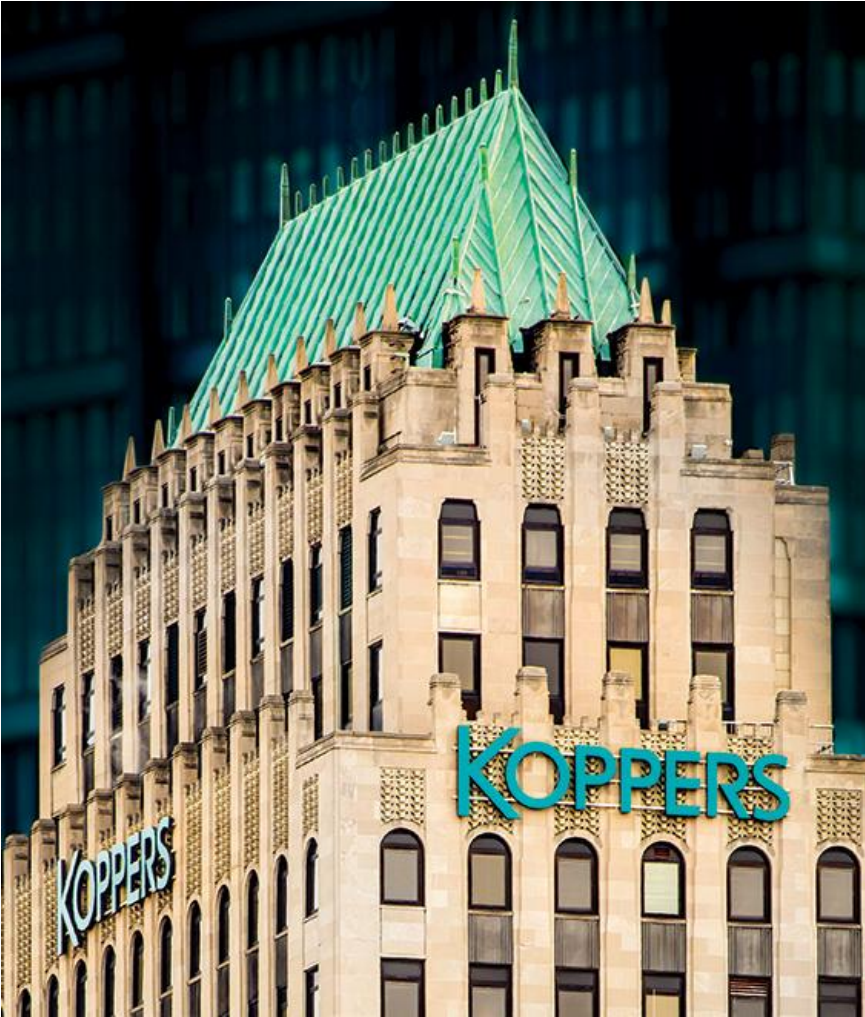


# Fourth Quarter 2014 Earnings Call



**RESPONSIBLE CARE**<sup>®</sup>  
OUR COMMITMENT TO SUSTAINABILITY

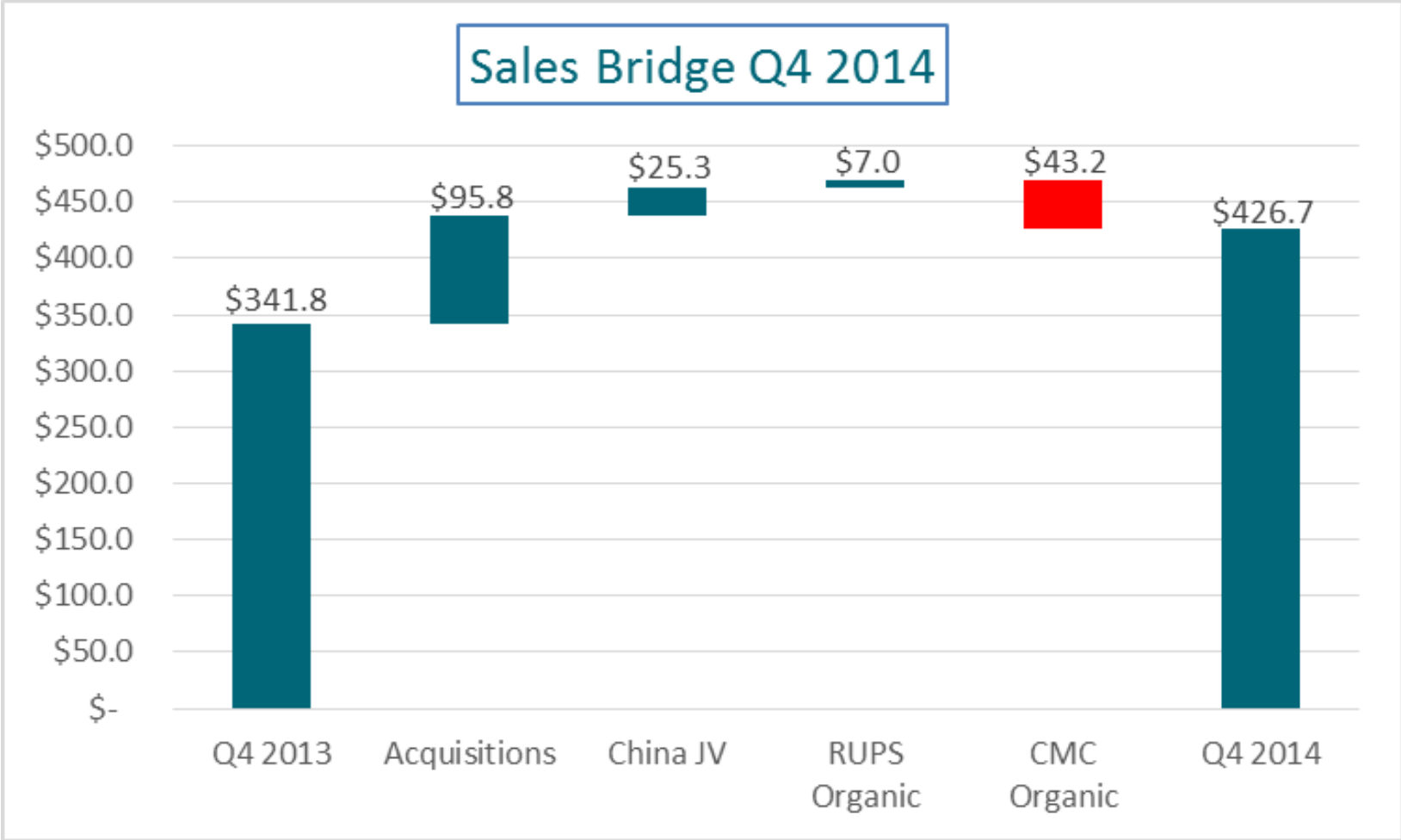
February 26, 2015

# Forward Looking Statement

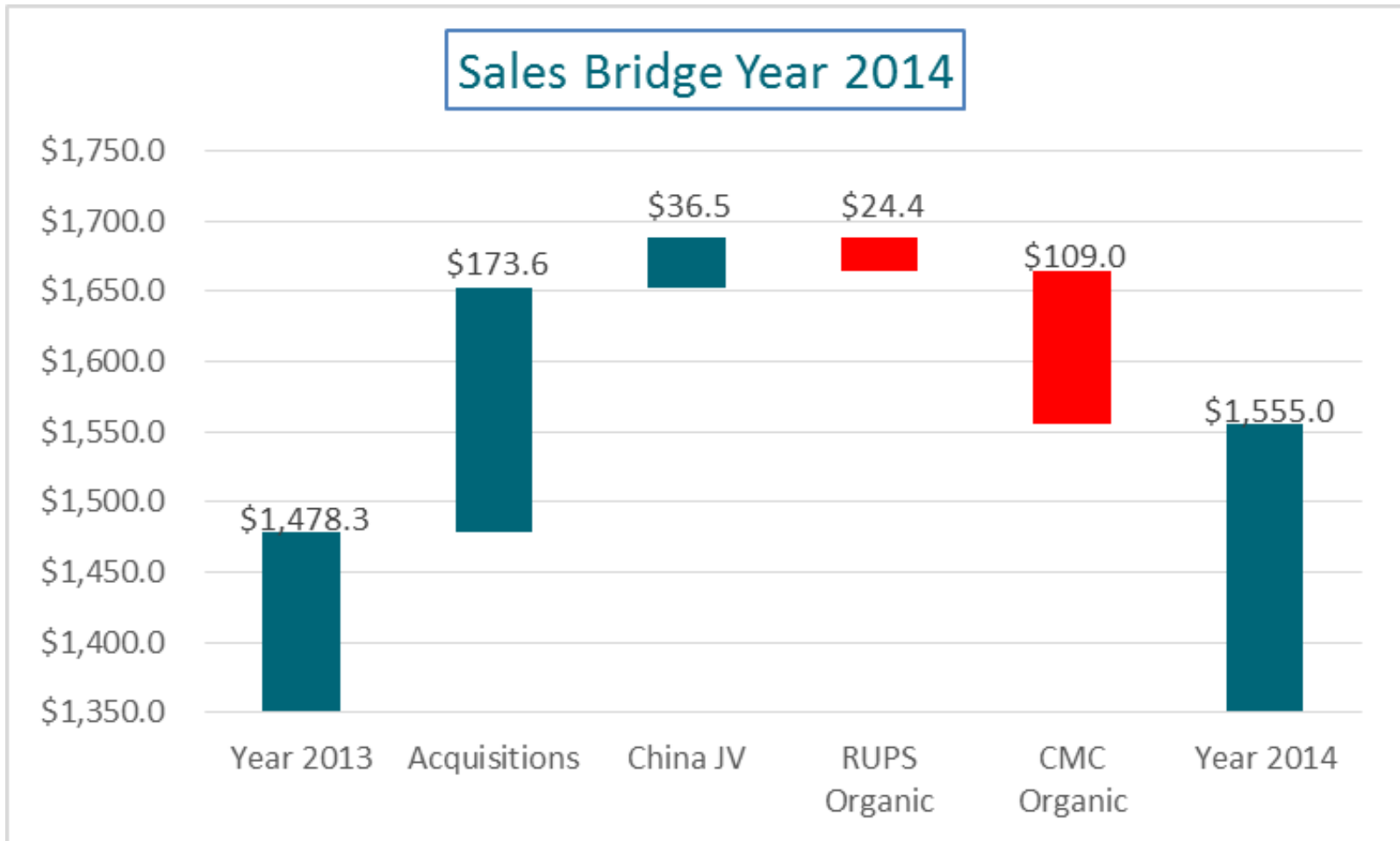


Certain statements in this presentation are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 and may include, but are not limited to, statements about sales