

Third Quarter 2015 Earnings Call



November 5, 2015



RESPONSIBLE CARE[®]
OUR COMMITMENT TO SUSTAINABILITY

Forward Looking Statement

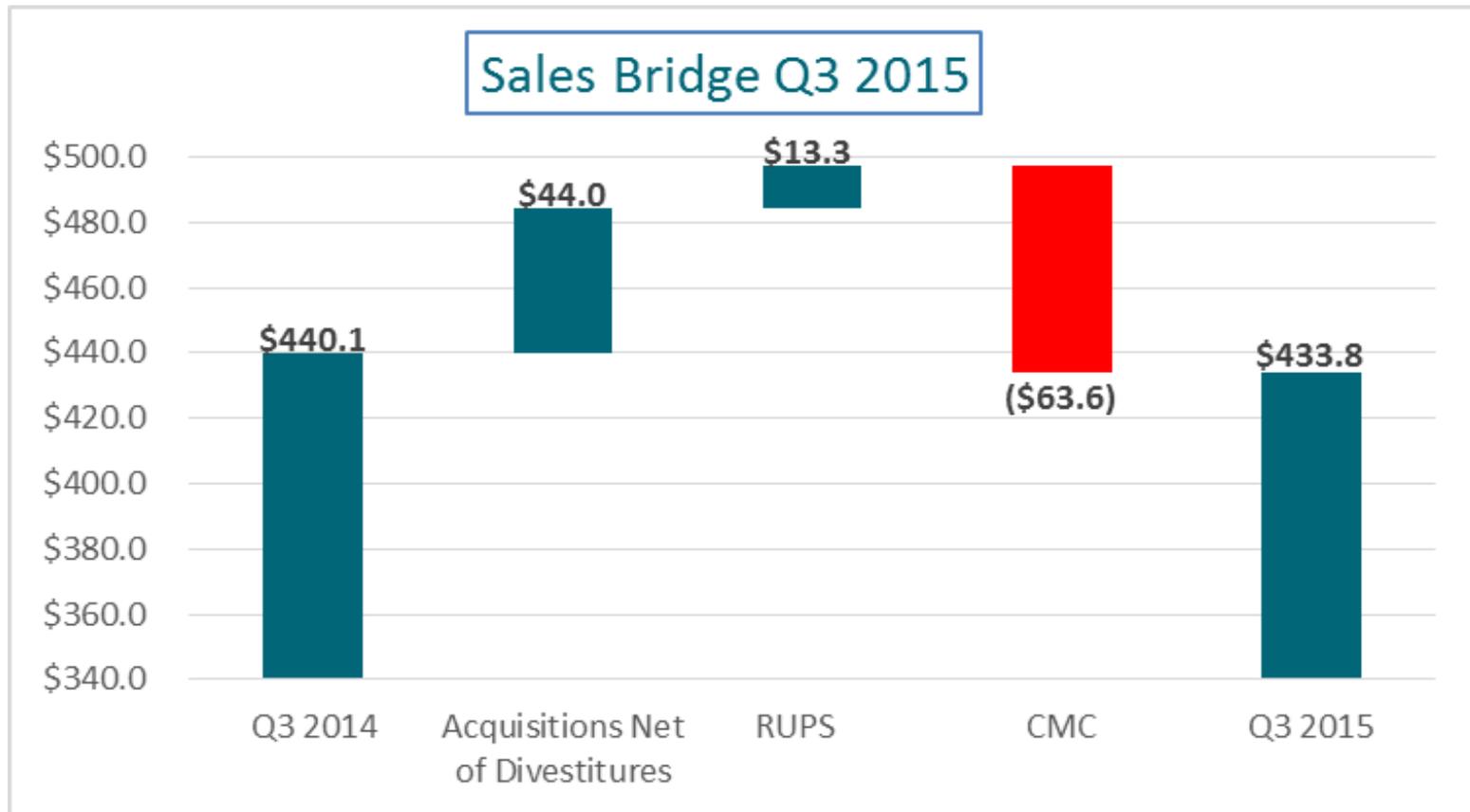


Certain statements in this presentation are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 and may include, but are not limited to, statements about sales levels, acquisitions, restructuring, profitability and anticipated synergies, expenses and cash outflows. All forward-looking statements involve risks and uncertainties. All statements contained herein that are not clearly historical in nature are forward-looking, and words such as "believe," "anticipate," "expect," "estimate," "may," "will," "should," "continue," "plans," "potential," "intends," "likely," or other similar words or phrases are generally intended to identify forward-looking statements. Any forward-looking statement contained herein, in press releases, written statements or documents filed with the Securities and Exchange Commission, or in Koppers communications with and discussions with investors and analysts in the normal course of business through meetings, phone calls and conference calls, regarding expectations with respect to sales, earnings, cash flows, operating efficiencies, product introduction or expansion, the benefits of acquisitions and divestitures or other matters as well as financings and repurchases of debt or equity securities, are subject to known and unknown risks, uncertainties and contingencies. Many of these risks, uncertainties and contingencies are beyond our control, and may cause actual results, performance