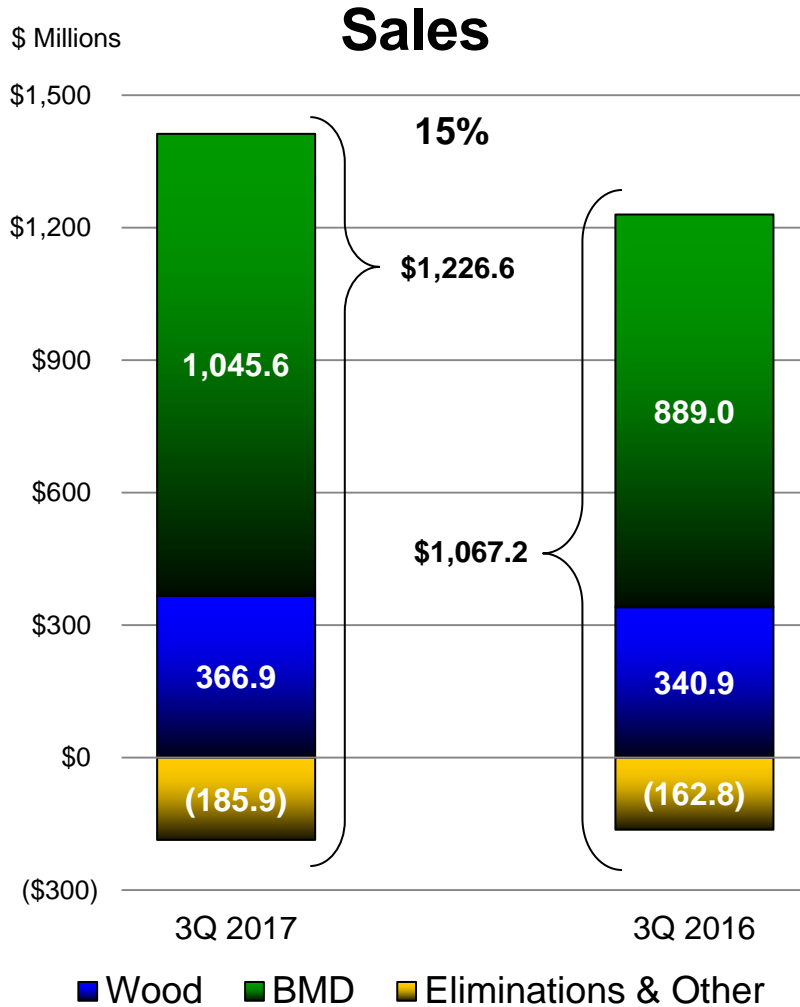
- ◆ This presentation includes statements about our expectations of future operational and financial performance that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The accuracy of such statements is subject to a number of risks, uncertainties, and assumptions that could cause our actual results to differ materially from those projected, including, but not limited to, prices for building products, the effect of general economic conditions, mortgage rates and availability, housing demand, housing vacancy rates, governmental regulations, unforeseen production disruptions, as well as natural disasters.
- ◆ These and other factors that could cause actual results to differ materially from such forward-looking statements are discussed in greater detail in our filings with the Securities and Exchange Commission.
- ◆ Forward-looking statements speak only as of the date of this presentation. We undertake no obligation to revise them in light of new information. Finally, we undertake no obligation to review or confirm analyst expectations or estimates that might be derived from this presentation.
- ◆ This presentation includes references to EBITDA and Adjusted EBITDA, which are non-GAAP financial measures within the meaning of the Securities and Exchange Commission's Regulation G. Reconciliations of net income to EBITDA and Adjusted EBITDA and segment income to segment EBITDA are included as an appendix.



- ◆ 3Q17 sales were \$1.23 billion, up 15% from 3Q16.
- ◆ 3Q17 net income was \$31.7 million, or \$0.81 per share, up from \$0.26 per share in 3Q16. 3Q16 included \$9.5 million pre-tax loss on debt extinguishment, or \$0.15 per share after-tax.
- ◆ Wood Products reported 3Q17 segment income of \$24.0 million, up from \$11.6 million in 3Q16:
 - Higher sales prices for plywood, EWP and lumber, partially offset by higher OSB input costs.
- ◆ BMD reported 3Q17 segment income of \$39.4 million, up from \$26.4 million in 3Q16:
 - Revenue growth and higher gross margin percentage drove increased gross margin dollars. Also, achieved operating expense leverage.