levels, restructuring, profitability and anticipated synergies, expenses and cash outflows. 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," "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; the required financing for the acquisition may not be obtained on the proposed terms and schedule; 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.

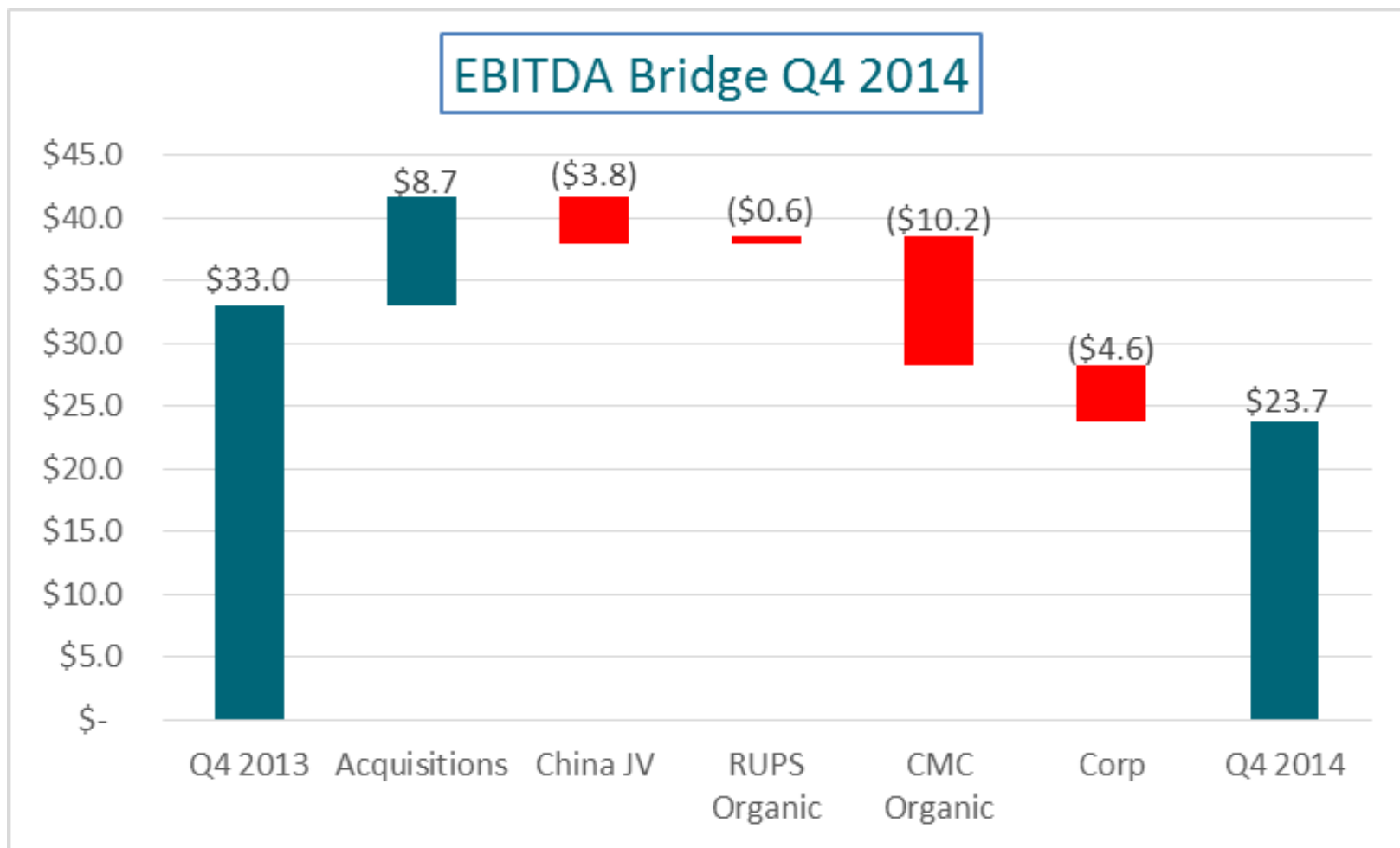
# Q4 Sales Positively Impacted by Acquisitions....



