

William's

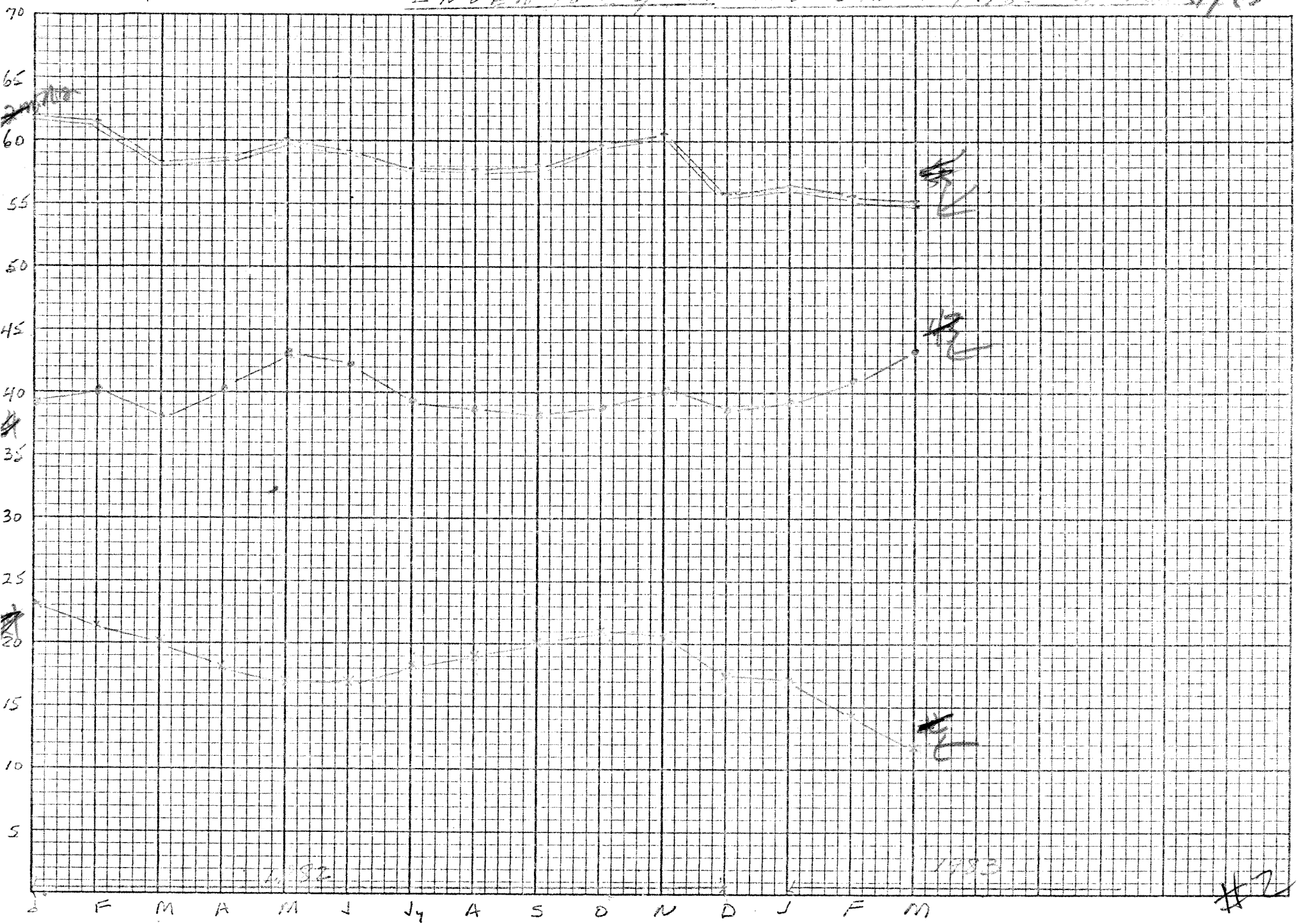
○ ——— TOTAL INVENTORIES

● ——— FINISHED GOODS, STORES, MKLS

× ——— WOOD + CHIPS

FRASER INC

INVENTORY VALUES JANUARY 1/57 - MARCH 31/83

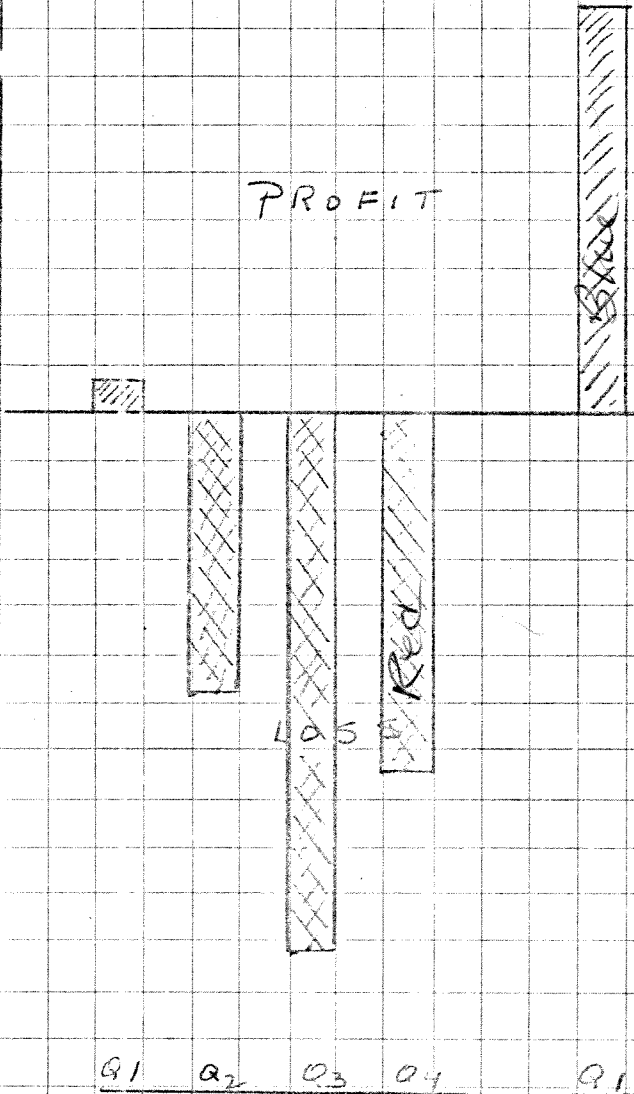


#2

FRASER INC.

NET EARNINGS

