



# American Association of Port Authorities

*January 19, 2012*



# Rayonier Overview

- A global forest products company
- Three core businesses:
  - Forest Resources
  - Real Estate
  - Performance Fibers
- Highly efficient REIT structure
- NYSE ticker symbol RYN

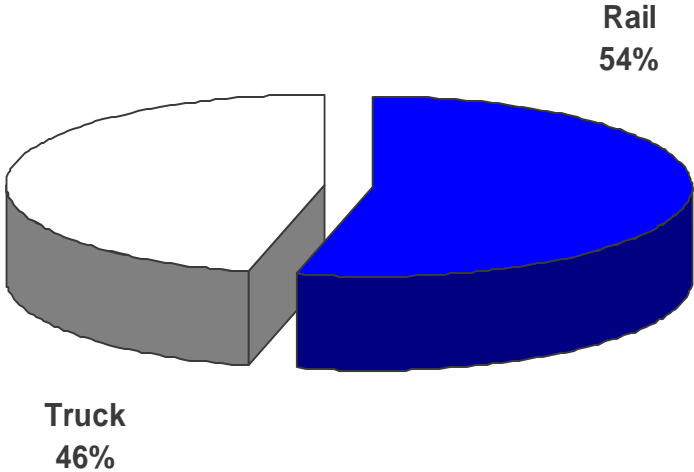
# Performance Fibers

- Recognized global leader in cellulose specialties market
- More than 86 years of expertise translates into:
  - Superior quality
  - Unparalleled customer service and support
- Mills in Jesup, GA, and Fernandina Beach, FL
  - Total combined output of 740,000 metric tons