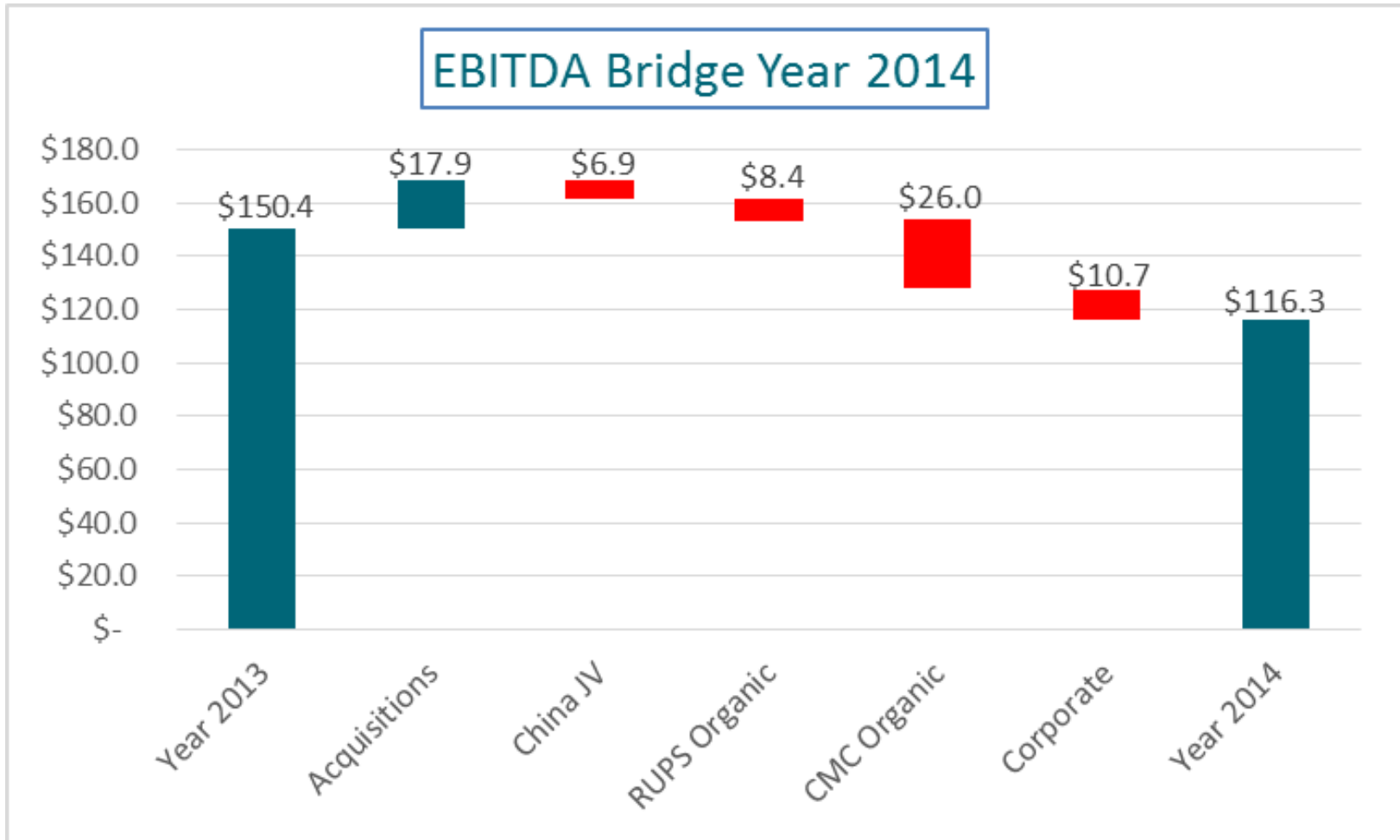
# Year 2014 Sales Also Positively Impacted by Acquisitions....



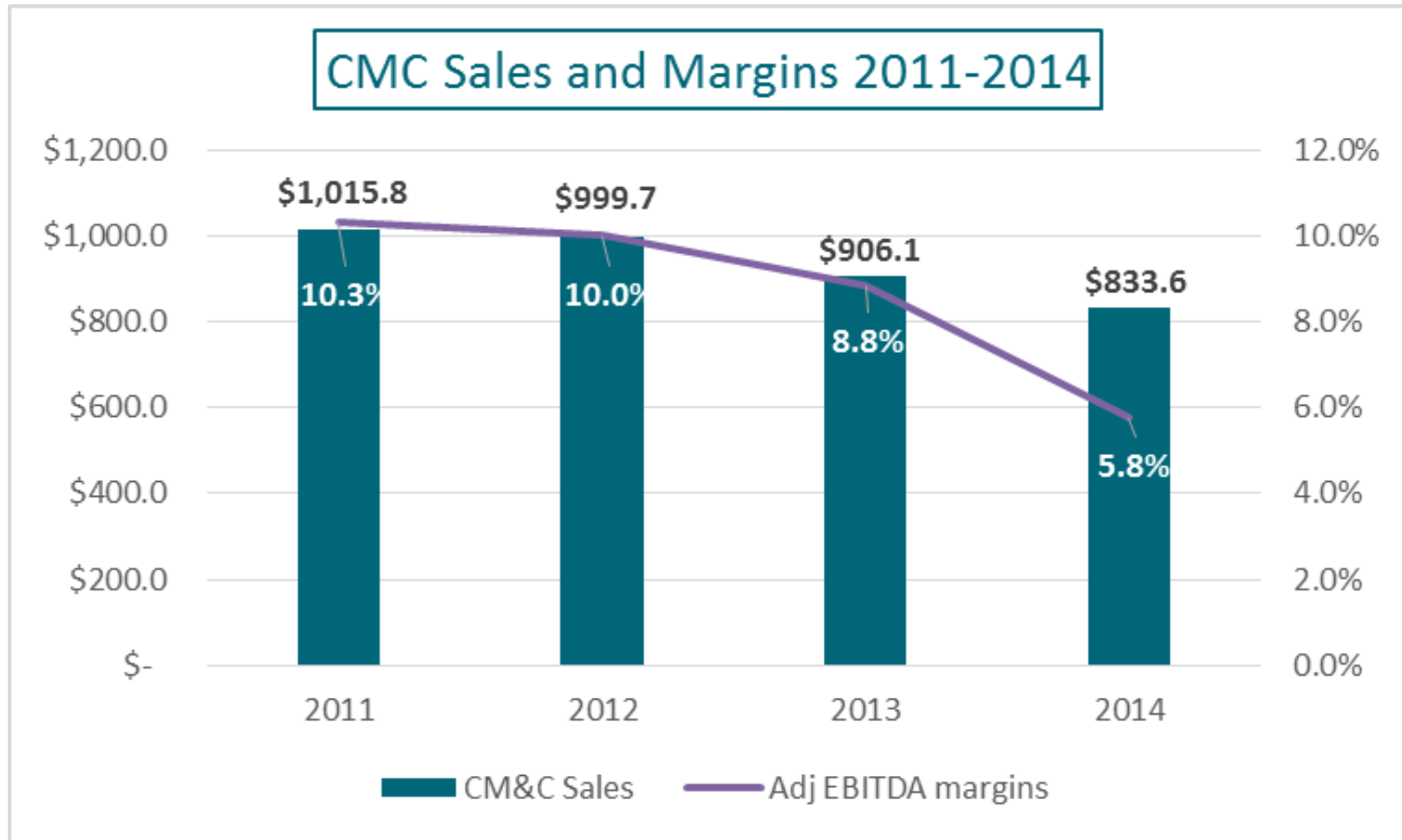
# ....But Q4 EBITDA Negatively Impacted by Oil