QUARTER	(<u>\$000</u>)	<u>\$/Share</u>	(<u>\$000</u>)
1982			2000
			1800
			1600
1	143	0.23	1400
2	(1186)	(.17)	1200
3	(2242)	(.31)	1000
4	(1476)	(.21)	800
1983			600
1	1681	.19	400
			200



Q1 Q2 Q3 Q4 Q1
 1982 1983

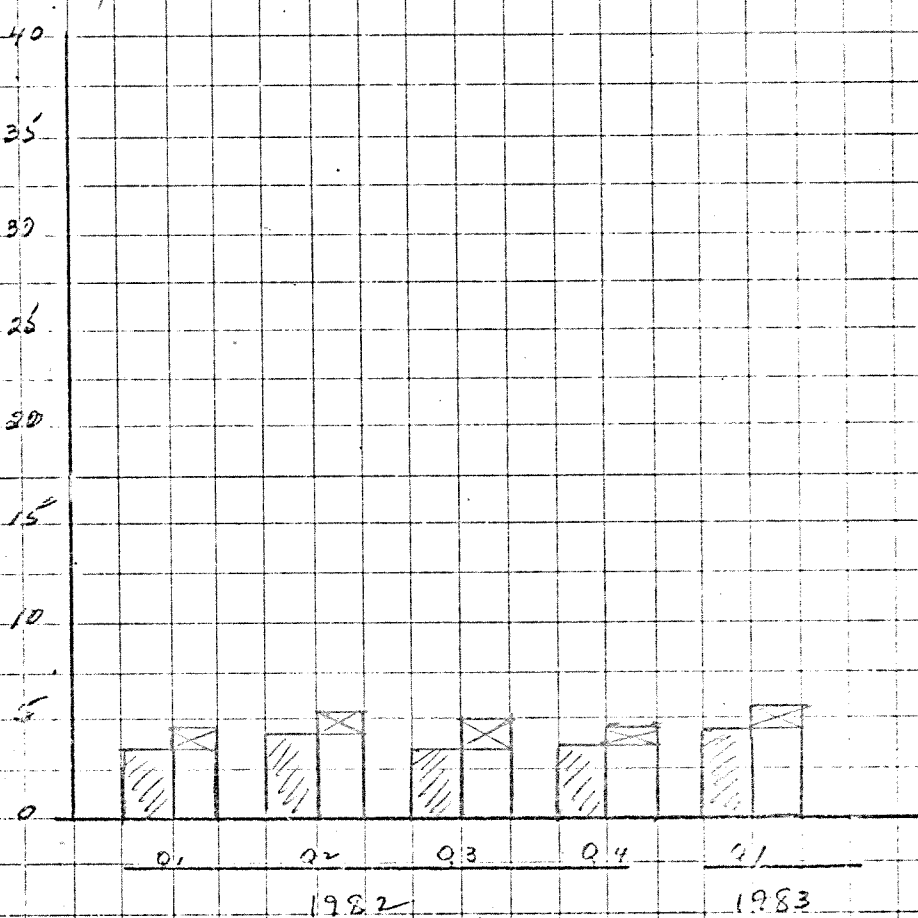
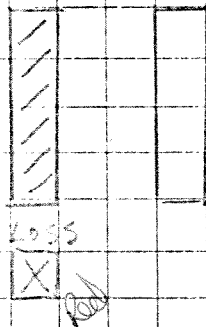
#3