or achievements to differ materially from anticipated results, performance or achievements. Factors that might affect such forward-looking statements, include, among other things, the impact of the price of oil on certain of our products; Koppers ability to successfully integrate the wood preservatives business and/or the railroad services business of Osmose or such integration of the Osmose businesses may take longer to accomplish than expected; the expected cost savings and any synergies from the Osmose acquisition may not be fully realized within the expected timeframes; disruption from the acquisition may make it more difficult to maintain relationships with clients, associates or suppliers; general economic and business conditions; demand for Koppers goods and services; competitive conditions; interest rate and foreign currency rate fluctuations; availability of key raw materials and unfavorable resolution of claims against us, as well as those discussed more fully elsewhere in this release and in documents filed with the Securities and Exchange Commission by Koppers, particularly our latest annual report on Form 10-K and subsequent filings. Any forward-looking statements in this presentation speak only as of the date of this presentation, and we undertake no obligation to update any forward-looking statement to reflect events or circumstances after that date or to reflect the occurrence of unanticipated events.

Incremental sales from acquisitions and RUPS for Q3 partially offset lower sales for CMC



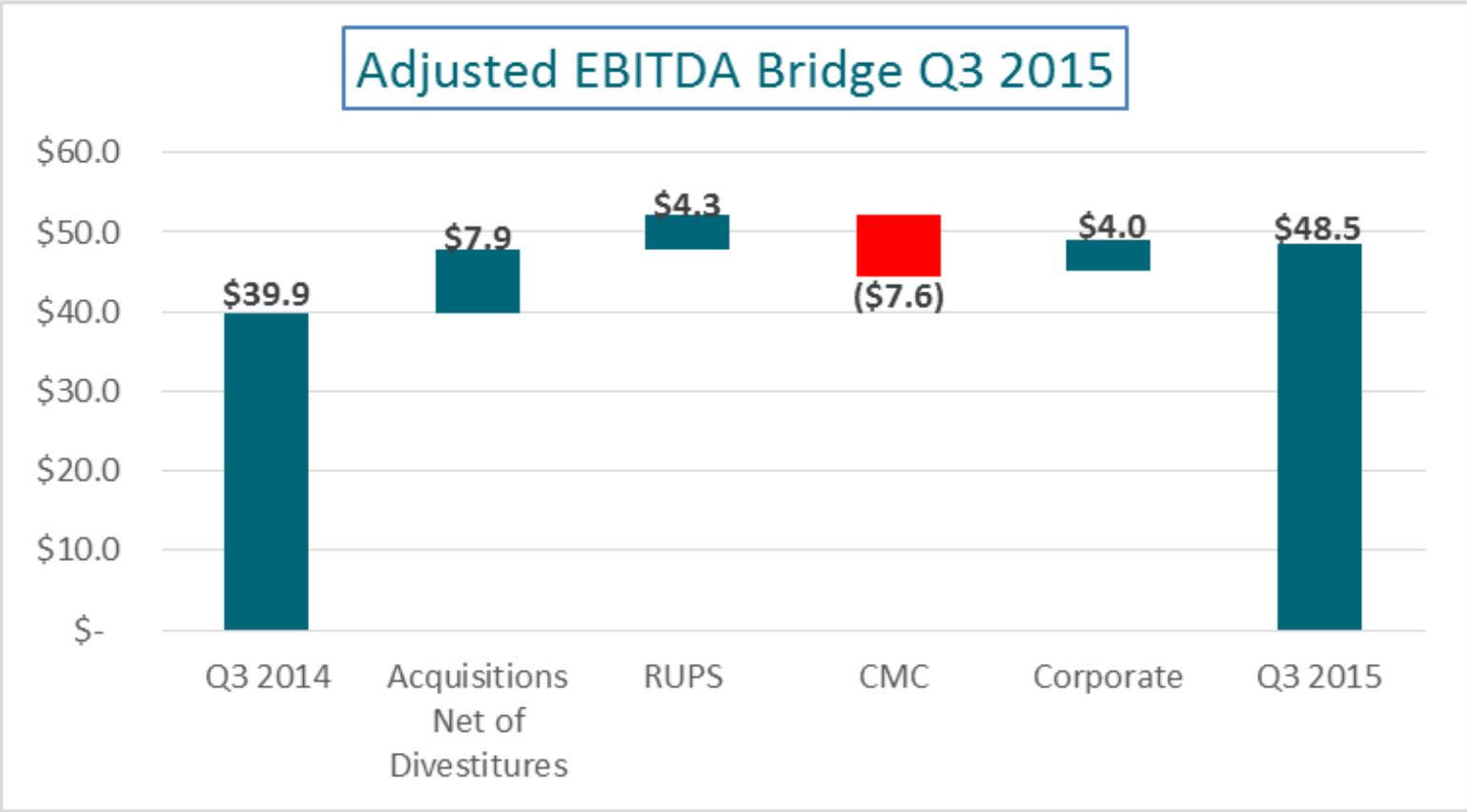
(\$ in millions)



