

The logo for KOPPERS, featuring the word "KOPPERS" in a white, sans-serif font. To the right of the text is a green circular graphic composed of horizontal lines of varying lengths, creating a sense of motion or a stylized globe. The logo is set against a dark teal background that curves into the top-left corner of the overall image.

KOPPERS



Unified Focus. Diversified Portfolio.

***Q4 & 2019 Earnings Call & Webcast
February 27, 2020***

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," "plan," "potential," "intend," "likely," "outlook," "guidance," "forecast," 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, restructurings, the benefits of acquisitions and divestitures or other matters as well as financings and debt reduction, 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 changes in commodity prices, such as oil and copper, on product margins; general economic and business conditions; potential difficulties in protecting our intellectual property; the ratings on our debt and our ability to repay or refinance outstanding indebtedness; our ability to operate within the limitations of our debt covenants; potential impairment of our goodwill and/or long-lived assets; 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 presentation 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.

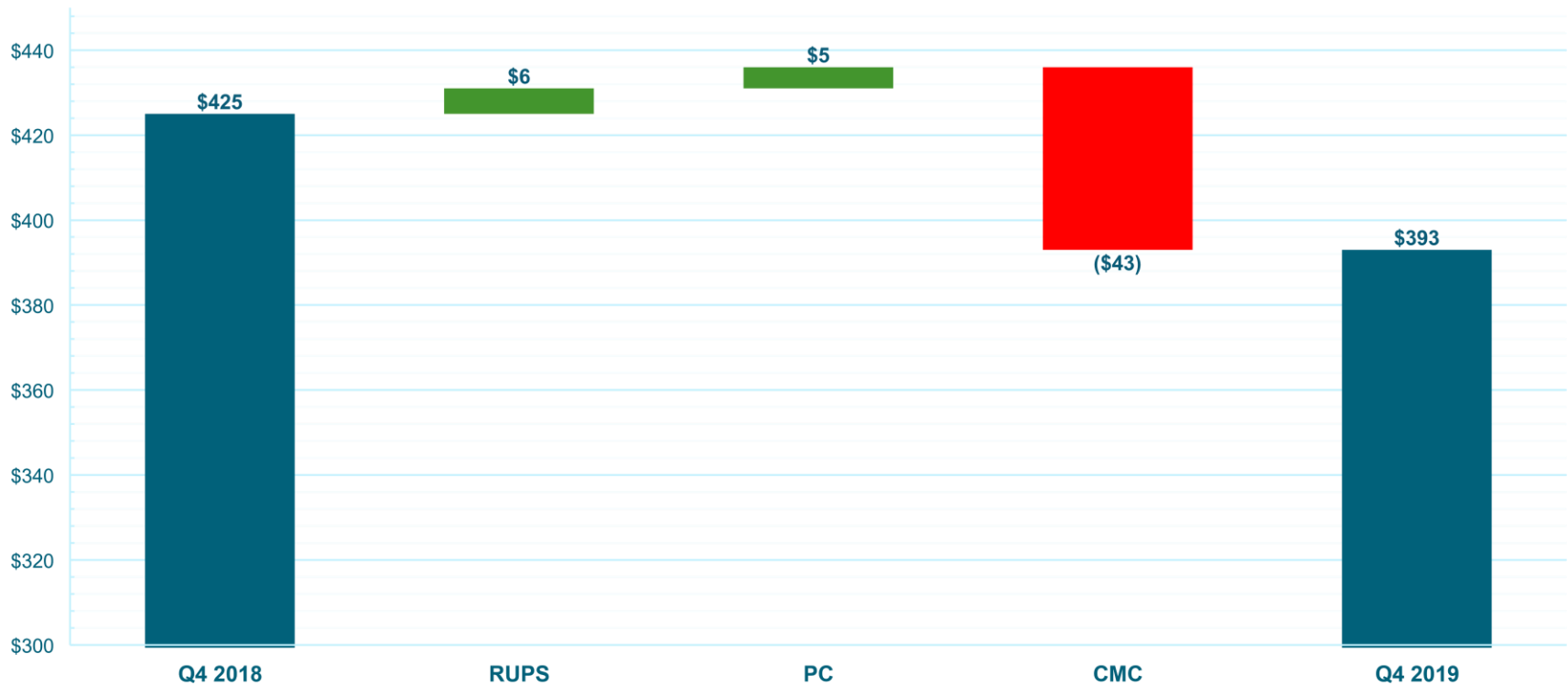
Q4 Results

Q4: Sales of \$393M

*Significantly Lower CMC Demand;
Offset Partially by Higher RUPS & PC*



Sales
(\$ in Millions)

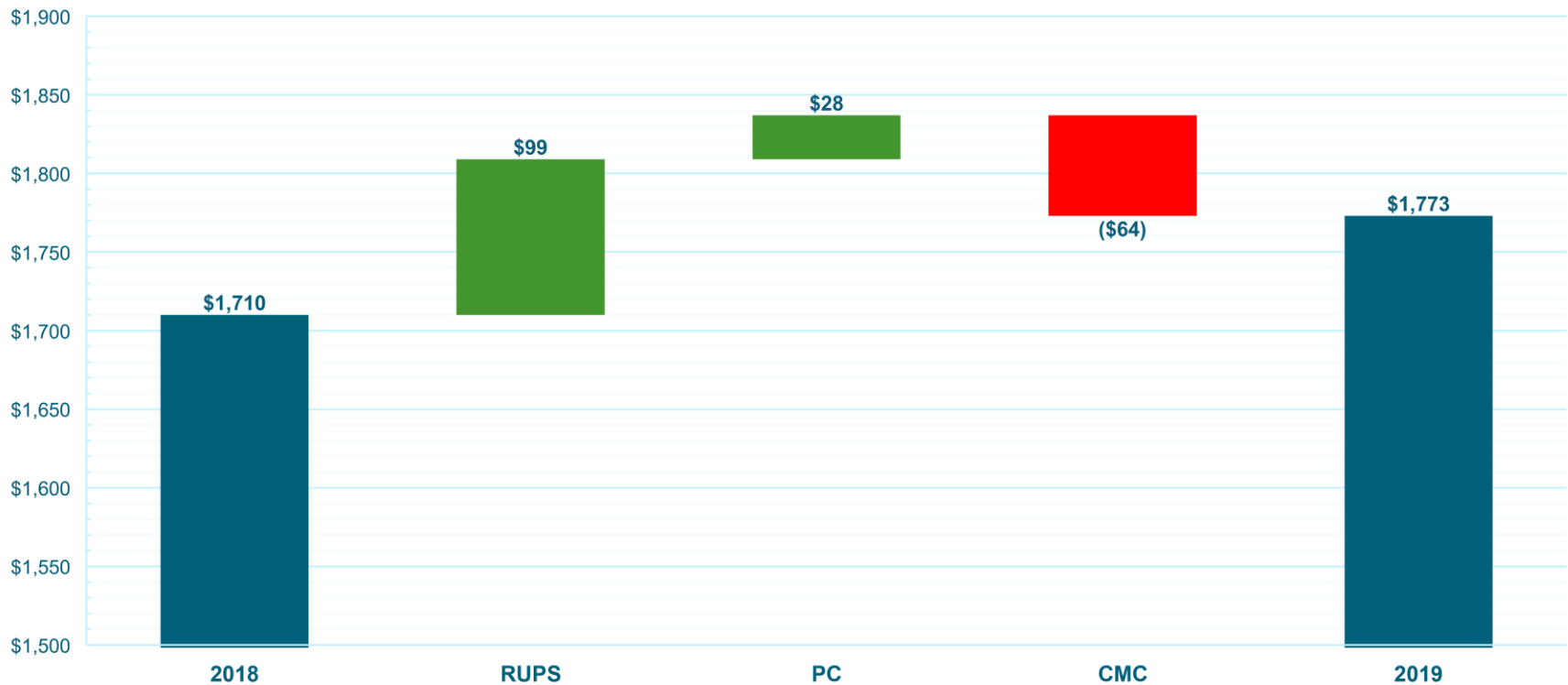


2019: Record Sales of \$1.773B

Growth Driven by Wood-Preservation Businesses



Sales
(\$ in Millions)