FRASER INC.
 ED MUNDSTON BOXBOARD.
 NET SALES - COST OF SALES - PROFIT (LOSS)

(Millions)

1982	MILLION \$			
QUARTER	SALES	COST	PROFIT (LOSS)	
1	3.3	4.4	(1.1)	35
2	4.1	5.2	(1.1)	30
3	3.4	5.0	(1.6)	25
4	3.5	4.6	(1.1)	20
1983				15
1	4.5	5.5	(1.1)	

LEGEND
 SALES COST

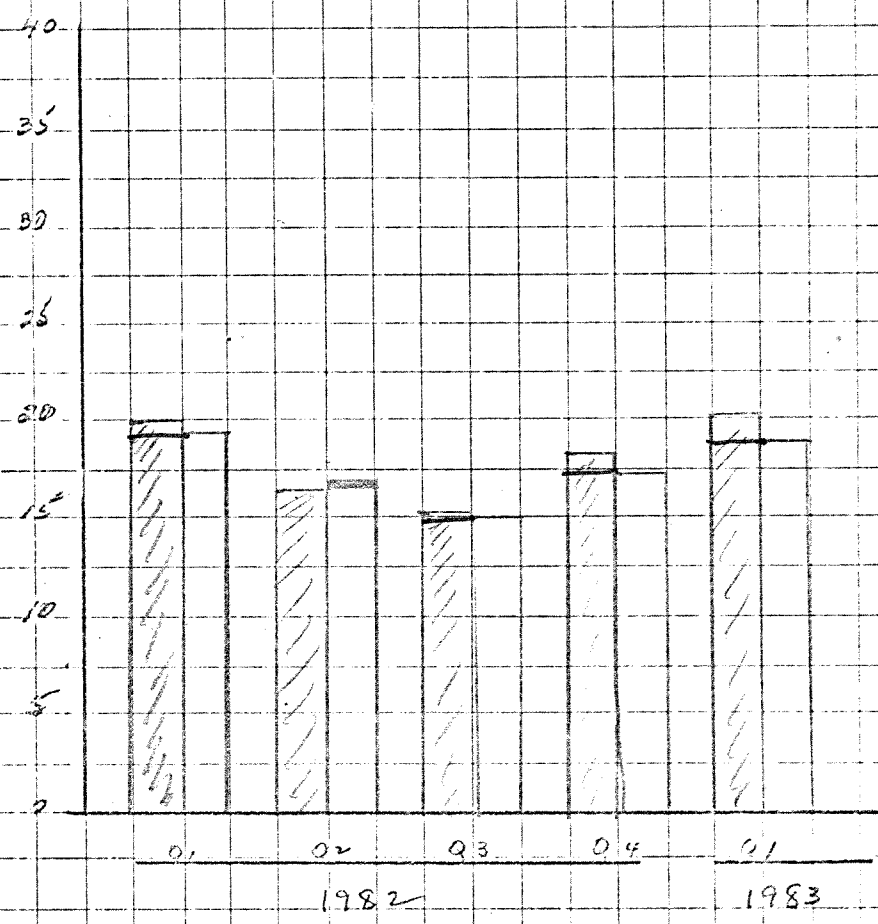


#4



FRASER INC.
 THOROLD FINE PAPERS
 NET SALES - (COST OF SALES - PROFIT (LOSS))

(Millions \$)

1982	MILLION \$		
QUARTER	SALES	COST	PROFIT (LOSS)
1	19.9	19.5	.4
2	16.6	16.8	(.2)
3	15.1	15.0	.1
4	18.3	17.5	.8
1983			
1	19.9	19.2	.7