Profit from acquisitions and RUPS more than offsets lower profit for CMC



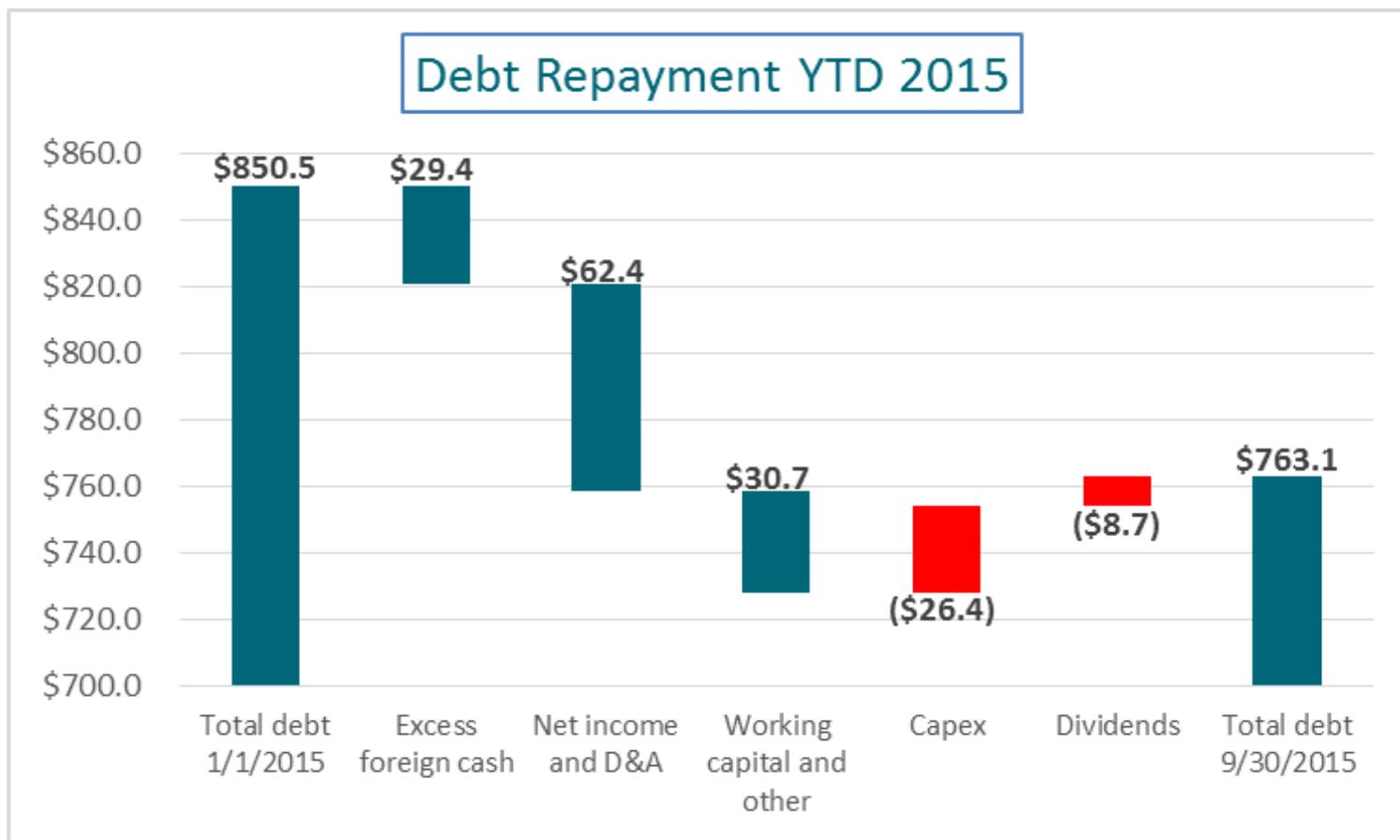
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Debt repayment is on pace to meet goal of \$100-\$125 million reduction