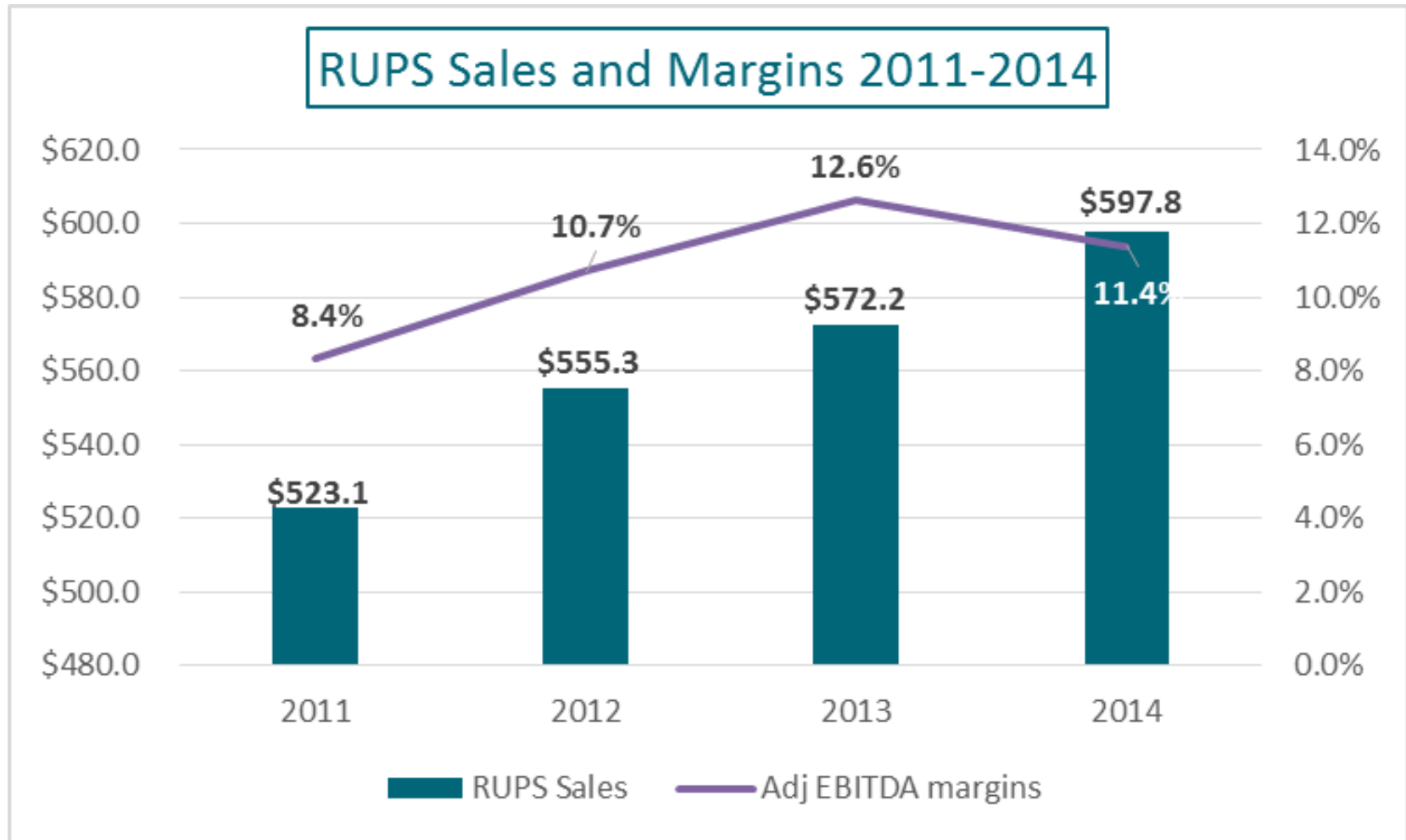
# ....But EBITDA for Year 2014 Negatively Impacted by CMC Challenges