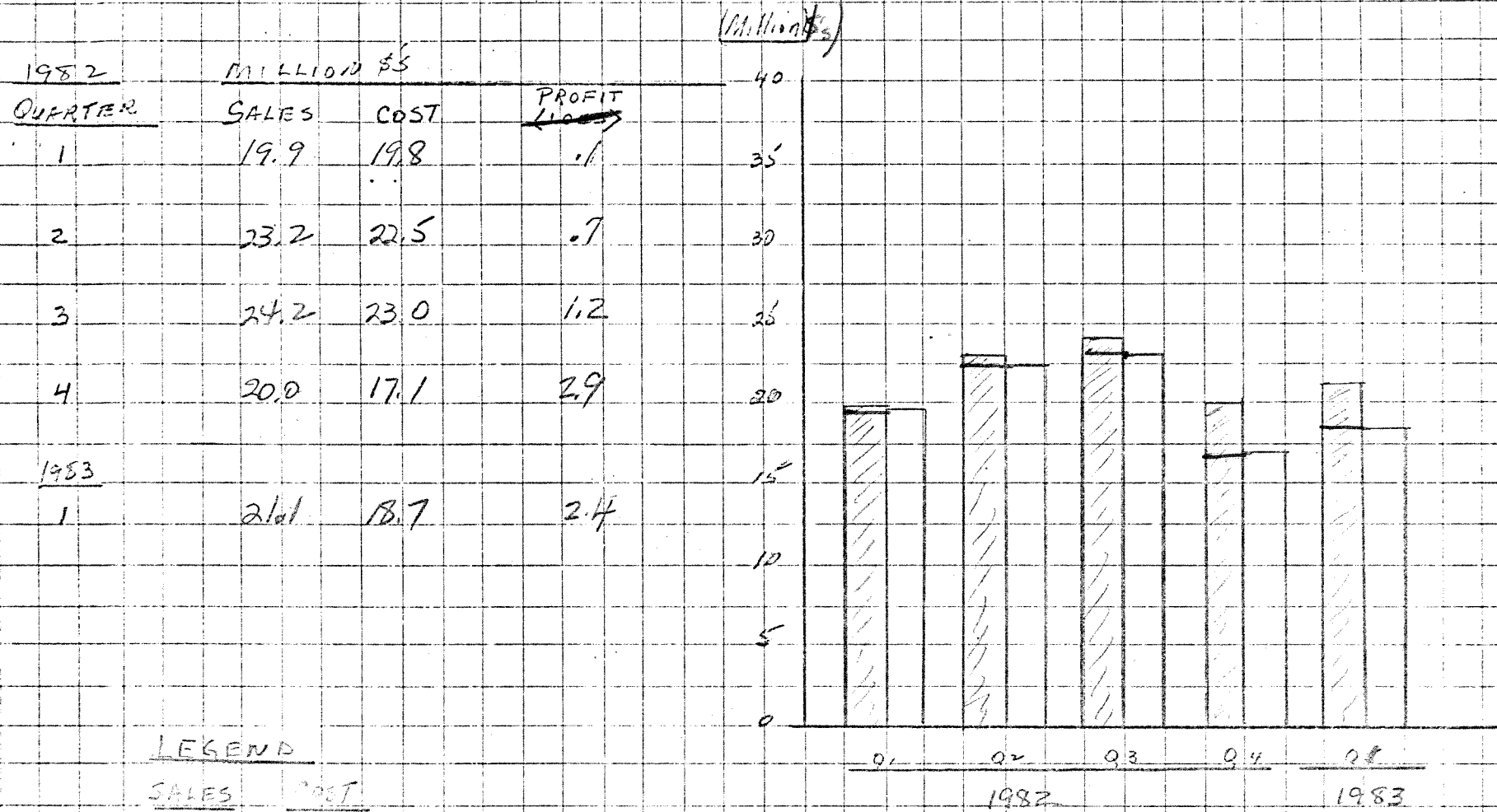


LEGEND

SALES	COST
	
Loss	Profit

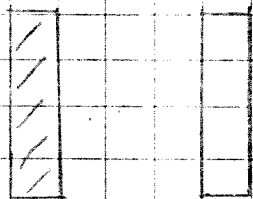
#5

FRASER INC.
 MADA WASKA COATED BROWNWOOD PAPERS
 NET SALES - COST OF SALES - PROFIT (LOSS)