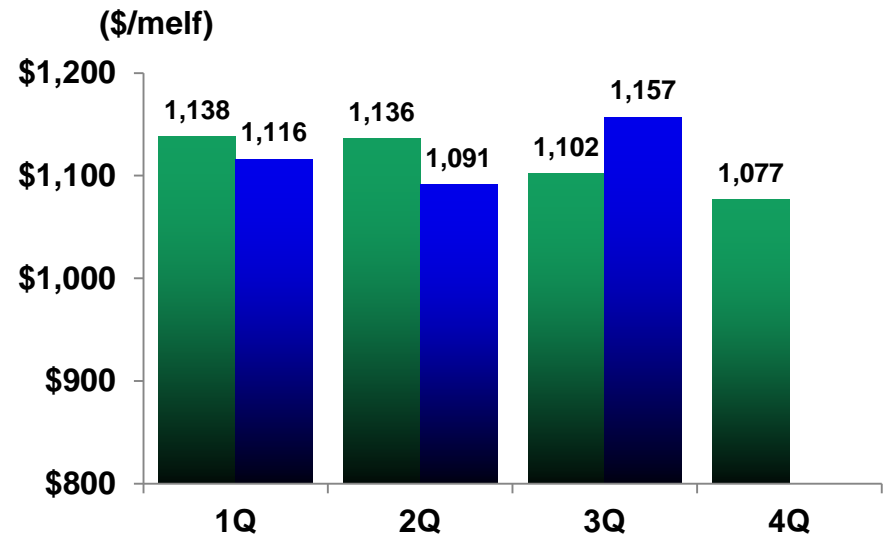
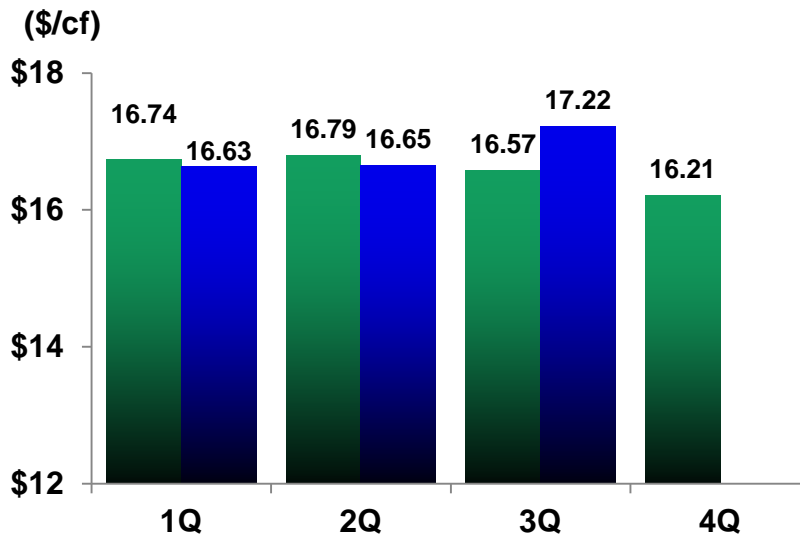