# CMC sales and margins have been in decline since 2011....

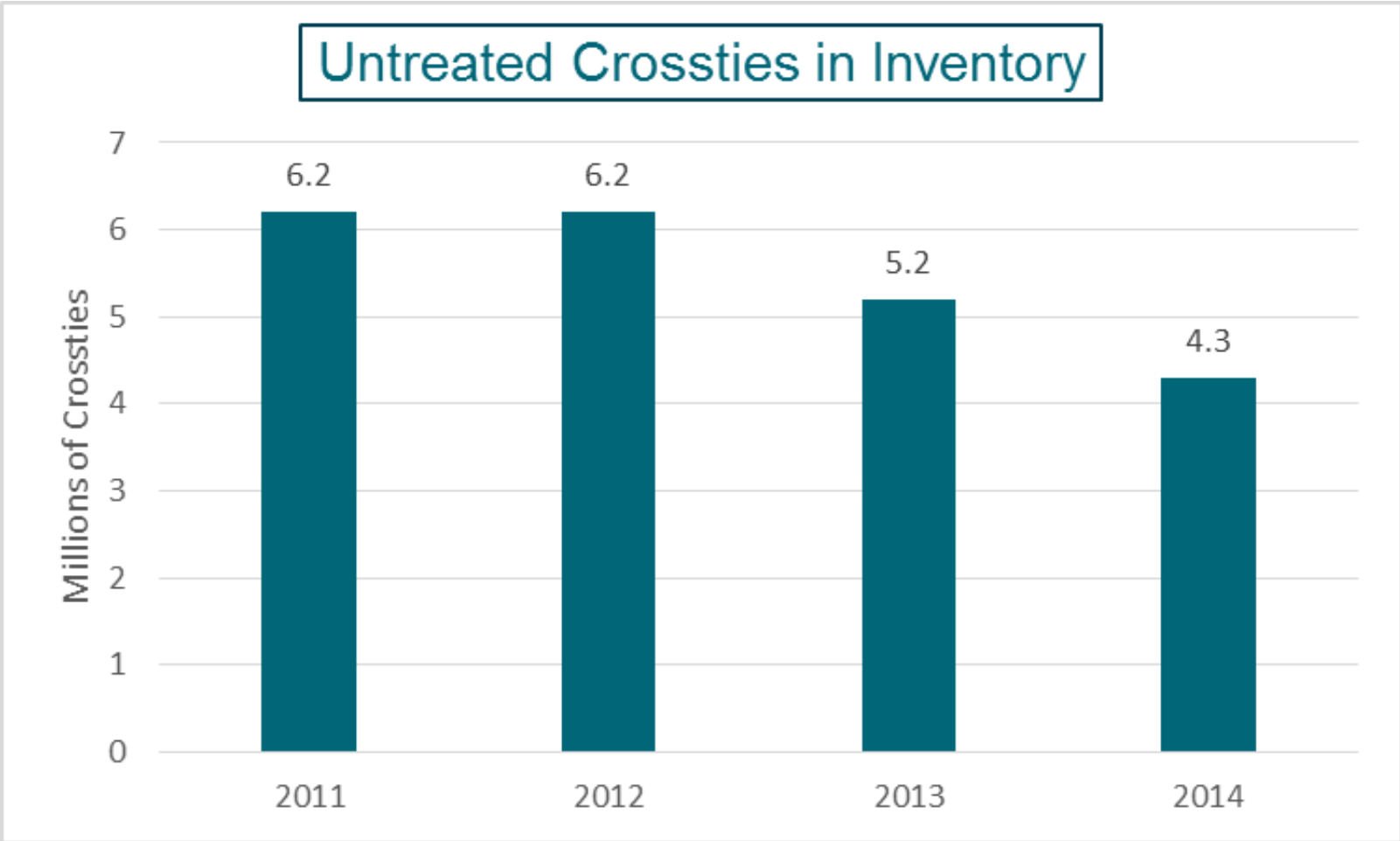


# ....but RUPS has significantly improved sales and