LEGEND

SALES COST



~~LOSS~~

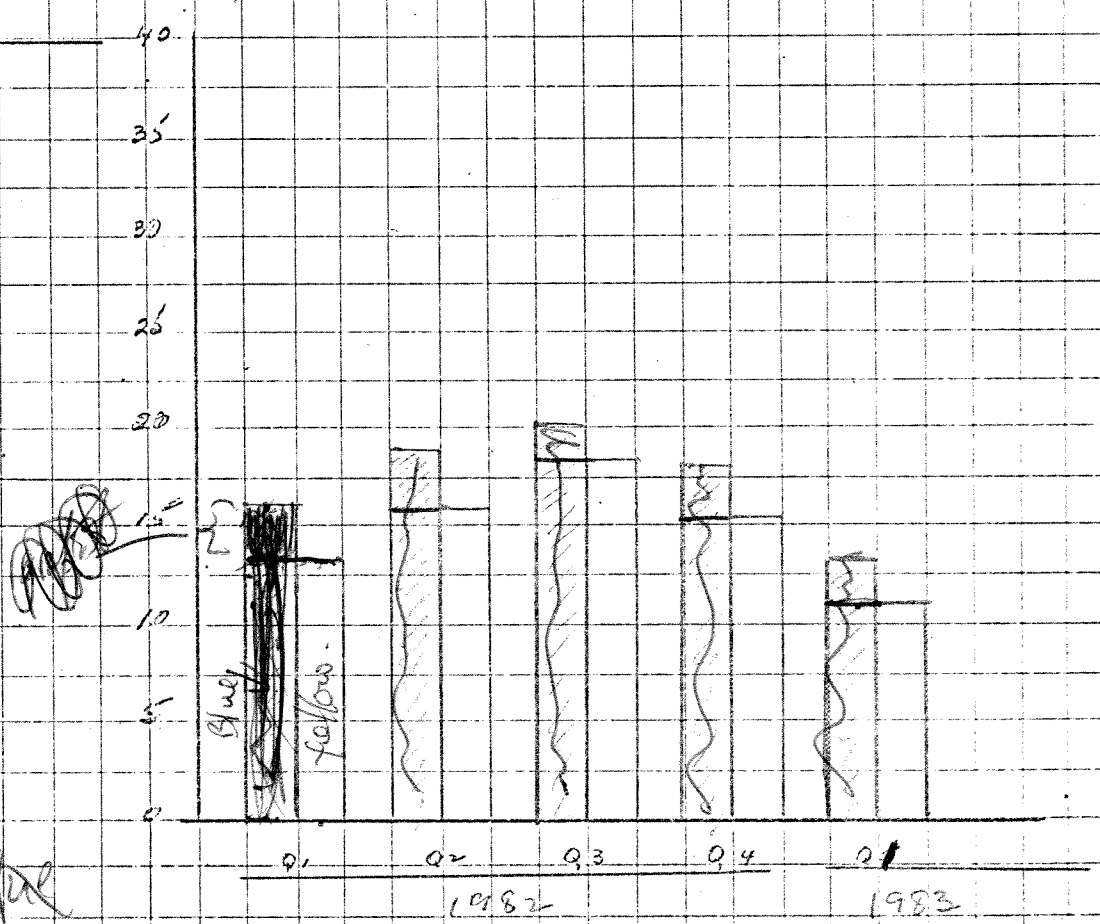
#6

Blue.

FRAZER INC.
 MADAWASKA UNCOATED GROUNDWOOD PAPERS.
 NET SALES - COST OF SALES - PROFIT (LOSS)

(Million \$)

1982	MILLION \$		
QUARTER	SALES	COST	PROFIT (LOSS)
1	15.8	13.2	2.6
2	18.7	16.1	2.6
3	20.5	18.3	2.2
4	18.1	15.2	2.9
1983			
1	13.5	11.9	1.6