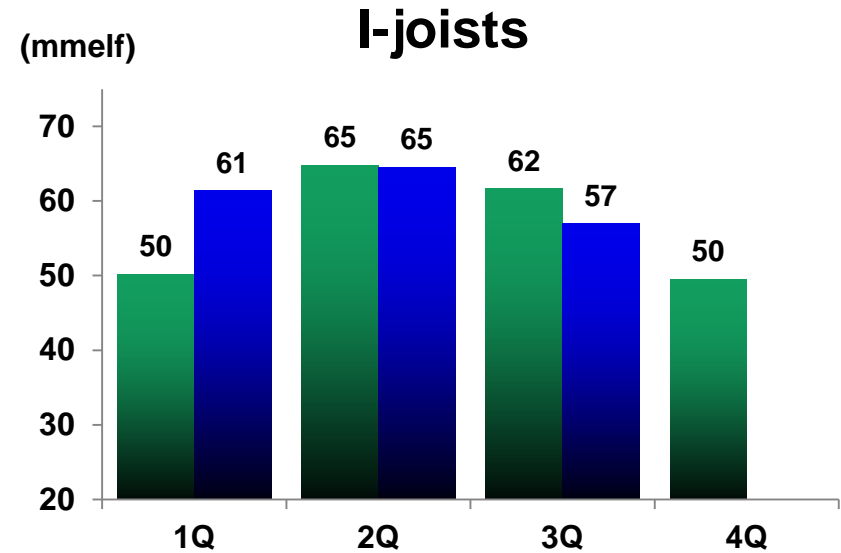
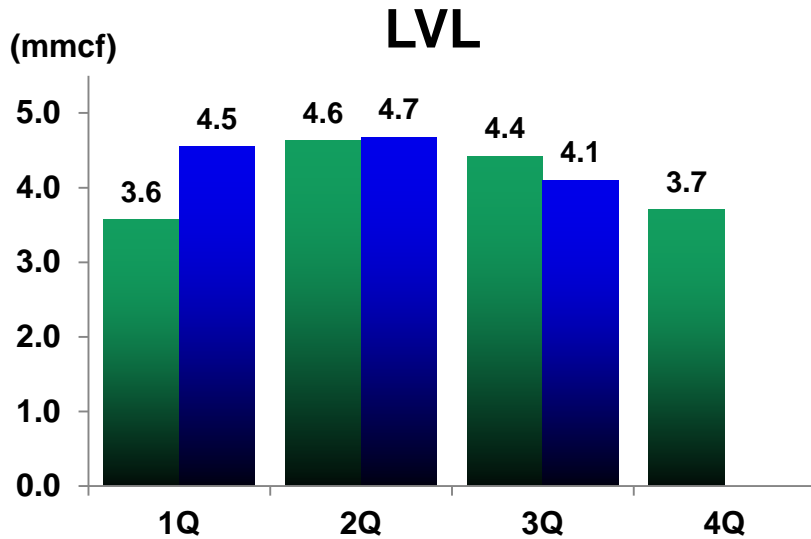