(\$ in millions)

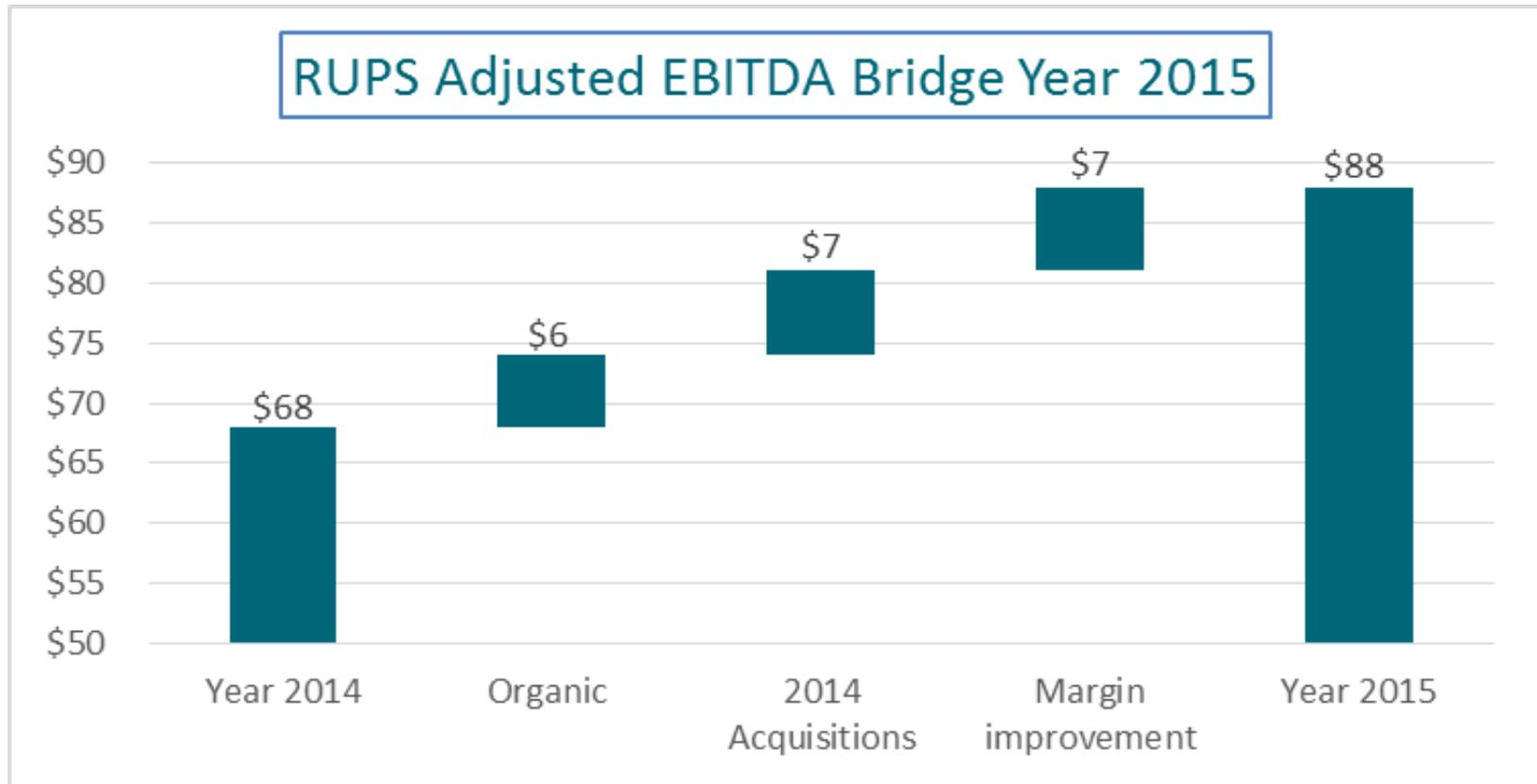


2015 Guidance

Expectations for RUPS EBITDA improvement have not changed