LEGEND

SALES

COST

Blue

yellow

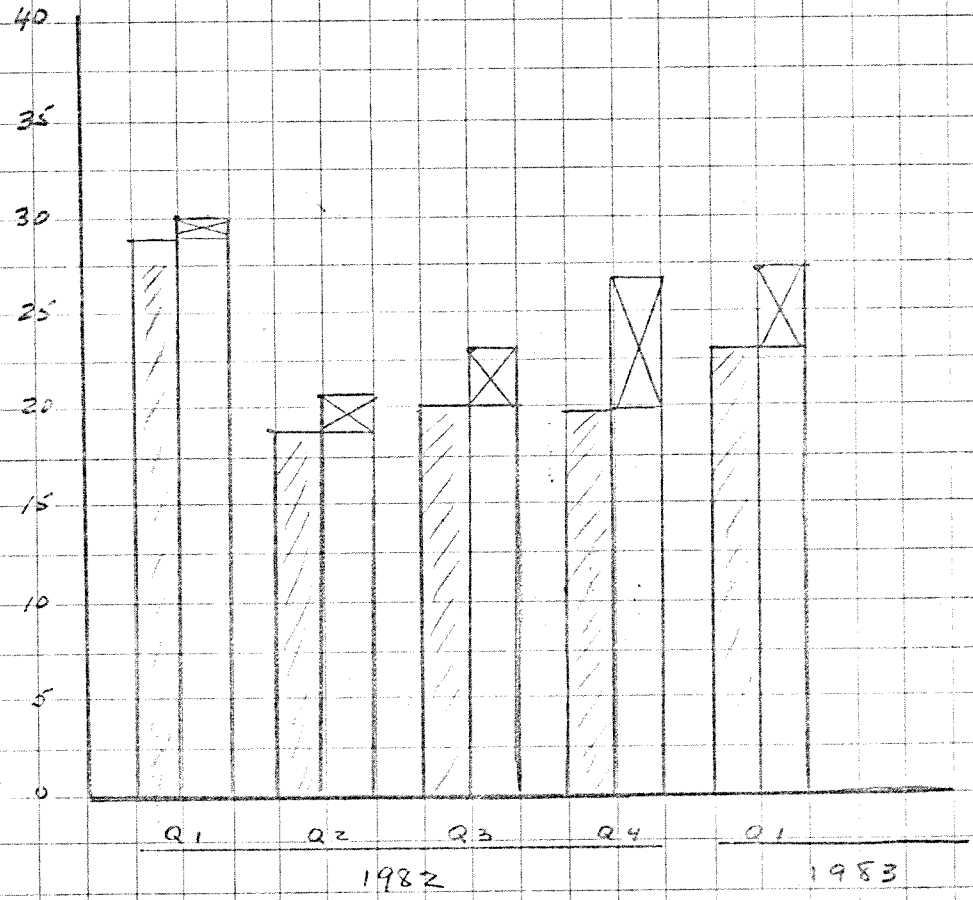
F P A S E R I N C .

MADAWASKA FINE PAPERS

NET SALES - COST OF SALES - PROFIT < LOSS >

1982		million \$'s		
QUARTER	SALES	COST	PROFIT < LOSS >	
1	28.2	29.8	< 1.6 >	
2	18.2	20.8	< 2.6 >	
3	19.7	23.0	< 3.3 >	
4	19.6	26.5	< 6.9 >	
1983				
1	23.0	27.3	< 4.3 >	

(million \$'s)



LEGEND

SALES: [Hatched Box]

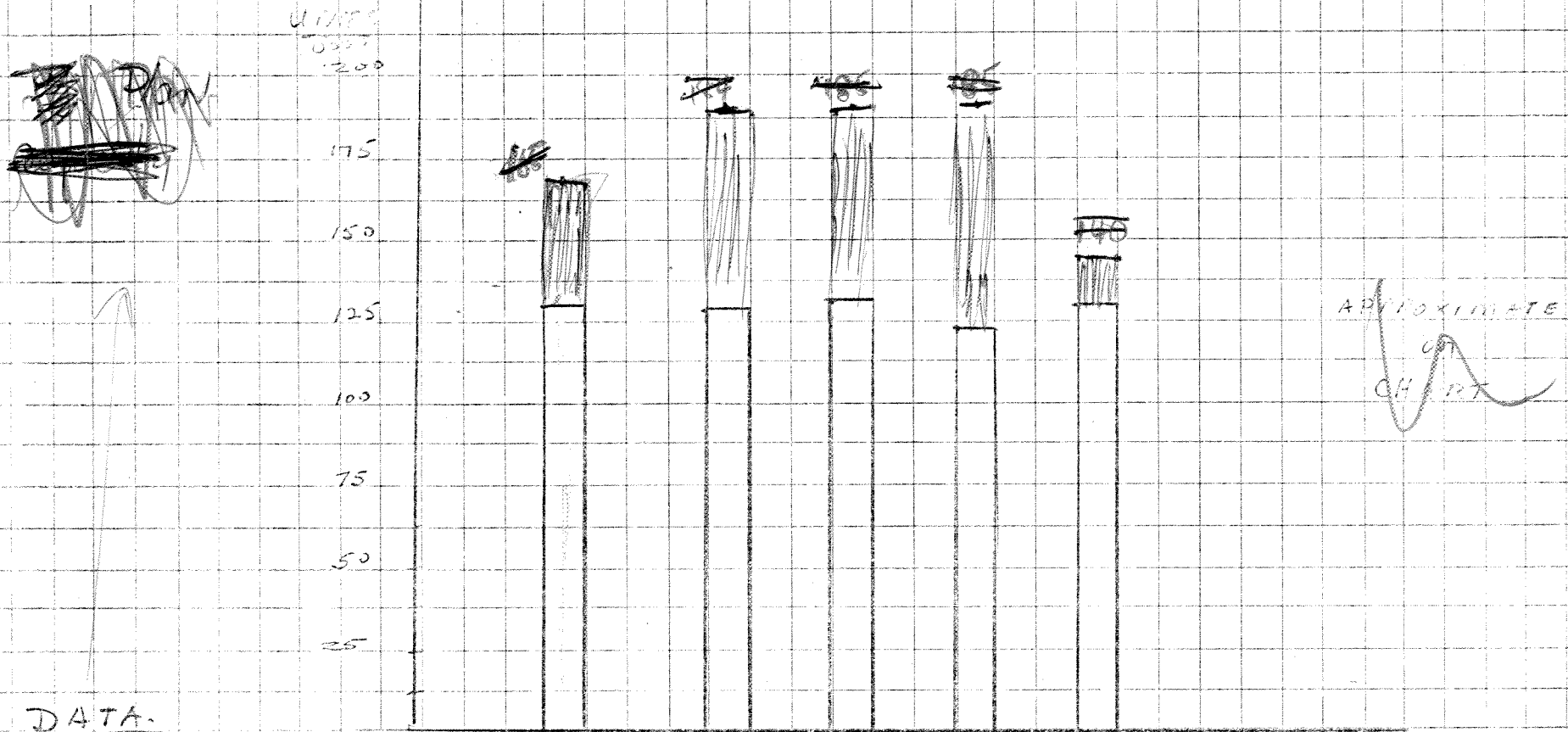
COST: [Solid Box]