margins since 2011

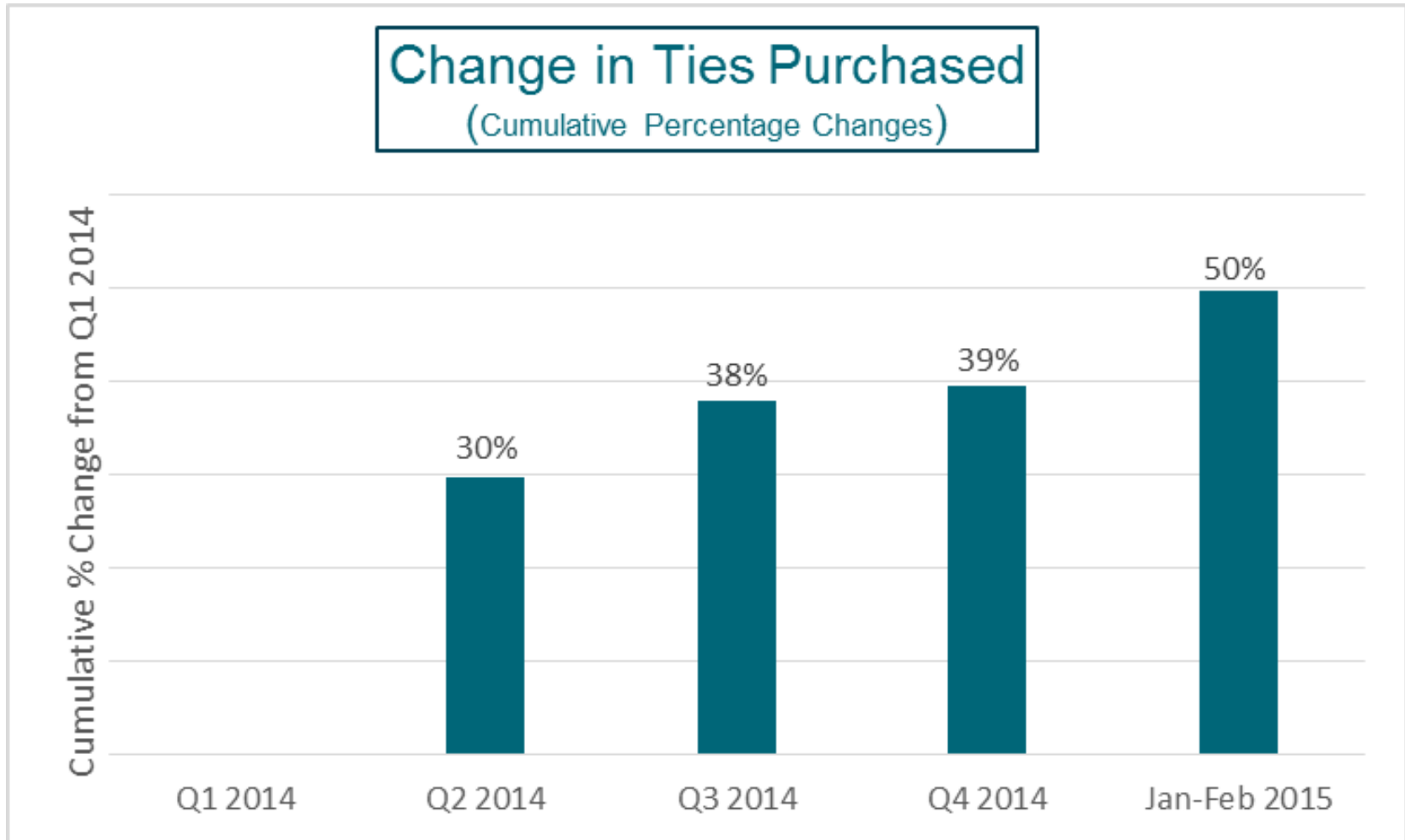




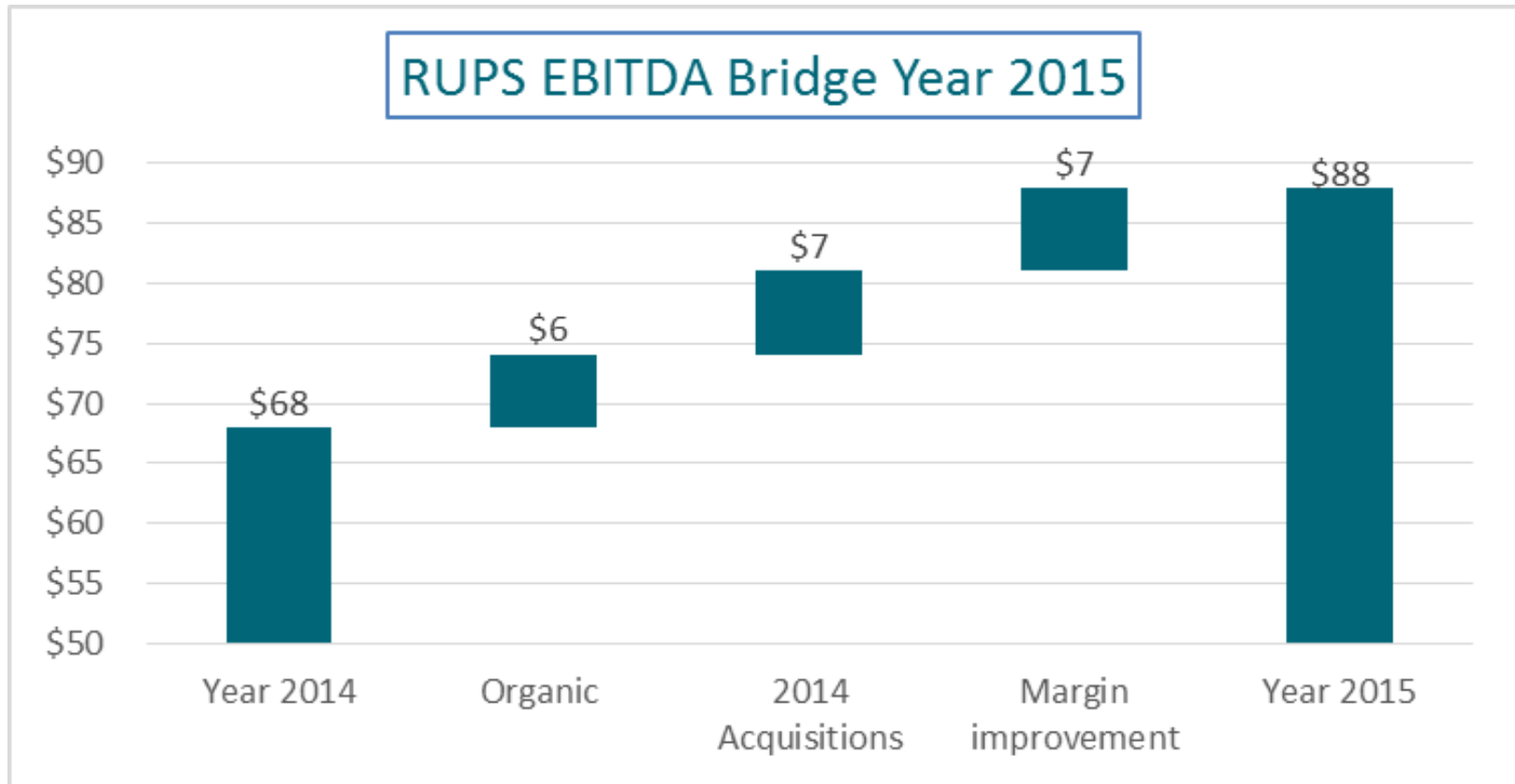
# Crosstie inventories have been reduced.....