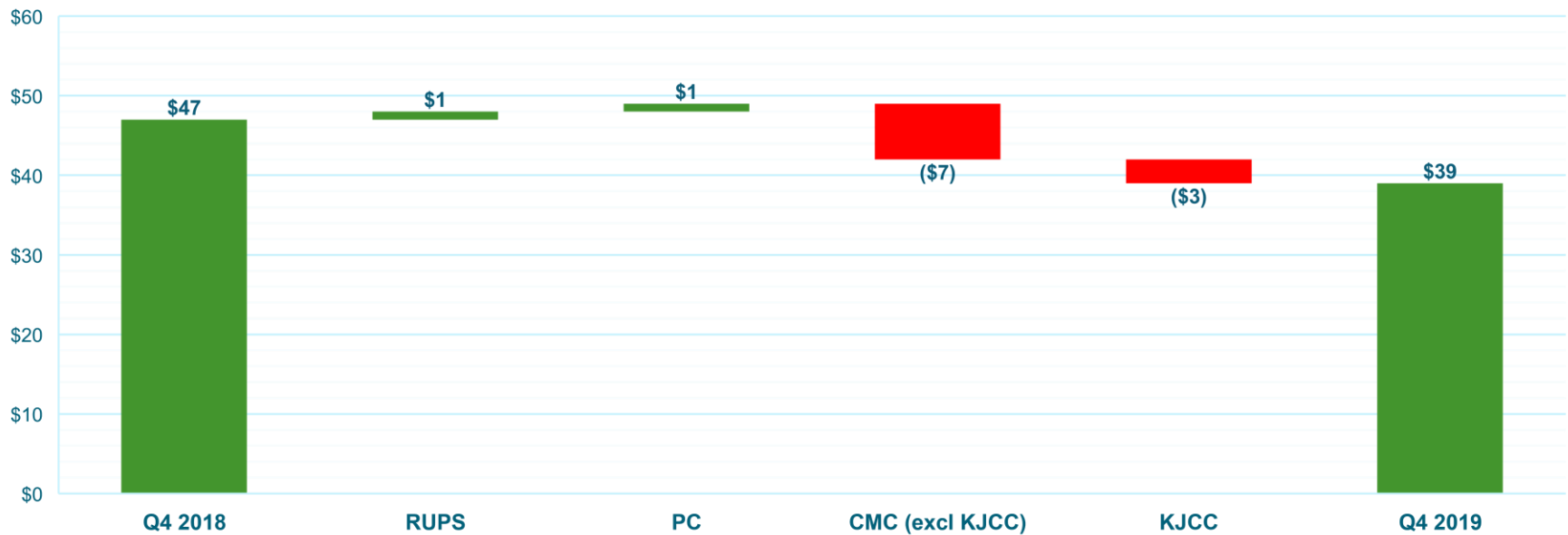
Q4: Adjusted EBITDA of \$39M

CMC Lower Volumes & Pricing Affected Profitability



Adjusted EBITDA*

(\$ in Millions)



* Excluding special charges

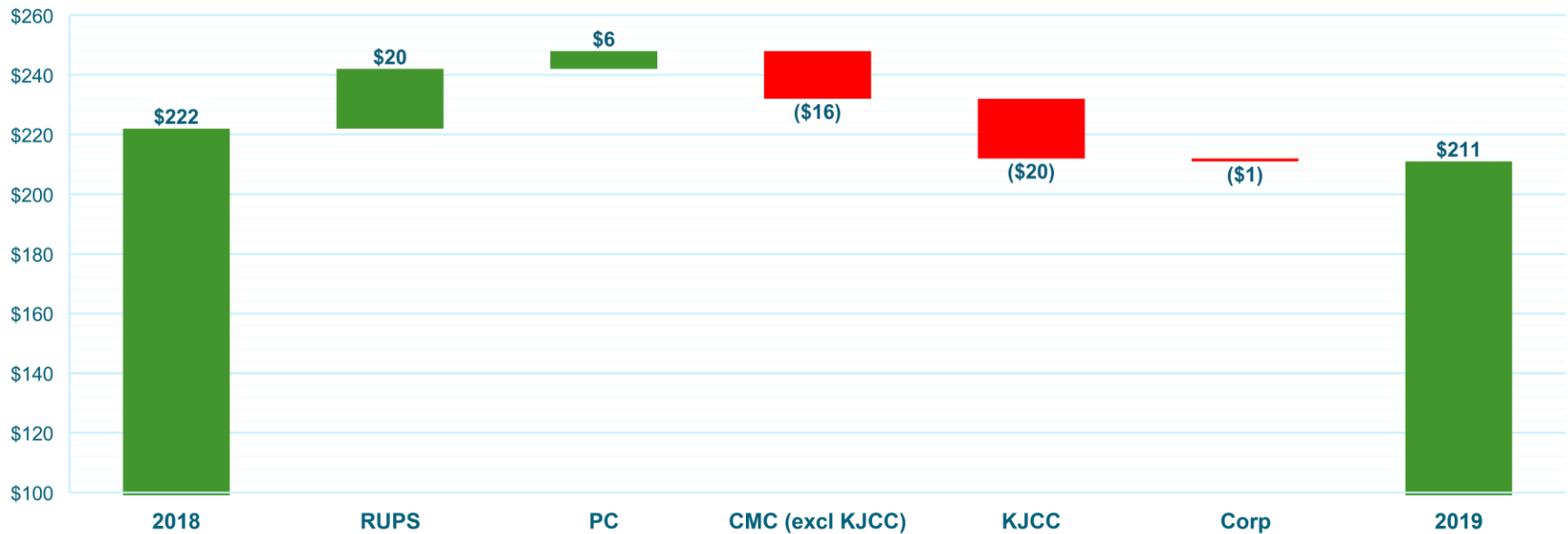
2019: Adjusted EBITDA of \$211M

*CMC Profitability Significantly Lower;
Offset Partially by Higher RUPS & PC*



Adjusted EBITDA*

(\$ in Millions)