< LOSS >: [Box with X]

#8

FRASER INC

QUARTERLY SALES UNITS - COMPARISONS.



DATA.

Year	Quarter	UNITS
1982	Q 1	128,226
	2	127,095
	3	130,950
	4	122,322
1983	Q 1	129,359

actual - blue
 Plan - white box

FRASER INC.

WOOD PRODUCTS.

NET SALES - COST OF SALES - PROFIT (LOSS)

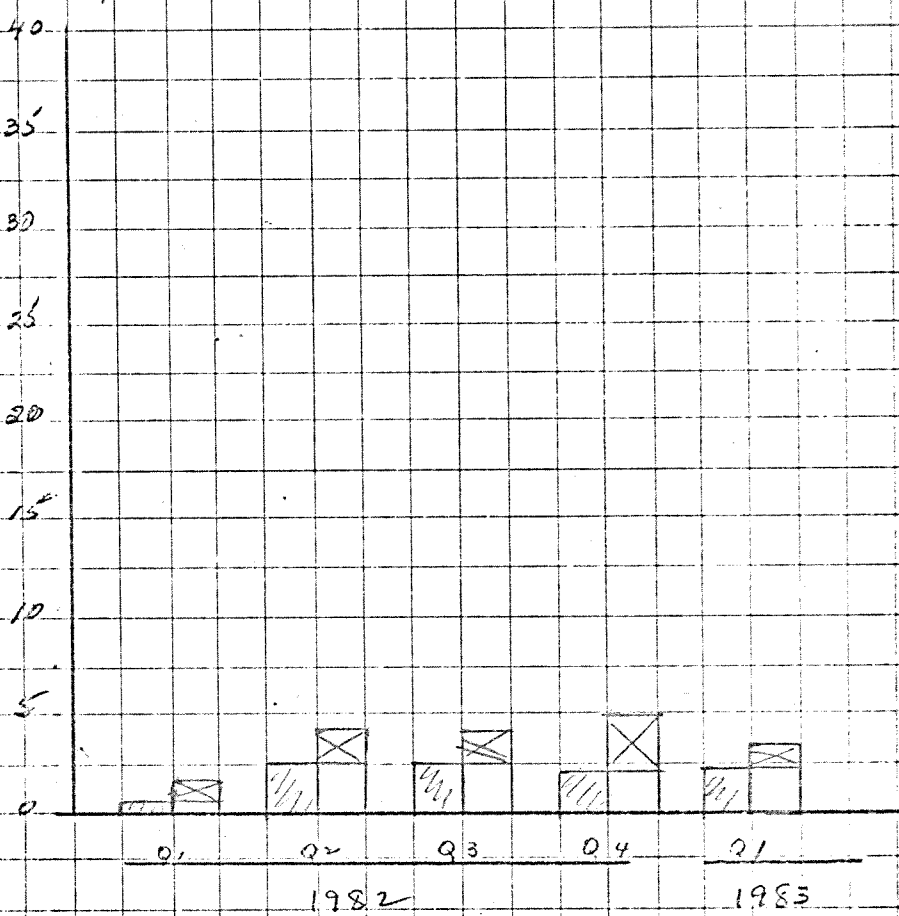
(Million \$)