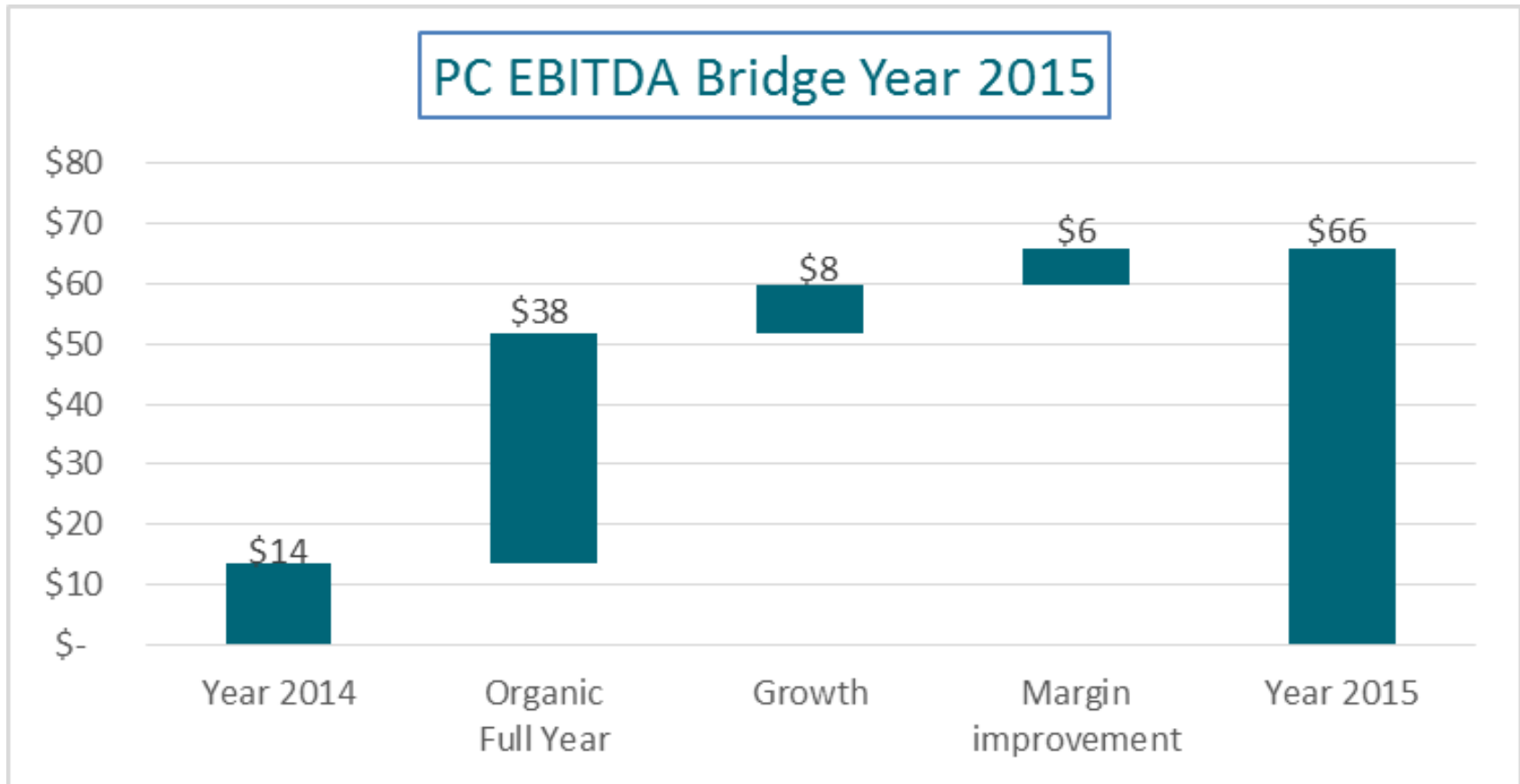
.....but purchases continue to increase



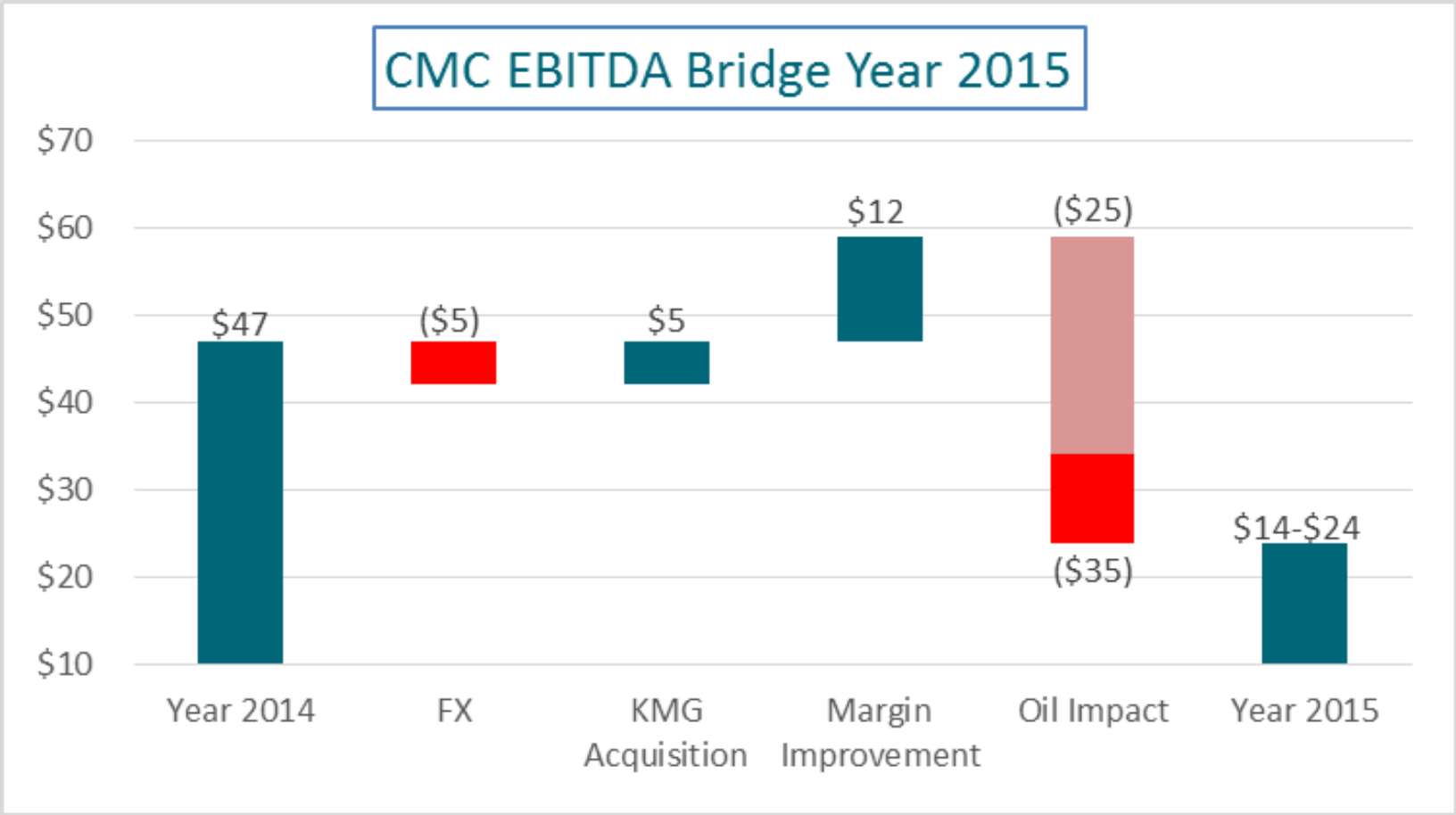
# RUPS should improve by \$20 million



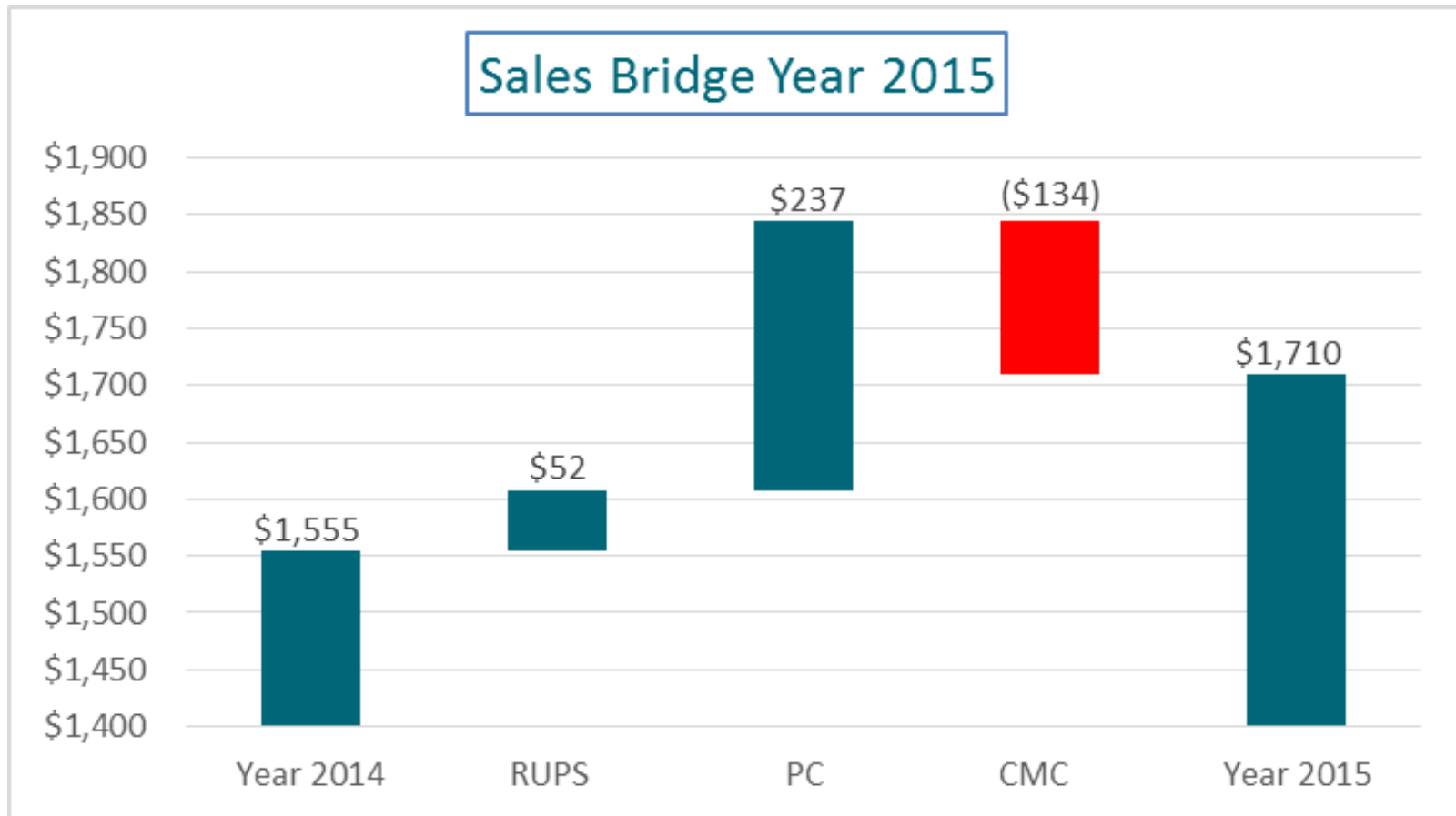
# PC should improve by \$52 million



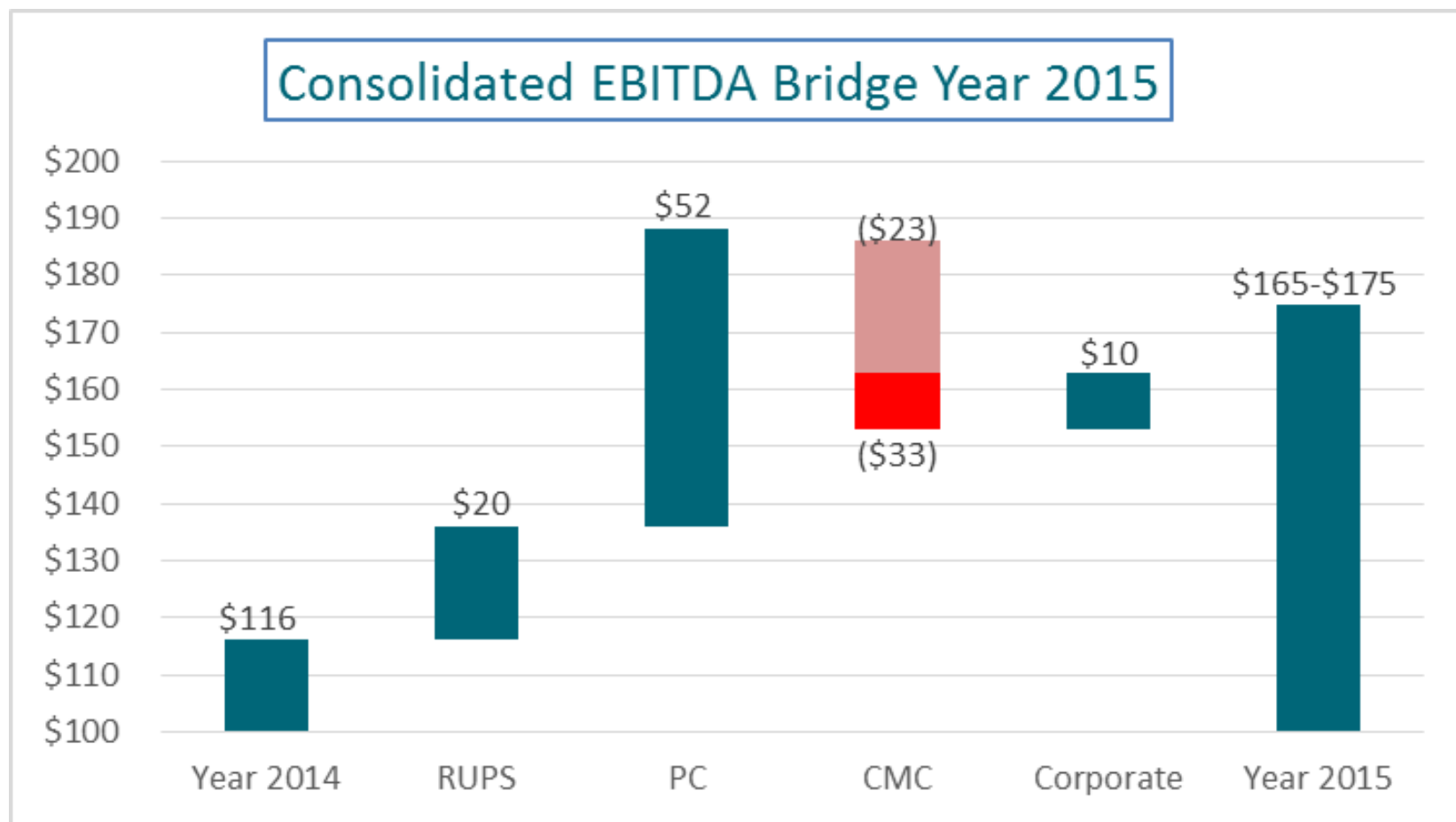
# CMC expected to be \$23-33 million lower driven by oil prices



# Year 2015 sales expected to be \$1.7B



# 2015 Consolidated EBITDA expected to be in \$165-175 million range



# Appendix



# Carbon Materials and Chemicals EBITDA Reconciliation



(not restated for discontinued operations)

(\$ in millions)

Years Ended December 31	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>
<b>Operating profit</b>	\$ 45.4	\$ 83.1	\$ 43.9	\$ (5.3)
Allocated corporate operating profit	(0.6)	(0.8)	—	—
Depreciation and amortization, including impairment	39.8	17.4	30.7	29.7
Other income	0.2	0.4	1.3	(1.9)
<b>EBITDA</b>	<b>84.8</b>	<b>100.1</b>	<b>75.9</b>	<b>22.5</b>
Unusual items impacting net income				
Sale of technology rights	(0.9)	—	—	—
Closure of carbon black facility in Australia	20.8	—	—	—
Closure of Uithoorn, the Netherlands tar facility	—	—	0.8	19.6
North American restructuring project	—	—	—	5.6
Storage tank and railcar cleaning costs	—	—	3.4	—
Other facility closure costs	—	—	—	0.6
LIFO	—	—	—	(1.1)