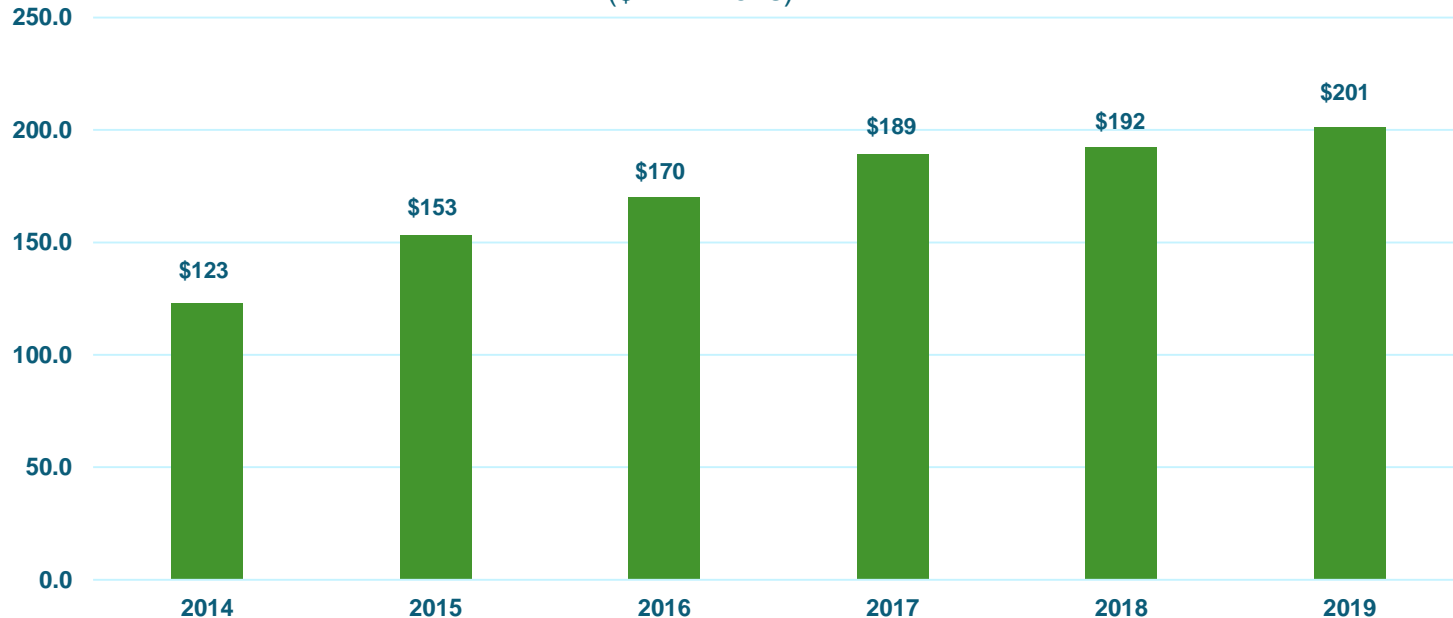
* Excluding special charges

Adjusted EBITDA:

Driving Improved Profitability in Core Business



Adjusted EBITDA*, excluding KJCC (\$ in Millions)

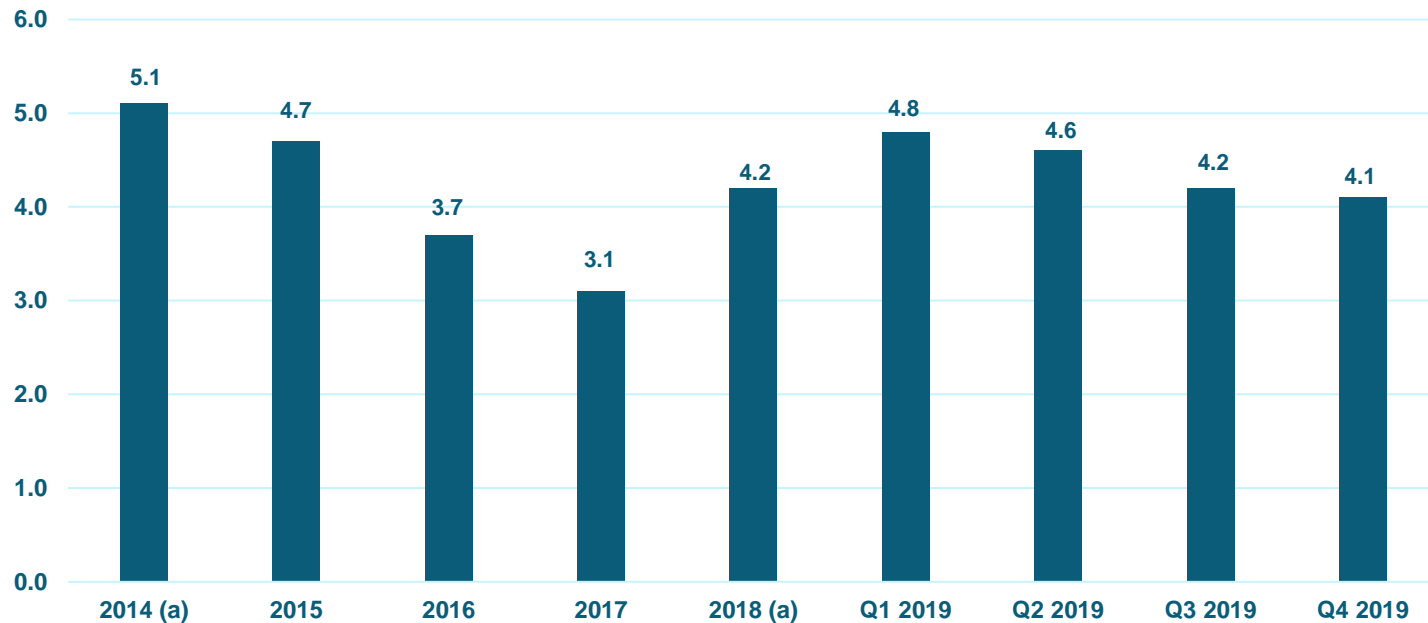


* Excluding special charges

- On average, CMC China operations delivered ~\$10.5M annually for 2015-2019
- Excluding CMC China, Koppers delivered increasingly higher Adjusted EBITDA
- Represents 7% growth rate annualized (2015-2019)