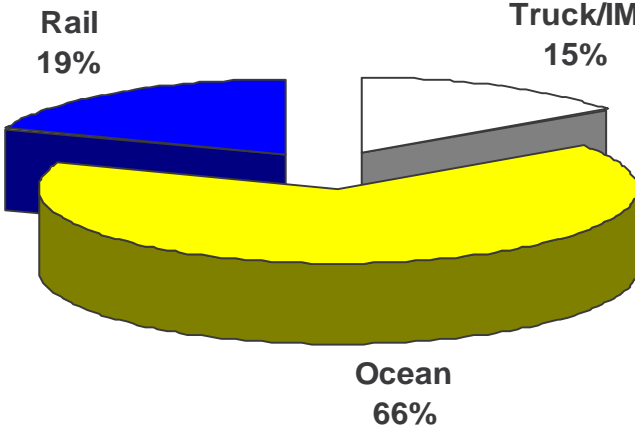


# Performance Fibers Transport Modes

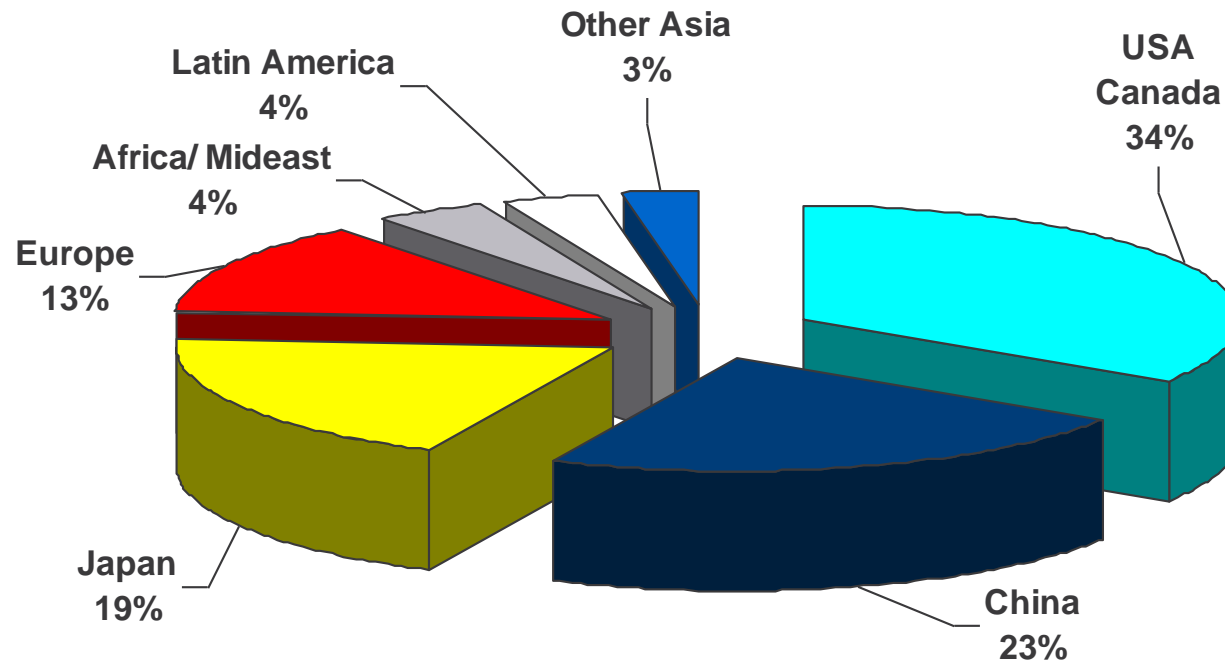
## Inbound



## Outbound

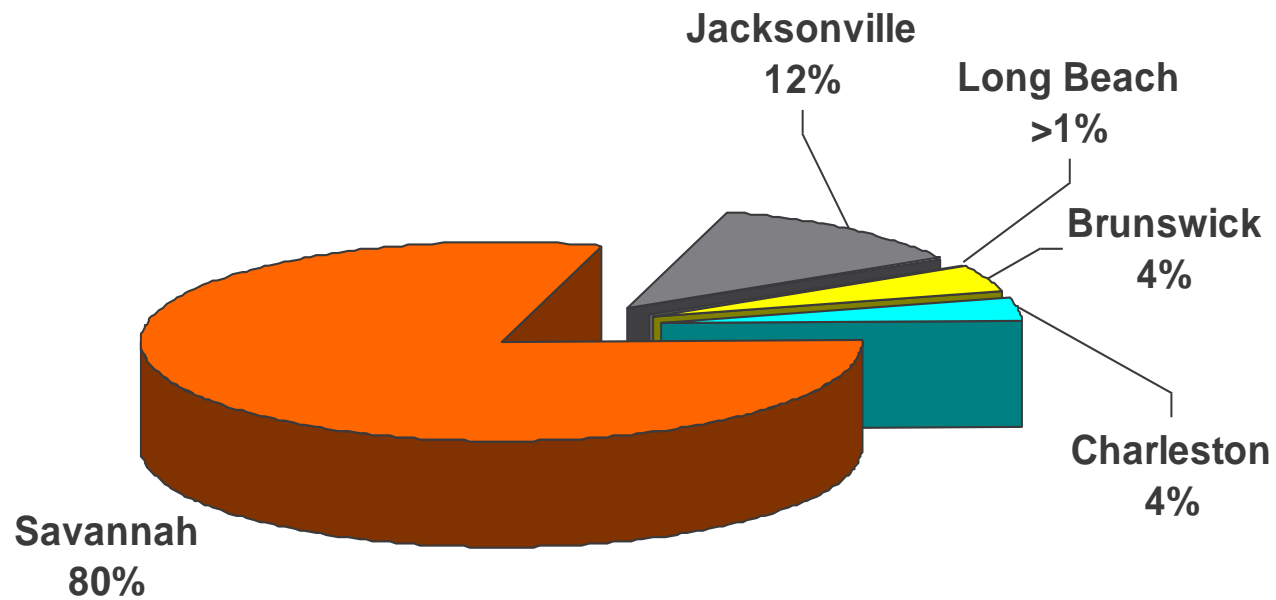


# Performance Fibers Markets Served



101 ports

# Performance Fibers Ports of Export



2011

# View of the Customer Ports

- Adequate infrastructure
- Efficiency
- Consistency and reliability
- Continuous improvement
- Globally competitive