<b>Adjusted EBITDA</b>	<b>\$ 104.7</b>	<b>\$ 100.1</b>	<b>\$ 80.1</b>	<b>\$ 47.2</b>

*Note: Koppers believes that adjusted EBITDA provides 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 this non-GAAP measure enhances investors' understanding of its business and performance, this non-GAAP financial measure should not be considered an alternative to GAAP basis financial measures.*

# RUPS EBITDA Reconciliation



(\$ in millions)

Years Ended December 31	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>
<b>Operating profit</b>	<b>\$34.8</b>	<b>\$45.1</b>	<b>\$58.3</b>	<b>\$53.6</b>
Allocated corporate operating profit	(0.6)	(0.8)	–	–
Depreciation and amortization	9.0	10.8	11.5	11.9
Other income	0.5	1.5	1.6	(0.1)
<b>EBITDA</b>	<b>\$43.7</b>	<b>\$56.6</b>	<b>\$71.4</b>	<b>\$65.4</b>
Sale of technology rights	–	–	–	–
Closure of Grenada, MS wood treating facility	–	2.8	2.6	0.3
Sale of Hume, Australia wood treating facility	–	–	(1.8)	–
Other facility closure costs	–	–	–	–
LIFO	–	–	–	2.3
<b>Adjusted EBITDA</b>	<b>\$43.7</b>	<b>\$59.4</b>	<b>\$72.2</b>	<b>\$68.0</b>

*Note: Koppers believes that adjusted EBITDA provides 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 this non-GAAP measure enhances investors' understanding of its business and performance, this non-GAAP financial measure should not be considered an alternative to GAAP basis financial measures.*