Debt Reduction Focus: \$82M Debt Paydown in 2019

Net Leverage Ratio



(a) Pro-forma

Net Leverage

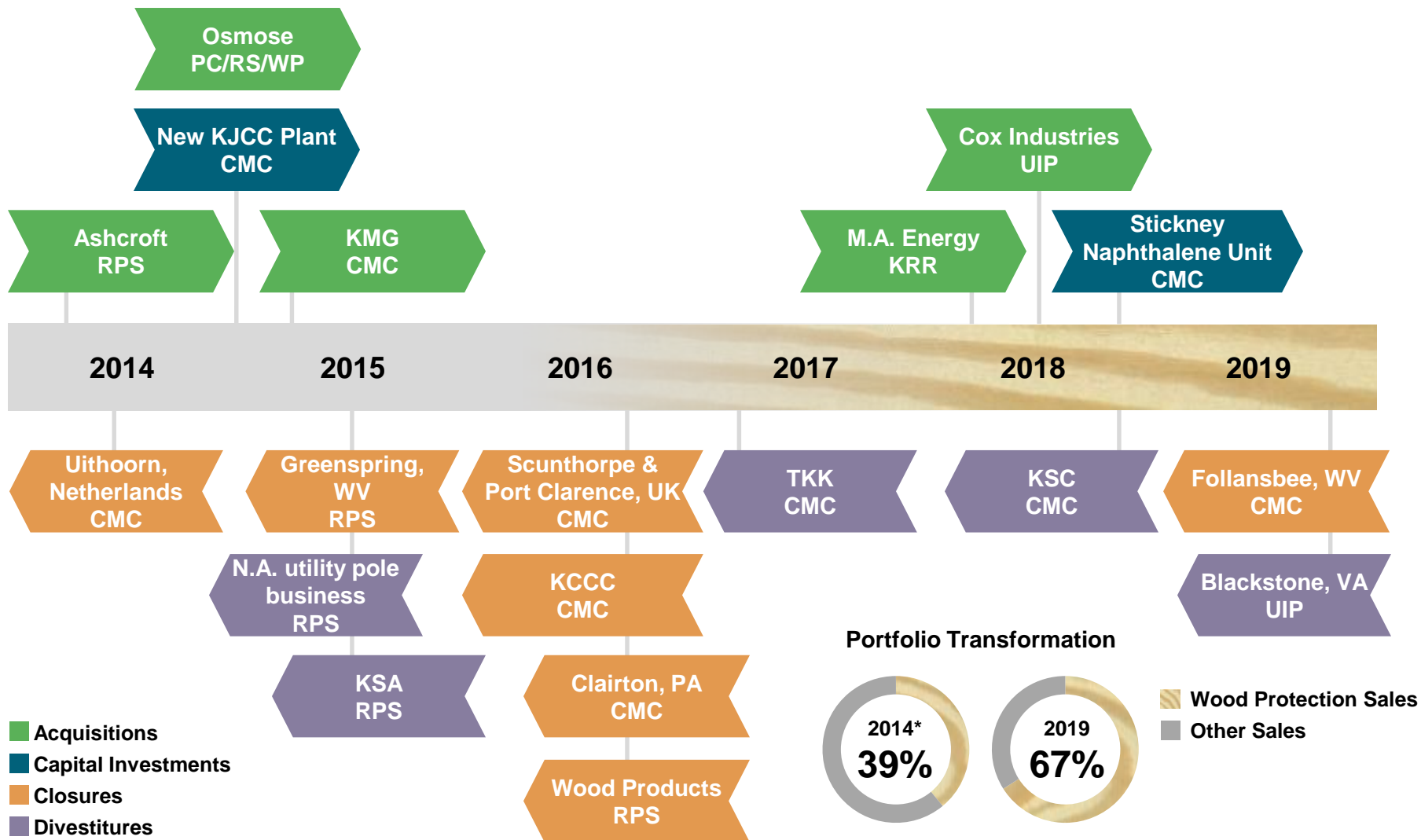
LT Goal: 2x-3x

- Proven track record of disciplined debt reduction (2015-2017)
- Net leverage ratio of 4.2x at 12/31/18 on pro-forma basis
- Reduced debt by \$82M in 2019; net leverage ratio of 4.1x at 12/31/19

2020 Guidance *

* Excluding Sales and EBITDA contributions from KJCC business in CMC China

Unified Focus: Wood Protection Portfolio Growth

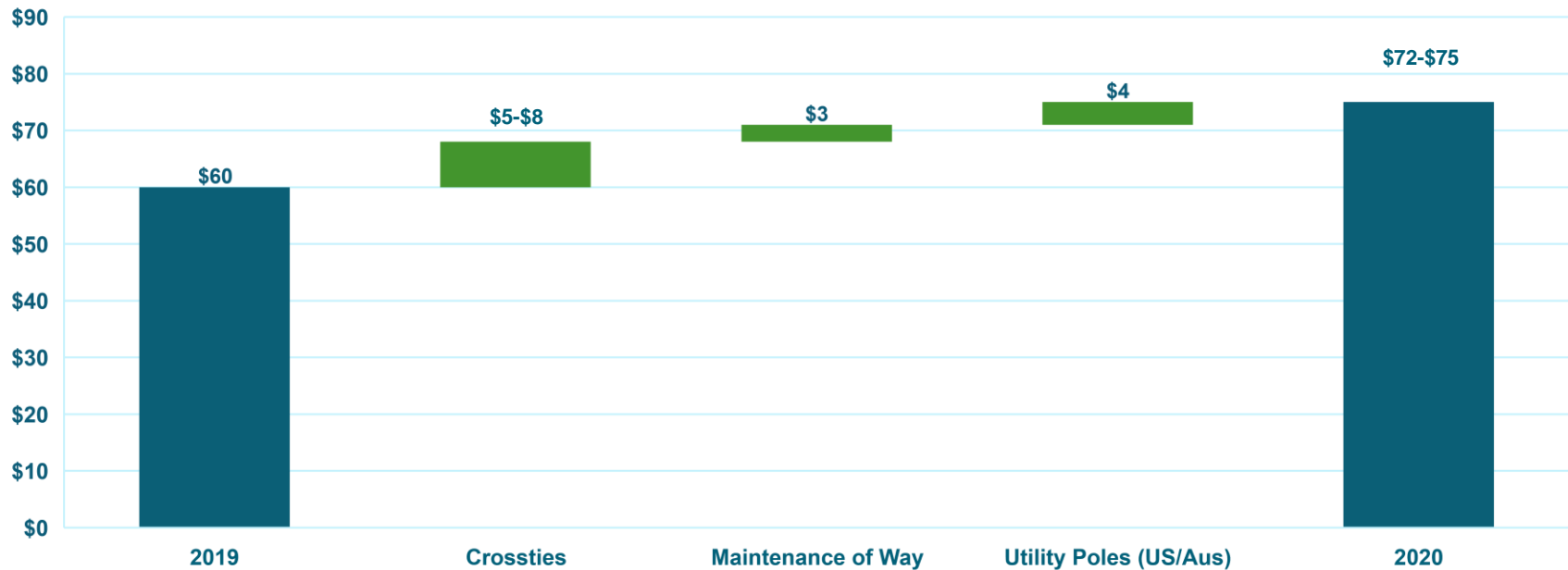


*1/1/14 Does not include Osmose acquisition (PC business segment)

