

## **Corporate Profile**

### **Rayonier Inc.**

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Yulee, Florida 32097  
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<http://www.rayonier.com>

NYSE Ticker Symbol: RYN

Rayonier is an international real estate investment trust (REIT) committed to creating value through excellence in our core businesses: Forest Resources and Real Estate. We are a responsible steward of the land, managing every acre towards its highest and best use to achieve optimal value.

Rayonier was founded in 1926 in the Pacific Northwest and our current headquarters is in Yulee, Florida. Over the years, Rayonier has expanded to become the third-largest timber REIT with approximately 2.7 million acres in the United States and New Zealand. Strategic by design, our business benefits from the geographic and market diversity of our land holdings across the US Southeast, US Gulf States, US Pacific Northwest and New Zealand.

Our future growth is boosted by an excellent portfolio of properties suited for higher and better uses (HBU) in the fast-growing US Southeast region, primarily in the coastal corridor between Northeast Florida and Southeast Georgia along Interstate Highway 95.

## **Business Operations:**

### **Forest Resources**

- Rayonier sells timber to a variety of markets, including pulp, paper, building products and energy production from its 2.7 million acres in the U.S. and New Zealand. These regions have some of the highest softwood growth rates in the world. We are also a seller of advanced tree seedlings.
- Our U.S. forestry and wood procurement practices are certified as environmentally responsible under the Sustainable Forestry Initiative® program. In New Zealand, as manager for Matariki Forests, Rayonier holds ISO 14001 certification for its environmental management systems.

### **Real Estate**

Rayonier's real estate business develops strategies to transition timberland for higher and better uses. We focus on both rural and conservation land sales, and positioning key holdings for higher-quality commercial and residential development.

In the rural segment, our expertise in creating value begins with a deep understanding of the natural and market characteristics of our land and is augmented by our core competencies, which include land management, master-planning, land use entitlements, and the creation of amenities and marketing strategies to reach customers seeking rural residential and recreational lifestyles.

In our development segment, Rayonier's deep knowledge of managing our portfolio of land over long periods of time helps us work with communities to responsibly plan for future growth. With shifts in demographics and population, some lands that were once best for growing timber become better suited for residential, industrial and commercial uses. These are transitioned to our real estate services subsidiary, Raydient Places & Properties,

where we work with a variety of stakeholders to position the property for future development.

## Other Businesses

### Trading

Rayonier is a trader of softwood logs and wood products, with particular expertise in Pacific Rim markets.

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## Sales, Service and Research Offices:

### Real Estate/TerraPointe Services

Florida: Yulee

Texas: Lufkin

### Forest Resources International

New Zealand: Auckland

### Forest Resources United States

Alabama: Andalusia, Elberta, Monroeville

Florida: Fernandina Beach, Hastings, Pensacola, Starke, Yulee

Georgia: Dublin, Jesup, Manor

Louisiana: Moss Bluff

Mississippi: Waynesboro

Oklahoma: Antlers

Texas: Lufkin

Washington: Forks, Hoquiam

### Forest Resources Research Center

Florida: Yulee

## Stock Performance

### **RYN (Common Stock)**

Exchange	NYSE (US Dollar)
Price	<b>\$29.67</b>
Change (%)	<b>▼ 0.25 (0.84%)</b>
Volume	301,623
52 Week Low	\$25.71
Market Cap	\$3,824,490,801
Rolling EPS	1.19
PE Ratio	25.1593
Shares Outstanding	128,900,937

Data as of 10/20/17 4:02 p.m. ET



## Recent Headlines

## Upcoming Events

Oct-20-2017 - 9:08 a.m.  
[Rayonier Announces Fourth Quarter 2017 Dividend](#)

Oct-11-2017 - 9:11 a.m.  
[Rayonier Scheduled to Release Third Quarter Earnings on November 1](#)

Aug-31-2017 - 9:16 a.m.  
[Rayonier CFO to Speak at RBC Capital Markets 2017 Global Industrials Conference](#)

Aug-15-2017 - 8:00 a.m.  
[Rayonier to Host Investor Day in New York City on November 10th](#)

Aug-02-2017 - 4:16 p.m.  
[Rayonier Reports Second Quarter Results \(PDF\)](#)

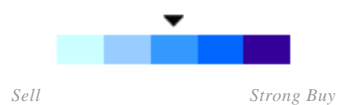
Date	Title
November 02, 2017 10:00 a.m. ET	<a href="#">Q3 2017 Rayonier Inc Earnings Conference Call</a>
November 10, 2017 10:30 a.m. ET	<a href="#">Rayonier Investor Day November 2017</a>

#### Recent SEC Filings

Filing Date	Form	
08/04/17	<a href="#">10-Q</a>	
08/02/17	<a href="#">8-K</a>	
07/24/17	<a href="#">8-K/A</a>	
06/27/17	<a href="#">11-K</a>	

#### Analyst Estimates / Ratings

Mean Recommendation: **3.0**



EPS Trend		Current	30 Days Ago	90 Days Ago
QTR	Sep 17	0.05	0.05	0.11
QTR	Dec 17	0.13	0.13	0.10
QTR	Mar 18	0.11	0.11	0.11
QTR	Jun 18	0.11	0.11	0.12
FY	Dec 17	0.43	0.43	0.37
FY	Dec 18	0.49	0.49	0.48

## Senior Management

<a href="#">David Nunes</a>	President and Chief Executive Officer
<a href="#">Mark McHugh</a>	Senior Vice President and Chief Financial Officer
<a href="#">Mark R. Bridwell</a>	Vice President, General Counsel and Corporate Secretary
<a href="#">Christopher T. Corr</a>	Senior Vice President, Real Estate and Public Affairs and President of Raydient Inc.
<a href="#">Douglas M. Long</a>	Senior Vice President, U.S. Operations
<a href="#">Shelby Pyatt</a>	Vice President, Human Resources and Information Technology
<a href="#">W. Rhett Rogers</a>	Vice President, Portfolio Management

## Board of Directors

<a href="#">Richard D. Kincaid</a>	Chairman
<a href="#">John A. Blumberg</a>	Director
<a href="#">Dod A. Fraser</a>	Director
<a href="#">Scott R. Jones</a>	Director
<a href="#">Bernard Lanigan, Jr.</a>	Director
<a href="#">Blanche L. Lincoln</a>	Director
<a href="#">V. Larkin Martin</a>	Director
<a href="#">David L. Nunes</a>	CEO
<a href="#">Andrew G. Wiltshire</a>	Director

*Data provided by Nasdaq. Minimum 15 minutes delayed.*

*Minimum 20 minutes delayed*