3Q 2017 Financial Highlights





Wood Products EWP

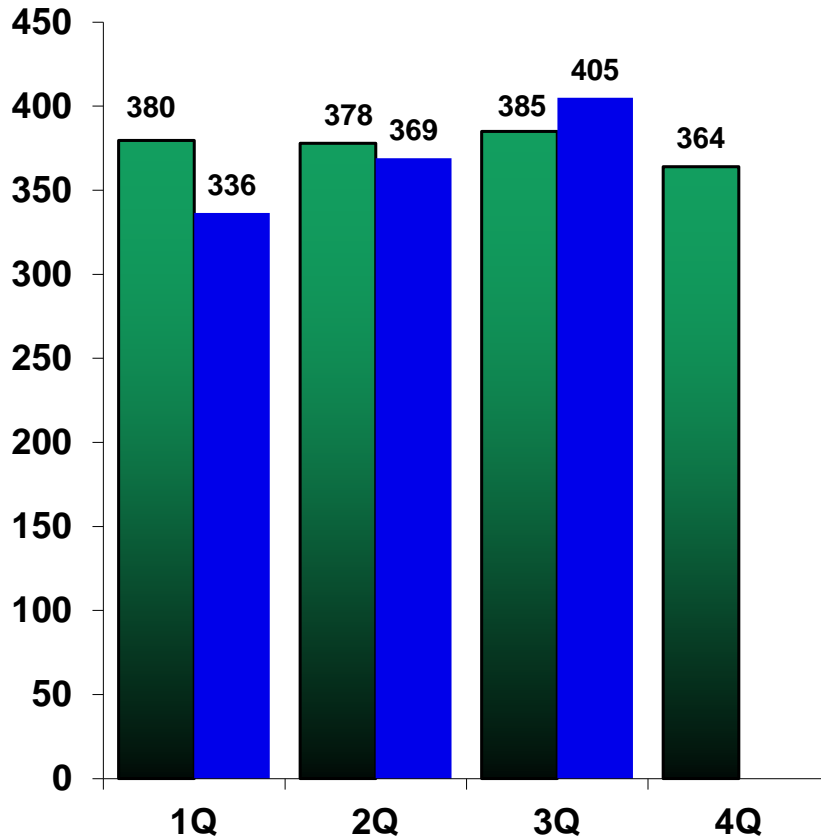




Wood Products Plywood

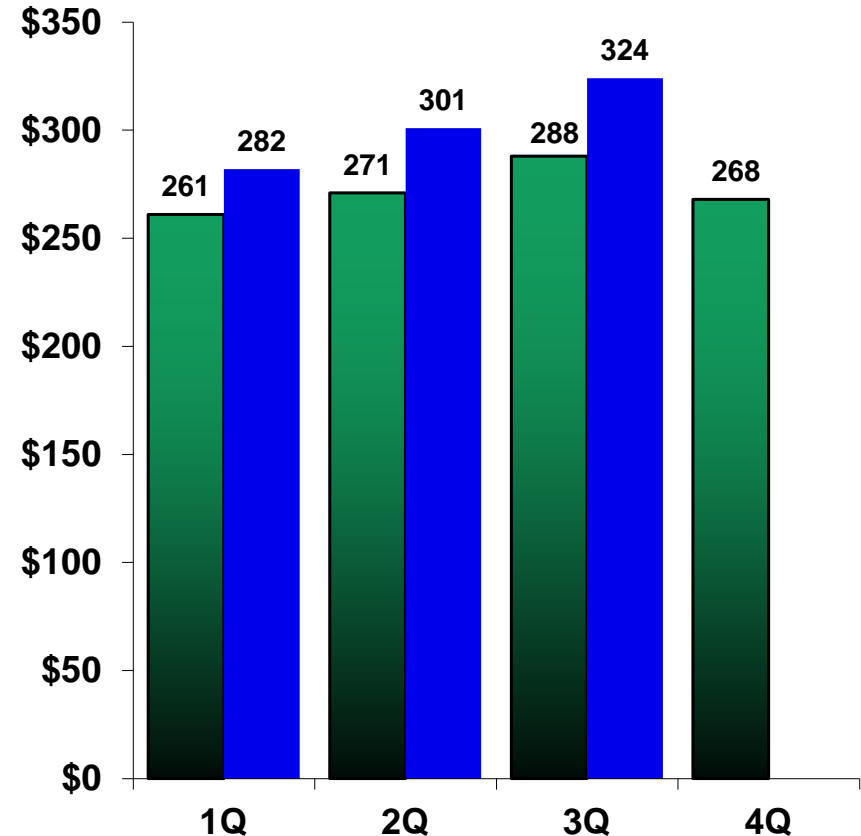
Sales Volume

(mmsf 3/8" basis)



Net Sales Price

(\$/msf 3/8" basis)