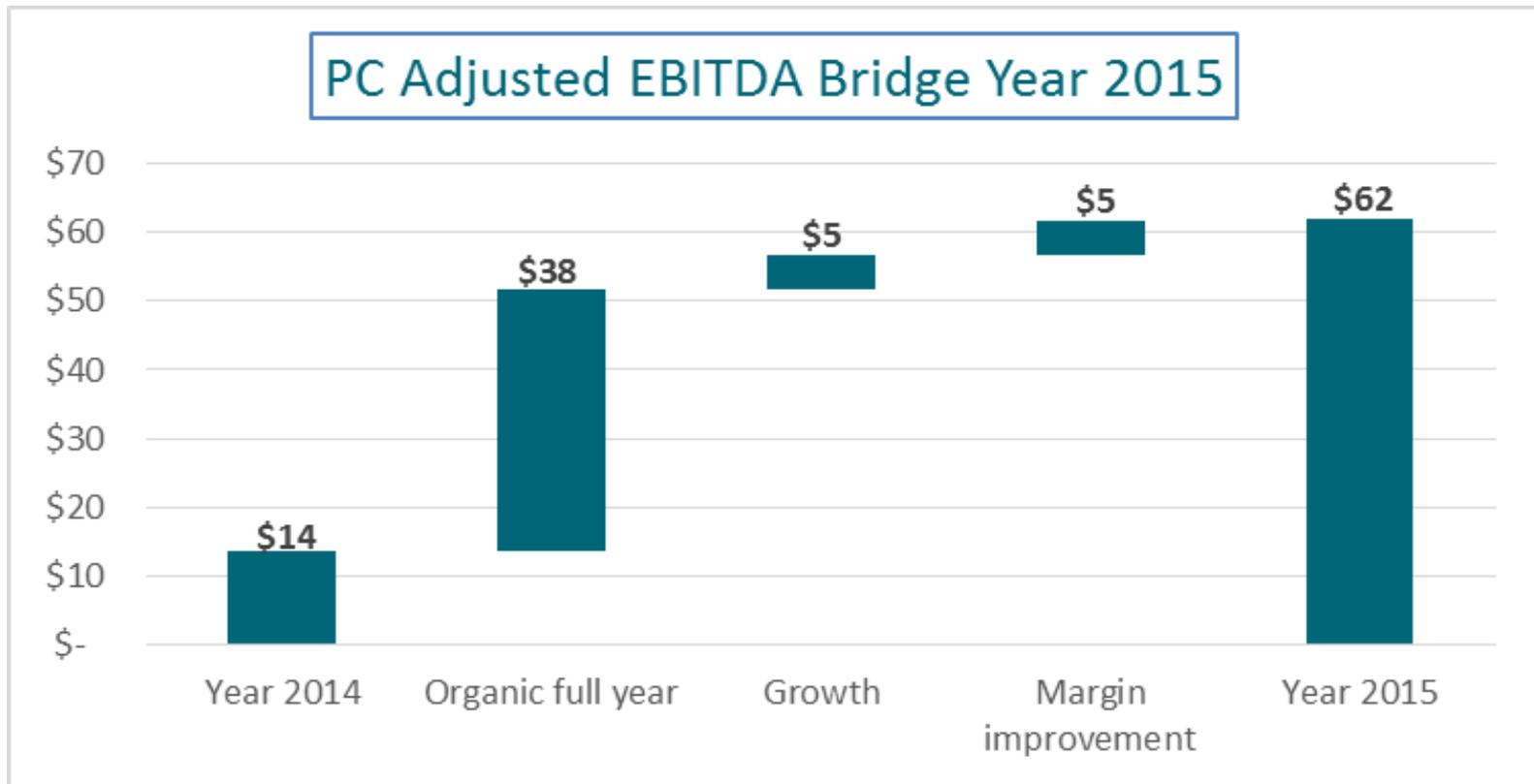
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PC should improve by \$48 million