1982	MILLION \$			
QUARTER	SALES	COST	PROFIT (LOSS)	
1	.2	1.4	<1.2>	35
2	2.4	4.0	<1.6>	30
3	2.4	4.1	<1.7>	25
4	1.9	4.9	<3.0>	20
1983				15
1	2.3	3.4	<1.1>	

LEGEND
SALES COST



Loss



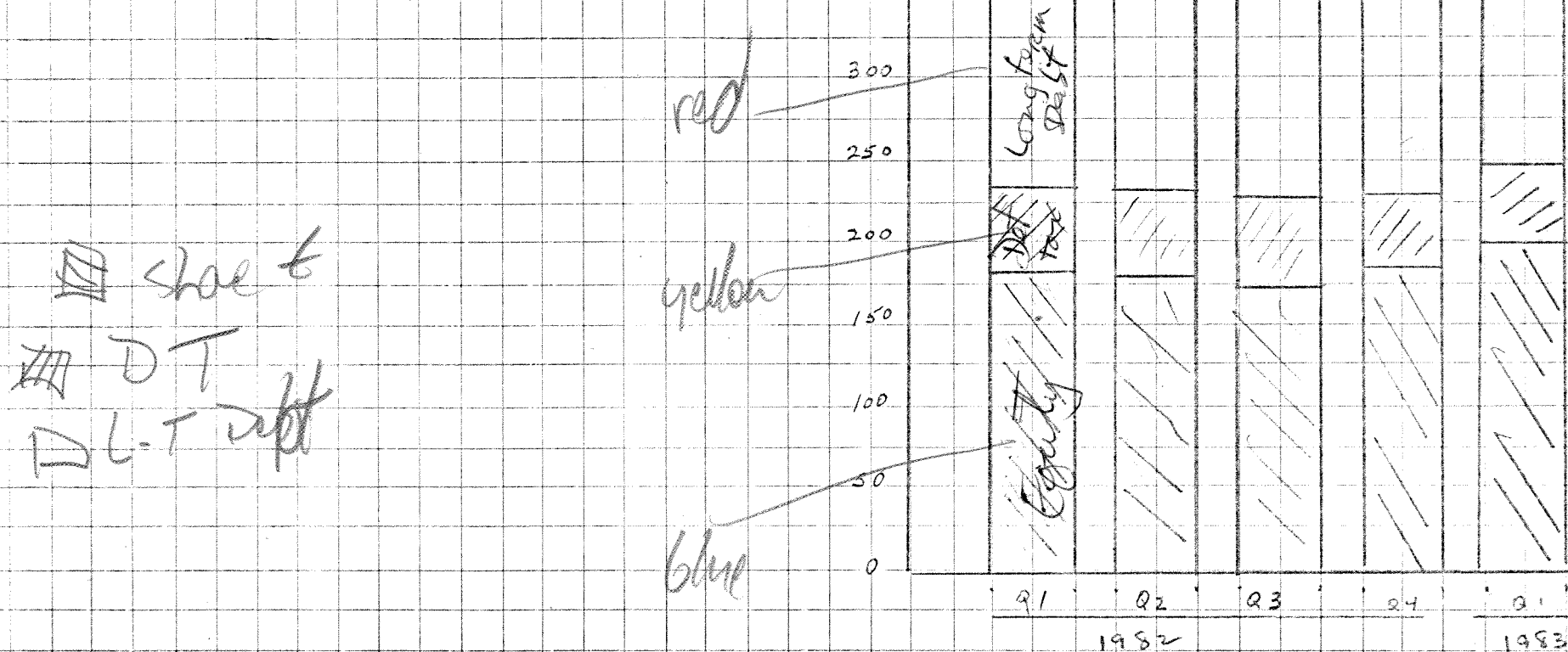
Change chart
to small increments
#10

FRASER INC.

CAPITALIZATION

(HOW OUR OPERATIONS WERE FINANCED)

1982	AT END OF Quarter	MILLION \$'S			500
		SHAREHOLDERS' EQUITY	DEFERRED TAXES	LONGTERM DEBT.	
	1	178	55	165	
	2	175	55	175	450
	3	173	53	179	
	4	183	45	240	400
1983	1	199	47	252	350



FRASER INC

CAPITAL EXPENDITURES

Million \$'s

50

45

40

35

30

25

20

15

10

5

0

<u>1982</u>	<u>Quarter</u>	<u>Million \$'s</u>
	1	20.1
	2	28.5
	3	33.0
	4	45.2
1983	1	14.7

blue

Q1

Q2

Q3

Q4

Q1

1982

1983

#12