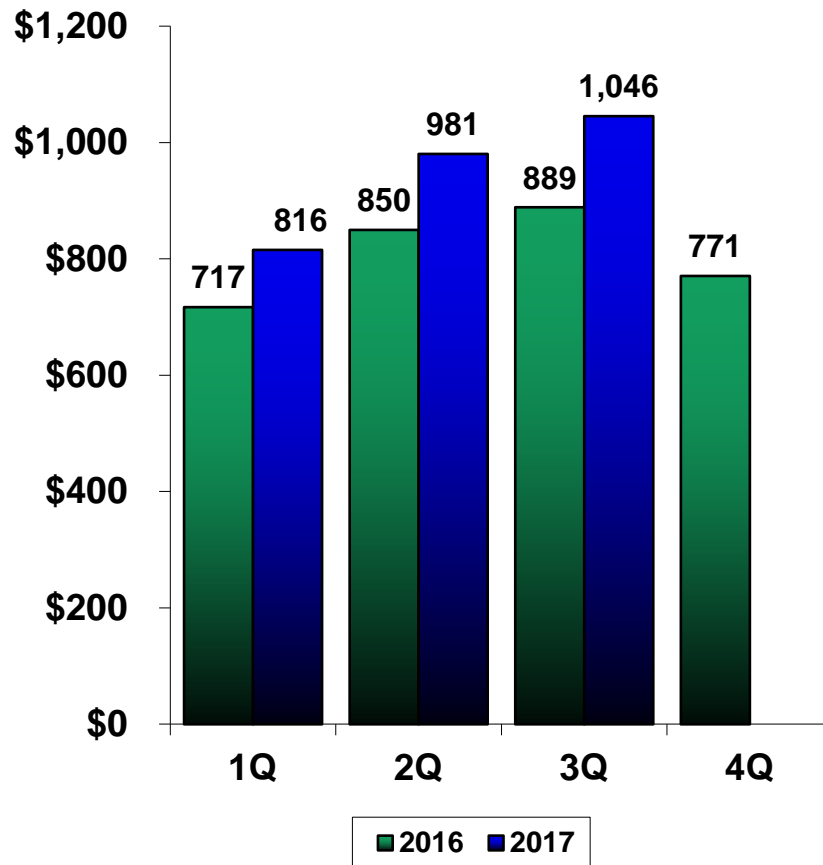
2016

2017

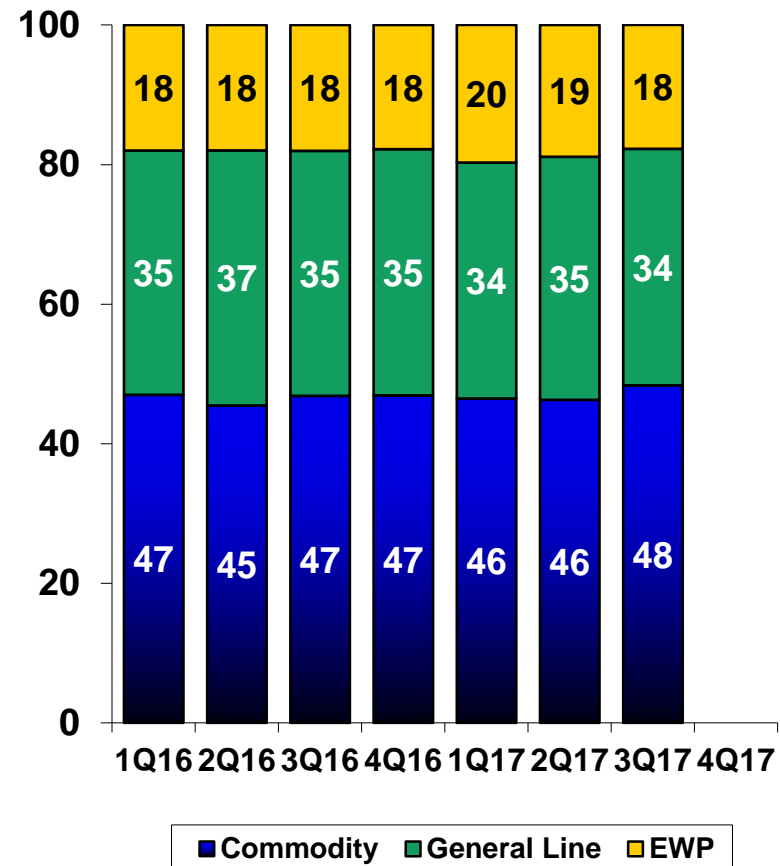


Building Materials Distribution Sales

(\$ Millions)



(% of Sales)





Balance Sheet Items

(\$ Millions)	<u>9/30/2017</u>	<u>6/30/2017</u>	<u>Change</u>
Receivables	\$ 325.0	\$ 322.2	\$ 2.9
Inventory	459.9	490.7	(30.8)
Other current assets ^(a)	<u>10.2</u>	<u>11.7</u>	<u>(1.4)</u>
	795.1	824.5	(29.4)
Accounts payable	285.3	296.1	(10.8)
Accrued liabilities ^(b)	<u>131.0</u>	<u>121.1</u>	<u>10.0</u>
	416.3	417.2	(0.8)
Net working capital	<u>\$ 378.8</u>	<u>\$ 407.4</u>	<u>\$ (28.6)</u>

(a) Excludes cash and tax related items.