2020 Adjusted EBITDA Forecast: RUPS

Market Share Gains; Network Optimization

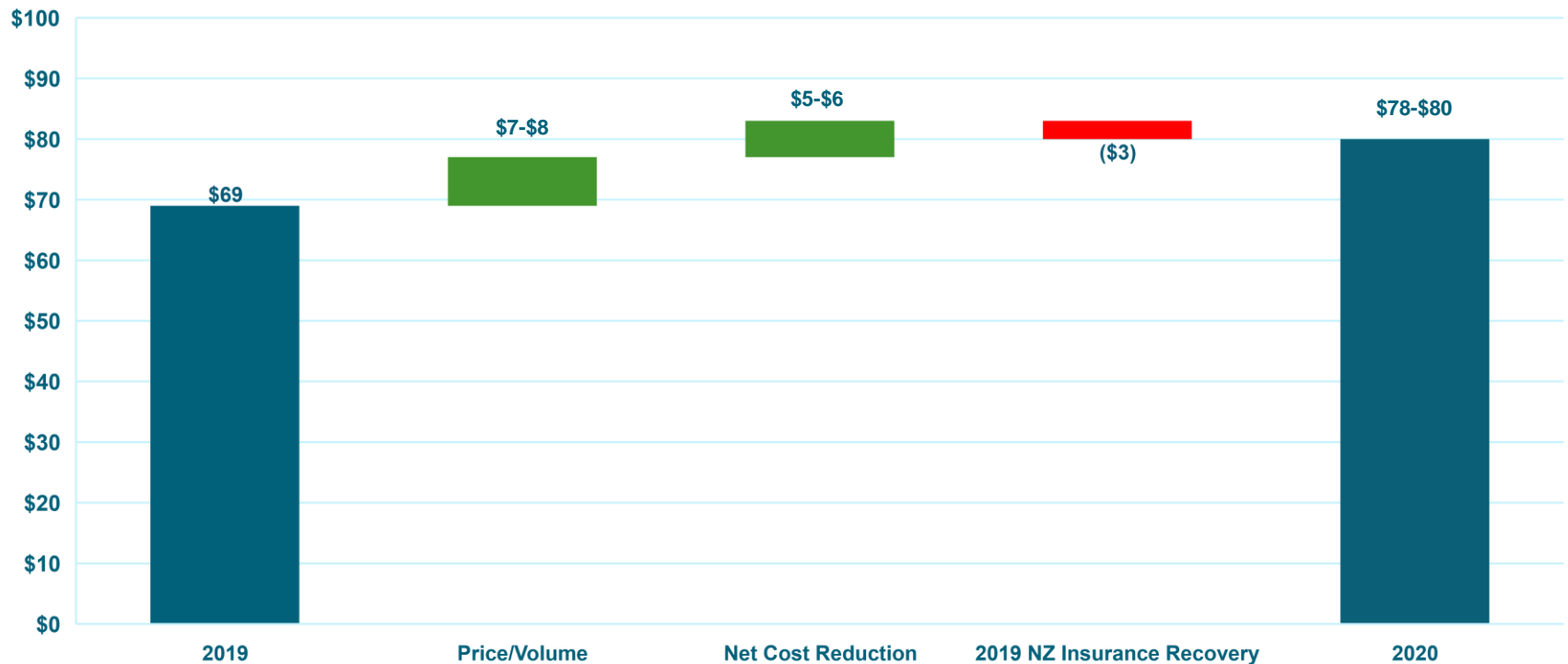
Adjusted EBITDA*
(\$ in millions)



* Excluding special charges

2020 Adjusted EBITDA Forecast: PC Market Share Gains; Lower Input Costs

Adjusted EBITDA*
(\$ in millions)



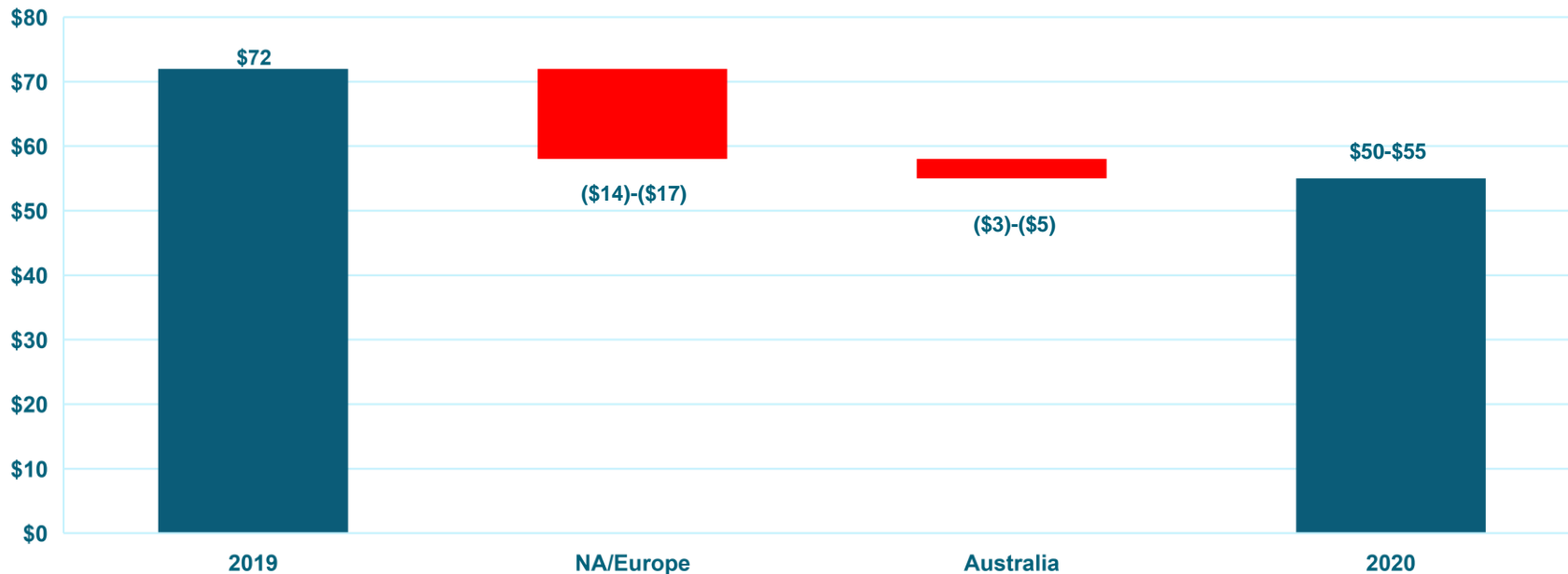
* Excluding special charges

2020 Adjusted EBITDA Forecast: CMC

Profitability In-Line; Delivering Solid Margin



Adjusted EBITDA*, excluding KJCC (\$ in millions)