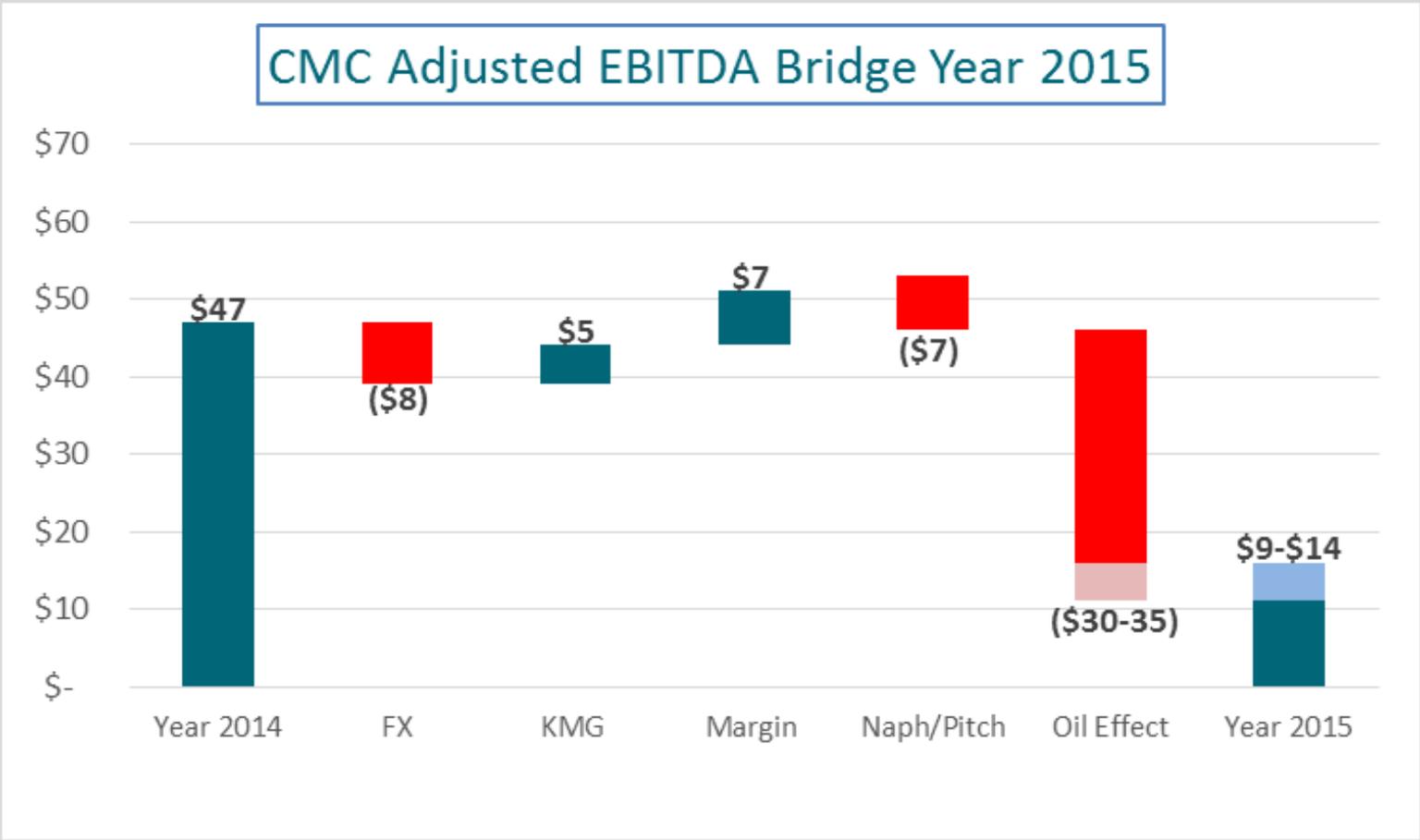
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CMC expected to be \$33-\$38 million lower driven by oil prices



