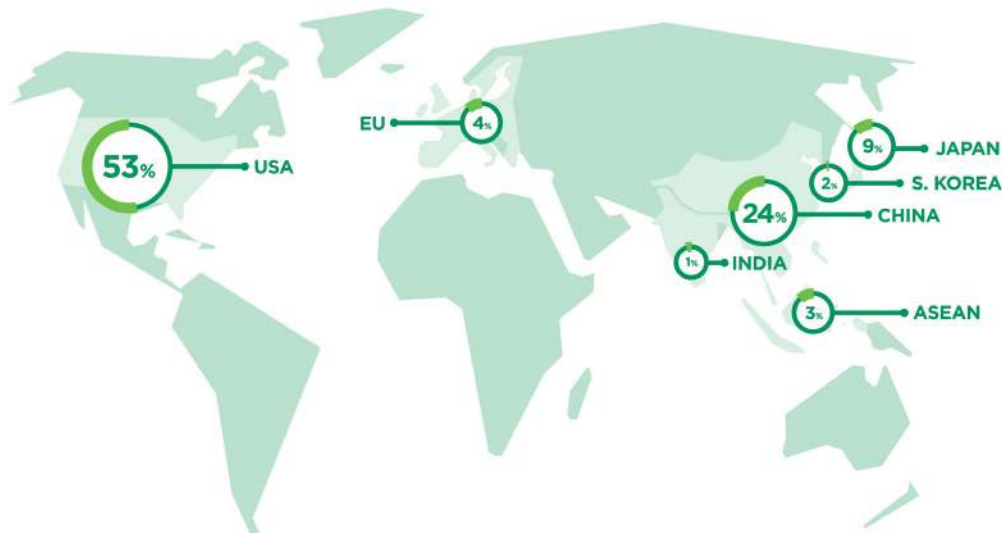




TRADERS WITH THE WORLD

Renewable BC wood is in demand, providing carbon-friendly building solutions for the world. BC producers have been supplying high-quality forest products across the globe for more than 100 years. We have built and nurtured strong trading relationships in the U.S., China, Japan, and Europe and are growing our presence in South Korea, India and Southeast Asia.



USA: Due to its close proximity, the U.S. has historically been our primary market. However, as housing starts began to slow after 2005, exports to the U.S began to decline, and B.C. actively made efforts to diversify its overseas markets. Today, just over half of B.C. forest products go to the U.S.

China: In an effort to diversify our markets, B.C. has successfully established China as the largest offshore market for our forest products, with the value and volume of products to China increasing 20 fold since 2003. Today, almost one quarter of all B.C forest products go to China.

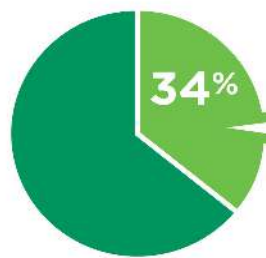
Japan: Japan has a long history of importing Canadian lumber. Today, Japan is Canada's second largest overseas lumber market, and Canada is Japan's largest supplier of softwood lumber. Japan builds over 100,000 wood frame homes and approximately 350,000 traditional Japanese styled post and beam homes per year.

South Korea: The South Korean market continues to grow in both volume and diversity of the products it imports. B.C. remains Korea's largest supplier of softwood lumber products, primarily structural products, exterior envelope products, and value-added products.

Europe: Europe is British Columbia's fifth largest overseas market after China, Japan, Korea and Taiwan. Through the Canada Wood office in the United Kingdom, COFI closely monitors codes and standards as well as providing support to industry, trade, specifiers, designers and the public.

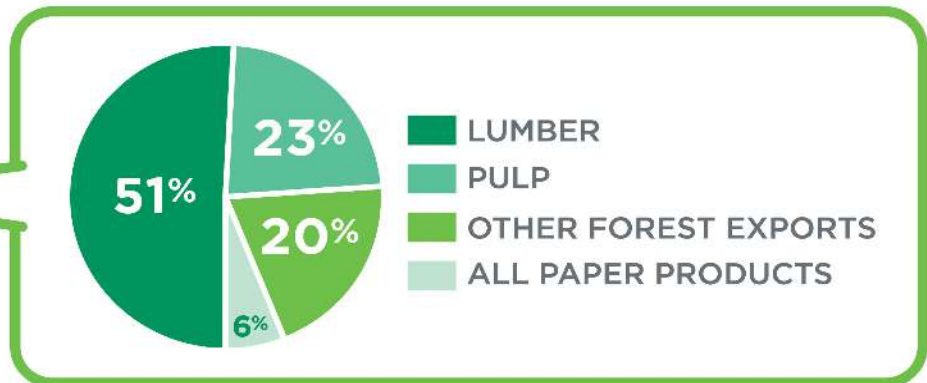
India: There is growing opportunity for B.C. forest products in India, which is the world's fastest growing economy. Although lumber shipments to India are small, export figures are increasing rapidly in this market. COFI is working to promote trade with India and expects that India will become a major market for B.C. forest products.

All BC Exports



BC FOREST PRODUCTS

BC Forest Product Exports by Type



The B.C. interior is best known for its spruce, pine and fir species, commonly referred to as SPF. The highest-quality logs are used for lumber or other solid wood products, often used in residential and commercial construction. SPF has long been popular for use in wood-frame construction in North America, and wood-frame construction is expanding in Europe and Asia due to its economic and durable construction. Byproducts such as chips, sawdust, hogfuel and lower-quality logs are used for pulp, paper, panels, pellets and energy.

KEY FACTS

- BC is the largest producer of softwood lumber in North America
- Forest products account for more than 1/3 of the province's total exports
- Exports to China have increased 20 fold since 2003
- We ship to more than 100 countries around the world



The BC Council of Forest Industries (COFI) is the voice of the B.C. forest industry. B.C.'s forest industry is adapting, evolving and innovating, and continues to be one of the most significant economic drivers in the province and the largest producer of softwood lumber in Canada.