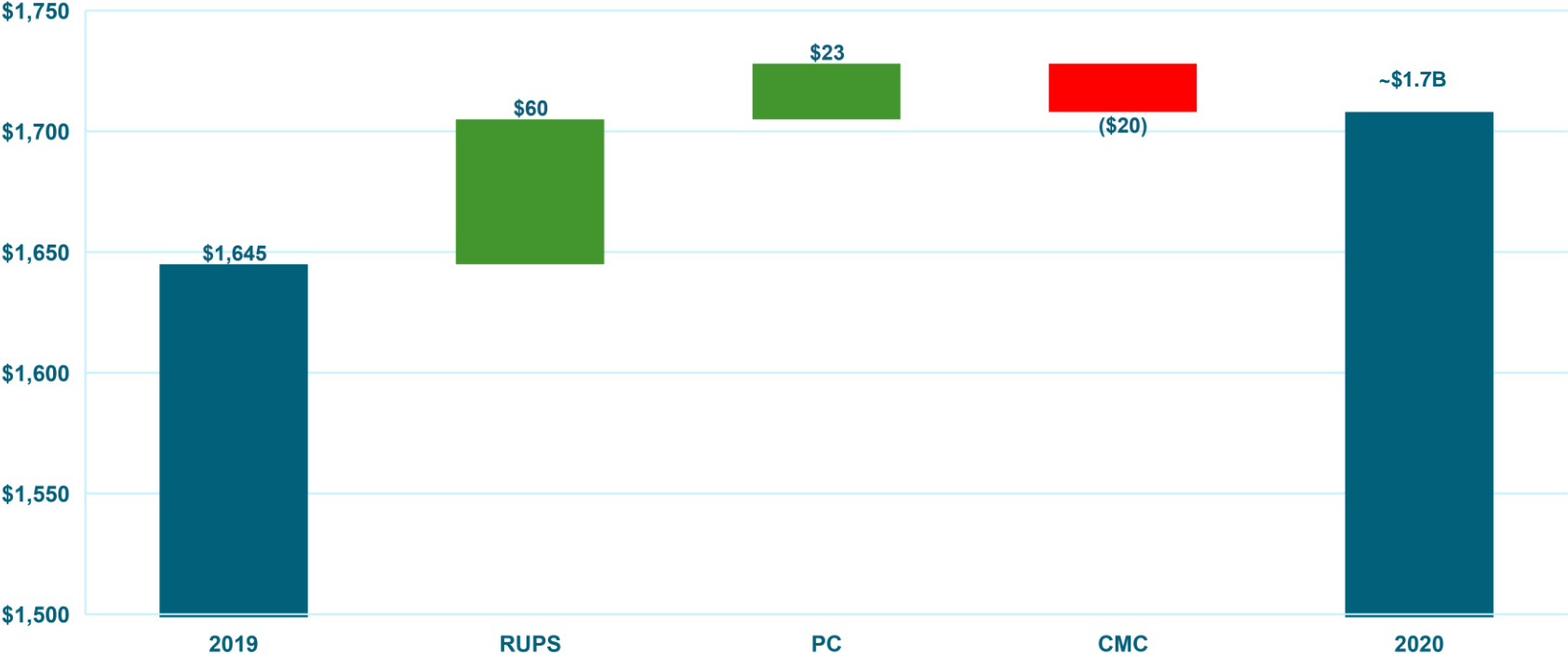


* Excluding special charges

2020 Sales Forecast of \$1.7B: Growth Driven by Wood-Preservation Businesses



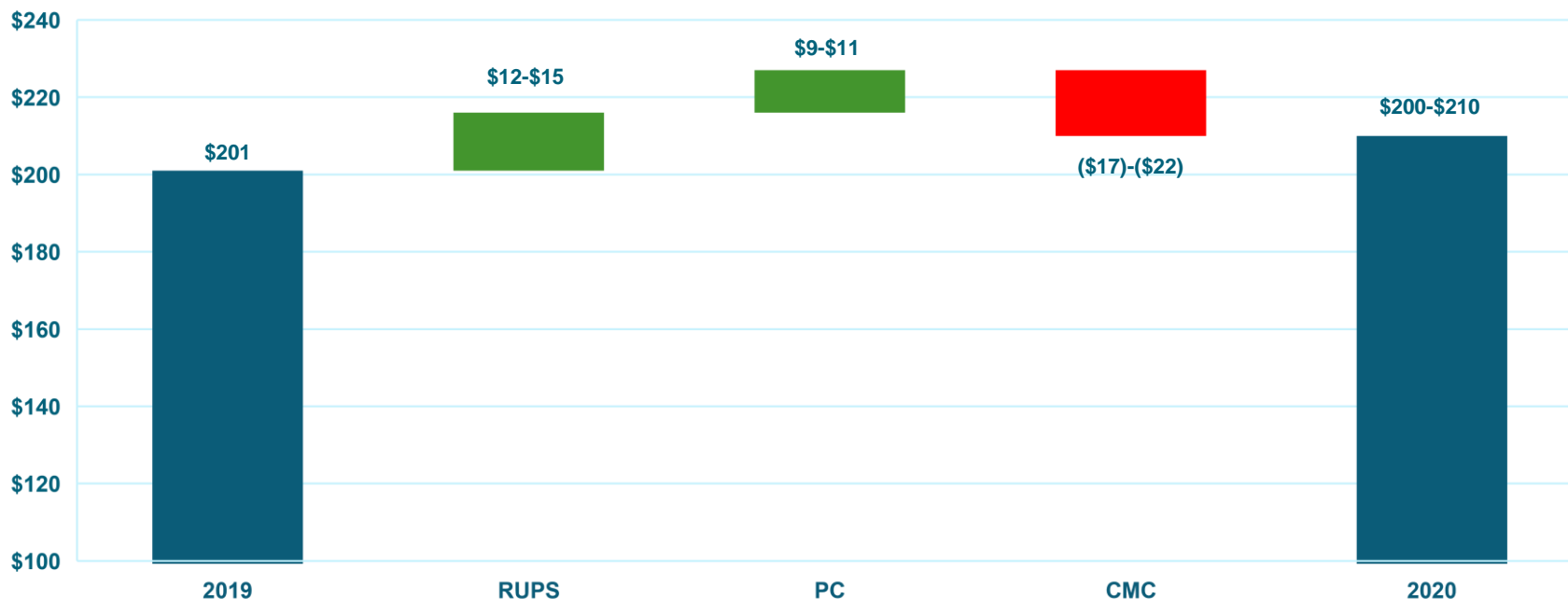
Sales, excluding KJCC (\$ in millions)



2020 Adjusted EBITDA Forecast: *Driving Higher Profitability; Right-Sizing CMC*



Adjusted EBITDA*, excluding KJCC (\$ in millions)



* Excluding special charges

Q&A Session

Appendix

Non-GAAP Measures and Guidance

This presentation includes unaudited “non-GAAP financial measures” as defined in Regulation G under the Securities Exchange Act of 1934, including adjusted EBITDA and net leverage ratio. Koppers believes that the presentation of non-GAAP financial measures such as adjusted EBITDA and net leverage ratio 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. In addition, the Board of Directors and executive management team use adjusted EBITDA as performance measures under the company's annual incentive plans.

Although Koppers believes that these non-GAAP financial measures enhance investors' understanding of its business and performance, these non-GAAP financial measures should not be considered an alternative to GAAP basis financial measures and should be read in conjunction with the relevant GAAP financial measure. Other companies in a similar industry may define or calculate these measures differently than the company, limiting their usefulness as comparative measures. Because of these limitations, these non-GAAP financial measures should not be considered in isolation from, or as substitutes for performance measures calculated in accordance with GAAP.

Koppers does not provide reconciliations of guidance for adjusted EBITDA and adjusted EPS to comparable GAAP measures, in reliance on the unreasonable efforts exception. Koppers is unable, without unreasonable efforts, to forecast certain items required to develop meaningful comparable GAAP financial measures. These items include restructuring, impairment, non-cash LIFO charges, acquisition-related costs, and non-cash mark-to-market commodity hedging that are difficult to predict in advance in order to include in a GAAP estimate and may be significant.

References to historical EBITDA herein means adjusted EBITDA, for which the company has provided calculations and reconciliations in the Appendix.