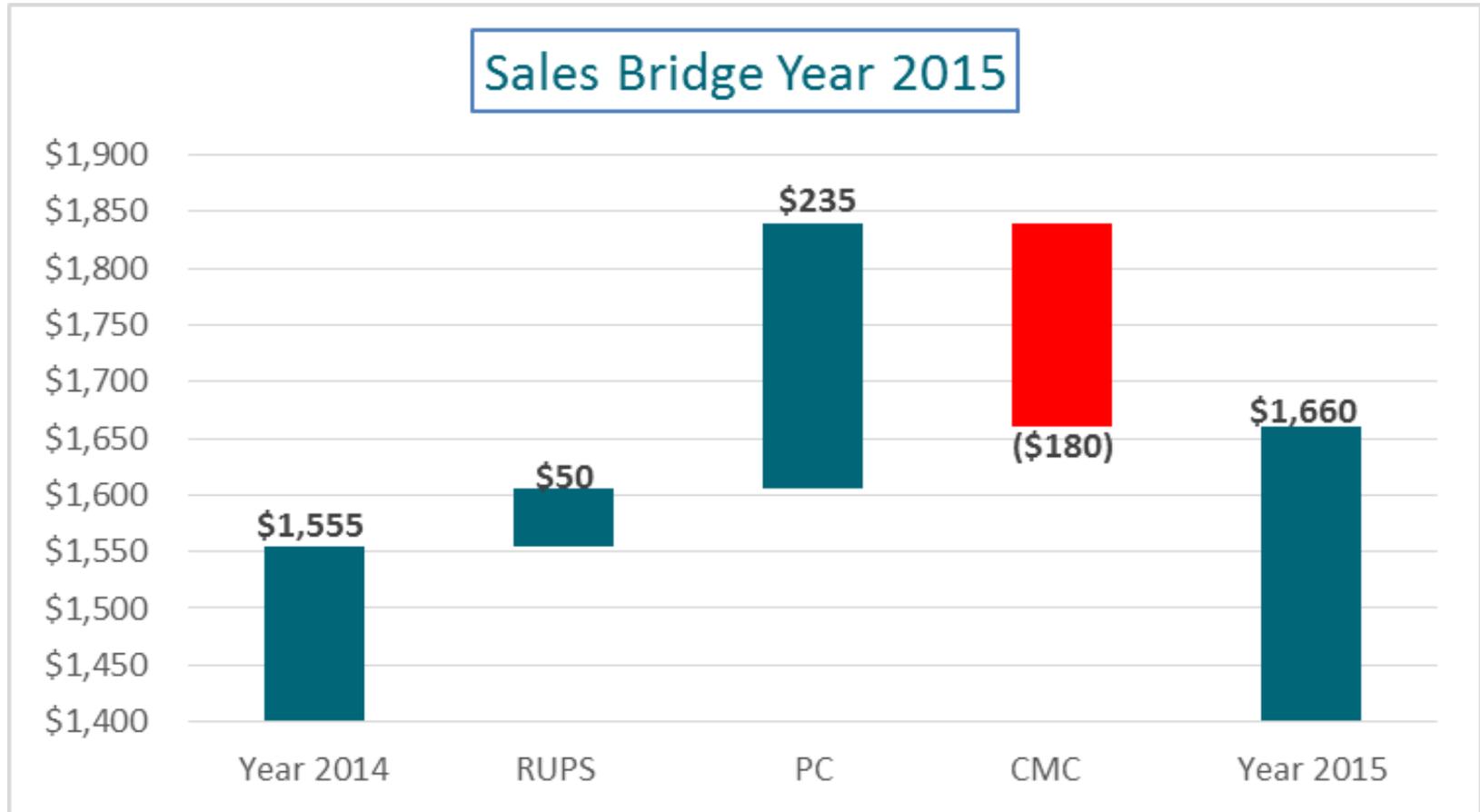
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Year 2015 sales expected to be \$1.7B