(b) Excludes income taxes payable and interest payable.



Debt and Liquidity Highlights

(\$ Millions)

9/30/20176/30/2017Net Debt

Total debt

\$ 438.0

\$ 438.2

Cash & cash equivalents

(172.2)

(104.7)

Net debt

\$ 265.8

\$ 333.5

Liquidity Position

Bank lines excess availability

\$ 393.6

\$ 393.7

Cash & cash equivalents

172.2

104.7

Total liquidity

\$ 565.8

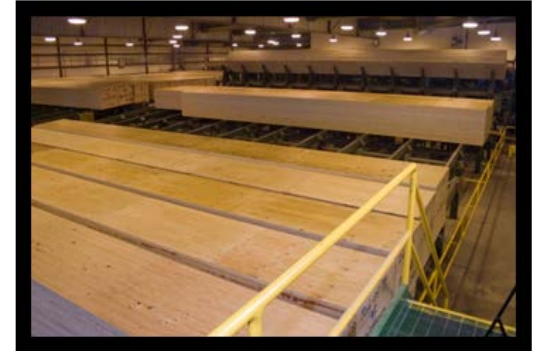
\$ 498.4



- ◆ Current consensus estimate for 2017 U.S. housing starts is 1.21 million, up about 3% from 1.17 million in 2016.
- ◆ Long-term demand fundamentals expected to support recovery in U.S. housing to 1.4 to 1.5 million starts over next few years.
- ◆ Operational focus in Wood Products:
 - Improve EWP net sales realizations.
 - Higher proportion of internal veneer into EWP.
 - Benefit from recent capital projects.
 - Improved utilization and productivity at facilities acquired since 2013.
- ◆ BMD continues to execute well.
- ◆ Commodity wood products pricing at elevated levels early in fourth quarter.



Boise Cascade



Appendix

October 31, 2017



EBITDA represents income before interest (interest expense and interest income), income taxes, and depreciation and amortization. Additionally, we disclose Adjusted EBITDA, which further adjusts EBITDA to exclude the change in fair value of interest rate swaps and loss on extinguishment of debt. The following table reconciles net income to EBITDA and Adjusted EBITDA for the three months ended September 30, 2017 and 2016, and June 30, 2017:

(\$ Millions)	Three Months Ended		
	3Q17	3Q16	2Q17
Net income	\$ 31.7	\$ 10.0	\$ 22.2
Interest expense	6.3	7.1	6.5
Interest income	(0.2)	(0.1)	(0.1)
Income tax provision	18.3	5.5	13.1
Depreciation and amortization	19.7	19.5	19.6
EBITDA	<u>\$ 75.8</u>	<u>\$ 42.0</u>	<u>\$ 61.3</u>
Change in fair value of interest rate swaps	0.0	(0.8)	0.7
Loss on extinguishment of debt	-	9.5	-
Adjusted EBITDA	<u>\$ 75.8</u>	<u>\$ 50.7</u>	<u>\$ 62.1</u>



The following table reconciles segment income to EBITDA for the three months ended September 30, 2017 and 2016, and June 30, 2017:

(\$ Millions)	Three Months Ended		
	3Q17	3Q16	2Q17
Wood Products			
Segment income	\$ 24.0	\$ 11.6	\$ 15.4
Depreciation and amortization	<u>15.3</u>	<u>15.6</u>	<u>15.3</u>
Segment EBITDA	<u><u>\$ 39.4</u></u>	<u><u>\$ 27.2</u></u>	<u><u>\$ 30.7</u></u>
Building Materials Distribution			
Segment income	\$ 39.4	\$ 26.4	\$ 34.5
Depreciation and amortization	<u>3.9</u>	<u>3.5</u>	<u>3.9</u>
Segment EBITDA	<u><u>\$ 43.3</u></u>	<u><u>\$ 29.9</u></u>	<u><u>\$ 38.4</u></u>