Unaudited Segment Information

	Three Months Ended December 31,		Year Ended December 31,	
	2019	2018	2019	2018
<i>(Dollars in millions)</i>				
Net sales:				
Railroad and Utility Products and Services	\$ 169.5	\$ 164.2	\$ 733.5	\$ 634.8
Performance Chemicals	104.6	99.3	448.3	420.0
Carbon Materials and Chemicals	119.1	161.9	591.0	655.4
Total	\$ 393.2	\$ 425.4	\$ 1,772.8	\$ 1,710.2
Operating profit (loss):				
Railroad and Utility Products and Services	\$ 4.0	\$ 0.0	\$ 35.8	\$ 5.9
Performance Chemicals	13.6	8.0	52.1	36.2
Carbon Materials and Chemicals	7.2	6.1	45.0	70.7
Corporate Unallocated	(0.5)	(0.5)	(2.1)	(2.4)
Total	\$ 24.3	\$ 13.6	\$ 130.8	\$ 110.4
Operating profit margin:				
Railroad and Utility Products and Services	2.4%	0.0%	4.9%	0.9%
Performance Chemicals	13.0%	8.1%	11.6%	8.6%
Carbon Materials and Chemicals	6.0%	3.8%	7.6%	10.8%
Total	6.2%	3.2%	7.4%	6.5%
Depreciation and amortization:				
Railroad and Utility Products and Services	\$ 5.0	\$ 4.9	\$ 19.4	\$ 17.7
Performance Chemicals	4.3	4.5	18.3	17.8
Carbon Materials and Chemicals	3.5	2.9	17.4	15.3
Total	\$ 12.8	\$ 12.3	\$ 55.1	\$ 50.8
Adjusted EBITDA⁽¹⁾:				
Railroad and Utility Products and Services	\$ 10.2	\$ 8.9	\$ 60.2	\$ 40.5
Performance Chemicals	14.4	13.9	68.6	62.2
Carbon Materials and Chemicals	14.8	24.2	83.2	119.4
Corporate Unallocated	(0.4)	(0.1)	(1.2)	(0.5)
Total	\$ 39.0	\$ 46.9	\$ 210.8	\$ 221.6
Adjusted EBITDA margin⁽²⁾:				
Railroad and Utility Products and Services	6.0%	5.4%	8.2%	6.4%
Performance Chemicals	13.8%	14.0%	15.3%	14.8%
Carbon Materials and Chemicals	12.4%	14.9%	14.1%	18.2%
Total	9.9%	11.0%	11.9%	13.0%

(1) The tables below describe the adjustments to EBITDA for the quarters and years ended December 31, 2019 and 2018, respectively.

(2) Adjusted EBITDA as a percentage of GAAP sales.

Unaudited Reconciliation of Operating Profit to EBITDA and Adjusted EBITDA*



(In millions)

	Three Months Ended December 31, 2019				
	RUPS	PC	CMC	Corporate Unallocated	Consolidated
Operating profit (loss)	\$ 4.0	\$ 13.6	\$ 7.2	\$ (0.5)	\$ 24.3
Other income (loss)	0.0	0.4	(0.5)	0.2	0.1
Depreciation and amortization	5.0	4.3	3.5	0.0	12.8
Depreciation in impairment and restructuring charges	0.0	0.0	0.8	0.0	0.8
EBITDA with noncontrolling interest	\$ 9.0	\$ 18.3	\$ 11.0	\$ (0.3)	\$ 38.0
Unusual items impacting EBITDA:					
CMC restructuring	0.0	0.0	5.4	0.0	5.4
Non-cash LIFO expense	1.1	0.0	(1.5)	0.0	(0.4)
Mark-to-market commodity hedging	0.0	(4.0)	0.0	0.0	(4.0)
Adjusted EBITDA	\$ 10.1	\$ 14.3	\$ 14.9	\$ (0.3)	\$ 39.0
Adj. EBITDA % of Consolidated Adj. EBITDA (excluding corporate unallocated)	25.7%	36.4%	37.9%		

*A reconciliation of segment net income to adjusted segment EBITDA is not available without unreasonable efforts as we do not measure net income at the segment level or use it as a measure of operating performance.

Unaudited Reconciliation of Operating Profit to EBITDA and Adjusted EBITDA*



(In millions)

Three Months Ended December 31, 2018

	Corporate				
	RUPS	PC	CMC	Unallocated	Consolidated
Operating profit (loss)	\$ 0.0	\$ 8.0	\$ 6.1	\$ (0.5)	\$ 13.6
Other income (loss)	(0.2)	0.0	1.8	0.2	1.8
Depreciation and amortization	4.9	4.5	2.9	0.0	12.3
Depreciation in impairment and restructuring charges	0.0	0.0	0.2	0.0	0.2
EBITDA with noncontrolling interest	\$ 4.7	\$ 12.5	\$ 11.0	\$ (0.3)	\$ 27.9
Unusual items impacting EBITDA:					
CMC restructuring	0.0	0.0	10.4	0.0	10.4
Non-cash LIFO expense	3.5	0.0	2.8	0.0	6.3
Mark-to-market commodity hedging	0.0	1.4	0.0	0.0	1.4
RUPS treating plant closures	0.8	0.0	0.0	0.0	0.8
Sale of specialty chemicals business	0.0	0.0	0.1	0.0	0.1
Adjusted EBITDA	\$ 9.0	\$ 13.9	\$ 24.3	\$ (0.3)	\$ 46.9
Adj. EBITDA % of Consolidated Adj. EBITDA (excluding corporate unallocated)	19.1%	29.4%	51.5%		

*A reconciliation of segment net income to adjusted segment EBITDA is not available without unreasonable efforts as we do not measure net income at the segment level or use it as a measure of operating performance.

Unaudited Reconciliation of Operating Profit to EBITDA and Adjusted EBITDA*



(In millions)

	Year Ended December 31, 2019				
	RUPS	PC	CMC	Corporate Unallocated	Consolidated
Operating profit (loss)	\$ 35.8	\$ 52.1	\$ 45.0	\$ (2.1)	\$ 130.8
Other income (loss)	(1.1)	2.2	(1.4)	0.9	0.6
Depreciation and amortization	19.4	18.3	17.4	0.0	55.1
Depreciation in impairment and restructuring charges	0.0	0.0	3.4	0.0	3.4
EBITDA with noncontrolling interest	\$ 54.1	\$ 72.6	\$ 64.4	\$ (1.2)	\$ 189.9
Unusual items impacting net income:					
CMC restructuring	0.0	0.0	19.8	0.0	19.8
Non-cash LIFO expense	5.7	0.0	(1.2)	0.0	4.5
RUPS treating plant closures	0.5	0.0	0.0	0.0	0.5
Mark-to-market commodity hedging	0.0	(3.9)	0.0	0.0	(3.9)
Adjusted EBITDA	\$ 60.3	\$ 68.7	\$ 83.0	\$ (1.2)	\$ 210.8
Adj. EBITDA % of Consolidated Adj. EBITDA (excluding corporate unallocated)	28.4%	32.4%	39.2%		

*A reconciliation of segment net income to adjusted segment EBITDA is not available without unreasonable efforts as we do not measure net income at the segment level or use it as a measure of operating performance.

Unaudited Reconciliation of Operating Profit to EBITDA and Adjusted EBITDA*



(In millions)

	Year Ended December 31, 2018				
	RUPS	PC	CMC	Corporate Unallocated	Consolidated
Operating profit (loss)	\$ 5.9	\$ 36.2	\$ 70.7	\$ (2.4)	\$ 110.4
Other income (loss)	(0.2)	2.4	1.9	(3.4)	0.7
Depreciation and amortization	17.7	17.8	15.3	0.0	50.8
Depreciation in impairment and restructuring charges	0.0	0.0	4.0	0.0	4.0
EBITDA with noncontrolling interest	\$ 23.4	\$ 56.4	\$ 91.9	\$ (5.8)	\$ 165.9
Unusual items impacting net income:					
CMC restructuring	0.0	0.0	22.7	0.0	22.7
Non-cash LIFO expense	8.7	0.0	3.9	0.0	12.6
Mark-to-market commodity hedging	0.0	6.9	0.0	0.0	6.9
UIP inventory purchase accounting adjustment	6.0	0.0	0.0	0.0	6.0
Acquisition closing costs	0.0	0.0	0.0	3.1	3.1
Contract buyout	1.6	0.0	0.0	0.0	1.6
Pension settlement	0.0	(1.1)	0.0	2.2	1.1
Sale of specialty chemicals business	0.0	0.0	0.9	0.0	0.9
RUPS treating plant closures	0.8	0.0	0.0	0.0	0.8
Adjusted EBITDA	\$ 40.5	\$ 62.2	\$ 119.4	\$ (0.5)	\$ 221.6
Adj. EBITDA % of Consolidated Adj. EBITDA (excluding corporate unallocated)	18.2%	28.0%	53.8%		

*A reconciliation of segment net income to adjusted segment EBITDA is not available without unreasonable efforts as we do not measure net income at the segment level or use it as a measure of operating performance.