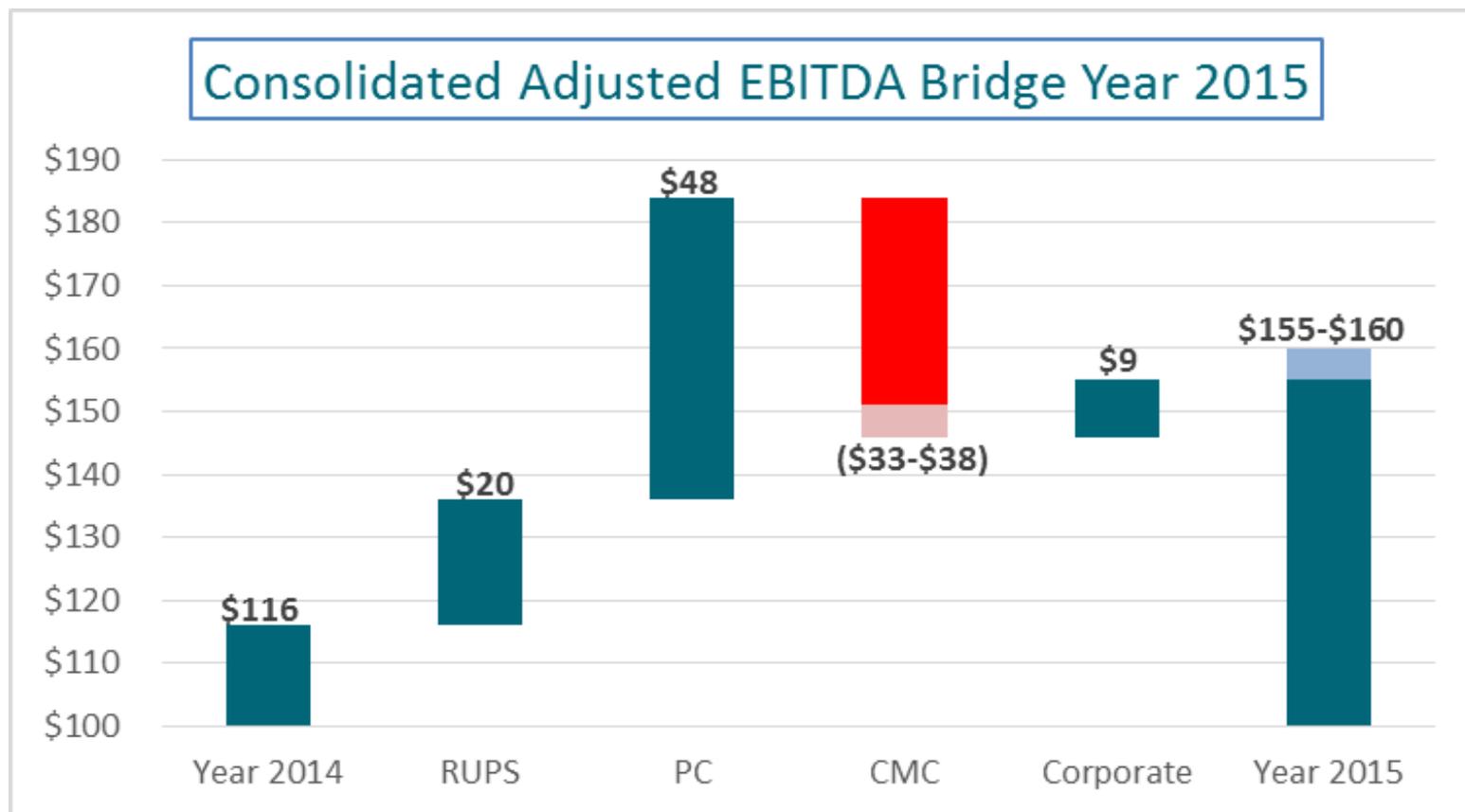
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2015 Consolidated EBITDA expected to be in \$155-160 million range



(\$ in millions)



Appendix

EBITDA Reconciliation

(\$ in millions)



Quarters ended September 30	<u>2015</u>	<u>2014</u>
Net income	\$ 9.1	\$ (4.2)
Interest expense	12.6	11.9
Depreciation and amortization	16.9	11.2
Income taxes	5.2	9.5
Loss from discontinued operations	0.1	(0.1)
EBITDA	43.9	28.3
Unusual items affecting net income		
Impairment, restructuring and plant closure costs	4.3	5.4
Net gain on sale of business	(0.3)	—
Osmose acquisition costs	—	6.2
Mark-to-market commodity hedging	0.1	—
Non-cash LIFO expense	0.5	—
Adjusted EBITDA with noncontrolling interests	\$ 48.5	\$ 39.9

Note: Koppers believes that EBITDA and adjusted EBITDA provide information useful to investors in understanding the underlying operational performance of the company, its business and performance trends and facilitates comparisons between periods and with other corporations in similar industries. The exclusion of certain items permits evaluation and a comparison of results for ongoing business operations, and it is on this basis that Koppers management internally assesses the company's performance. Although Koppers believes that these non-GAAP measures enhance investors' understanding of its business and performance, these non-GAAP financial measures should not be considered alternatives to GAAP basis financial measures.

For the company's 2015 guidance, Adjusted EBITDA excludes restructuring, impairment, plant closure, and LIFO charges, the forecasted amounts of which are not determinable, but may be significant. For that reason, the company is unable to provide GAAP earnings estimates at this time. In addition, 2015 GAAP results are subject to completion of the company's year-end accounting processes, which include the finalization of several potentially significant items that could affect these results. These items include, among others, required adjustments to the company's annual provision for income taxes. Final results could also be affected by various other factors that we are unaware of at this time.