Rayonier Overview

- A global forest products company
- Three core businesses:
  - Forest Resources
  - Real Estate
  - Performance Fibers
- Highly efficient REIT structure
- NYSE ticker symbol RYN
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
- Truck: 46%
- Rail: 54%

Outbound
- Truck/IM: 15%
- Ocean: 66%
- Rail: 19%
Performance Fibers Markets Served

- USA/Canada: 34%
- China: 23%
- Japan: 19%
- Europe: 13%
- Latin America: 4%
- Africa/Mideast: 4%
- Other Asia: 3%

101 ports
Performance Fibers Ports of Export

- Savannah: 80%
- Jacksonville: 12%
- Long Beach: >1%
- Brunswick: 4%
- Charleston: 4%

2011
View of the Customer
Ports

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