Unaudited Reconciliation of Net Income to EBITDA and Adjusted EBITDA*



(In millions)

	<i>Three Months Ended December 31,</i>		<i>Year Ended December 31,</i>	
	<i>2019</i>	<i>2018</i>	<i>2019</i>	<i>2018</i>
Net income (loss)	\$ 20.2	\$ (2.4)	\$ 67.4	\$ 29.2
Interest expense	14.3	16.2	62.5	56.3
Depreciation and amortization	12.8	12.3	55.1	54.8
Depreciation in impairment and restructuring charges	0.8	0.0	3.4	0.0
Income taxes	(10.1)	1.6	1.4	26.0
Income (loss) from discontinued operations	0.0	0.0	0.1	(0.4)
EBITDA with noncontrolling interests	38.0	27.7	189.9	165.9
Unusual items impacting net income				
Impairment, restructuring and plant closure costs	5.4	11.3	20.5	23.5
Non-cash LIFO expense	(0.4)	6.3	4.5	12.6
Mark-to-market commodity hedging	(4.0)	1.4	(4.1)	6.9
UIP inventory purchase accounting adjustment	0.0	0.0	0.0	6.0
Acquisition closing costs	0.0	0.1	0.0	3.1
Contract buyout	0.0	0.0	0.0	1.6
Sale of land	0.0	0.0	0.0	1.1
Sale of specialty chemical business	0.0	0.1	0.0	0.9
Total adjustments	1.0	19.2	20.9	55.7
Adjusted EBITDA	\$ 39.0	\$ 46.9	\$ 210.8	\$ 221.6

*A reconciliation of segment net income to adjusted segment EBITDA is not available without unreasonable efforts as we do not measure net income at the segment level or use it as a measure of operating performance.

Unaudited Reconciliation of Net Income to EBITDA and Adjusted EBITDA*



	Year Ended December 31,					
	2019	2018	2017	2016	2015	2014
Net income	\$ 67.4	\$ 29.2	\$ 30.5	\$ 27.7	\$ (76.0)	\$ (39.4)
Interest expense	62.6	56.3	55.8	50.8	50.7	39.1
Depreciation and amortization	58.5	54.8	62.8	60.5	59.0	44.0
Income tax provision	1.4	26.0	29.0	11.4	(4.2)	34.1
Income (loss) from discontinued operations	0.0	(0.4)	0.8	(0.6)	0.1	(0.6)
EBITDA	189.9	165.9	178.9	149.8	29.6	77.2
Unusual items impacting net income:						
Impairment, restructuring and plant closure	20.4	23.5	15.9	33.2	122.0	30.8
Non-cash LIFO (benefit) expense	4.5	12.6	(0.5)	(9.5)	0.2	1.2
Mark-to-market commodity hedging	(4.0)	6.9	(3.5)	(1.7)	0.7	0.0
UIP inventory purchase accounting adjustment	0.0	6.0	0.0	0.0	0.0	0.0
Acquisition closing costs	0.0	3.1	0.0	0.0	0.0	0.0
Contract buyout	0.0	1.6	0.0	0.0	0.0	0.0
Sale of land	0.0	1.1	0.0	0.0	0.0	0.0
Sale of specialty chemicals business	0.0	0.9	0.0	0.0	0.0	0.0
Net loss (gain) on sale of business	0.0	0.0	0.0	1.7	(2.3)	0.0
Reimbursement of environmental costs	0.0	0.0	(0.4)	(2.7)	0.0	0.0
Escrow recovery	0.0	0.0	0.0	(1.0)	0.0	0.0
Pension settlement charge	0.0	0.0	10.0	4.4	0.0	0.0
Osmose acquisition costs	0.0	0.0	0.0	0.0	0.0	7.1
Adjusted EBITDA with noncontrolling interests	\$ 210.8	\$ 221.6	\$ 200.4	\$ 174.2	\$ 150.2	\$ 116.3
KJCC Adjusted EBITDA	9.7	29.8	11.8	4.5	(3.2)	(6.9)
Adjusted EBITDA excluding KJCC	\$ 201.1	\$ 191.8	\$ 188.6	\$ 169.7	\$ 153.4	\$ 123.2

*A reconciliation of segment net income to adjusted segment EBITDA is not available without unreasonable efforts as we do not measure net income at the segment level or use it as a measure of operating performance.

Unaudited Reconciliation of Net Income to EBITDA and Adjusted EBITDA*



	<i>Year Ended December 31,</i>					
	<i>2019</i>	<i>2018</i>	<i>2017</i>	<i>2016</i>	<i>2015</i>	<i>2014</i>
Adjusted EBITDA with noncontrolling interests	\$ 210.8	\$ 221.6	\$ 200.4	\$ 174.2	\$ 150.2	\$ 116.3
Proforma adjusted EBITDA from acquisitions	0.0	4.1	0.0	0.0	0.0	50.8
Proforma adjusted EBITDA with noncontrolling interests	<u>\$ 210.8</u>	<u>\$ 225.7</u>	<u>\$ 200.4</u>	<u>\$ 174.2</u>	<u>\$ 150.2</u>	<u>\$ 167.1</u>

*A reconciliation of segment net income to adjusted segment EBITDA is not available without unreasonable efforts as we do not measure net income at the segment level or use it as a measure of operating performance.

Unaudited Reconciliation of Total Debt To Net Debt and Net Leverage Ratio



	Year Ended December 31,						
	2019	Proforma 2018	2018	2017	2016	2015	Proforma 2014
Total Debt	\$ 901.2	\$ 990.4	\$ 990.4	\$ 677.0	\$ 662.4	\$ 722.3	\$ 850.5
Less: Cash	33.0	40.6	40.6	60.3	20.8	21.8	0.0
Net Debt	\$ 868.2	\$ 949.8	\$ 949.8	\$ 616.7	\$ 641.6	\$ 700.5	\$ 850.5
Adjusted EBITDA	\$ 210.8	\$ 225.7	\$ 221.6	\$ 200.4	\$ 174.2	\$ 150.2	\$ 167.1
Net Leverage Ratio	4.1	4.2	4.3	3.1	3.7	4.7	5.1

Koppers Holdings Inc.

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Koppers is an integrated global provider of treated wood products, wood treatment chemicals and carbon compounds for the railroad, specialty chemical, utility, residential lumber, agriculture, aluminum, steel, rubber, and construction industries. Headquartered in Pittsburgh, Pennsylvania, we serve our customers through a comprehensive global manufacturing and distribution network, with facilities located in North America, South America, Australasia, China and Europe.

Stock Exchange Listing

NYSE: KOP

Investor Relations and Media Information

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Koppers is a member of the
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