

HARSCO
Insight onsite.™



Q4 2014 Results and 2015 Outlook

Conference Call
February 26, 2014

Administrative Items

Conference Call and Access to Information

More information on Harsco's quarterly earnings, including the Company's earnings press release issued today and this presentation, is available on the Investor Relations portion of Harsco's website. Company management will discuss the Company's financial performance during a conference call today at 9:00 a.m. (ET). Both the presentation and access to the call are available at <http://investors.harsco.com>. A replay can also be accessed on the site for up to three months after the call.

Safe Harbor

The nature of the Company's business and the many countries in which it operates subject it to changing economic, competitive, regulatory and technological conditions, risks and uncertainties. In accordance with the "safe harbor" provisions of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, the Company provides the following cautionary remarks regarding important factors that, among others, could cause future results to differ materially from the results contemplated by forward-looking statements, including the expectations and assumptions expressed or implied herein. Forward-looking statements contained herein could include, among other things, statements about management's confidence in and strategies for performance; expectations for new and existing products, technologies and opportunities; statements made regarding Project Orion and Outlook for 2015; and expectations regarding growth, sales, cash flows, and earnings. Forward-looking statements can be identified by the use of such terms as "may," "could," "expect," "will," "anticipate," "intend," "believe," "likely," "estimate," "plan" or other comparable terms. Factors that could cause actual results to differ, perhaps materially, from those implied by forward-looking statements include, but are not limited to: (1) changes in the worldwide business environment in which the Company operates, including general economic conditions; (2) changes in currency exchange rates, interest rates, commodity and fuel costs and capital costs; (3) changes in the performance of equity and bond markets that could affect, among other things, the valuation of the assets in the Company's pension plans and the accounting for pension assets, liabilities and expenses; (4) changes in governmental laws and regulations, including environmental, occupational health and safety, tax and import tariff standards; (5) market and competitive changes, including pricing pressures, market demand and acceptance for new products, services and technologies; (6) the Company's inability or failure to protect its intellectual property rights from infringement in one or more of the many countries in which the Company operates; (7) failure to effectively prevent, detect or recover from breaches in the Company's cybersecurity infrastructure; (8) unforeseen business disruptions in one or more of the many countries in which the Company operates due to political instability, civil disobedience, armed hostilities, public health issues or other calamities; (9) disruptions associated with labor disputes and increased operating costs associated with union organization; (10) the seasonal nature of the Company's business; (11) the Company's ability to successfully enter into new contracts and complete new acquisitions or strategic ventures in the time-frame contemplated, or at all; (12) the integration of the Company's strategic acquisitions; (13) the amount and timing of repurchases of the Company's common stock, if any; (14) the prolonged recovery in global financial and credit markets and economic conditions generally, which could result in the Company's customers curtailing development projects, construction, production and capital expenditures which, in turn, could reduce the demand for the Company's products and services and, accordingly, the Company's revenues, margins and profitability; (15) the outcome of any disputes with customers, contractors and subcontractors; (16) the financial condition of the Company's customers, including the ability of customers (especially those that may be highly leveraged and those with inadequate liquidity) to maintain their credit availability; (17) the Company's ability to successfully implement and receive the expected benefits of cost-reduction and restructuring initiatives, including the achievement of expected cost savings in the expected time frame; (18) the ability to successfully implement the Company's strategic initiatives and portfolio optimization and the impact of such initiatives, such as Project Orion; (19) the ability of the Brand Energy strategic venture to effectively integrate the Company's Infrastructure business and the Brand Energy & Infrastructure Services business and realize the synergies contemplated by the transaction; (20) the Company's ability to realize cost savings from the divestiture of the Infrastructure business, as well as the transaction being accretive to earnings and improving operating margins and return on capital; (21) the amount ultimately realized from the Company's exit from the Brand Energy strategic venture and the timing of such exit; (22) risk and uncertainty associated with intangible assets; and (23) other risk factors listed from time to time in the Company's SEC reports. A further discussion of these, along with other potential risk factors, can be found in Part I, Item 1A, "Risk Factors," of this Annual Report on Form 10-K. The Company cautions that these factors may not be exhaustive and that many of these factors are beyond the Company's ability to control or predict. Accordingly, forward-looking statements should not be relied upon as a prediction of actual results. The Company undertakes no duty to update forward-looking statements except as may be required by law.

Non-GAAP Measures

Throughout the Company's call and this presentation, the Company refers to certain non-GAAP measures, including, without limitation, adjusted operating income (loss) from continuing operations, adjusted operating income margin, adjusted diluted earnings per share from continuing operations, return on invested capital and free cash flow. For a reconciliation of non-GAAP measures to U.S. GAAP results and the Company's rationale for its usage of non-GAAP measures, see the Company's earnings press release issued today, and the Appendix in this presentation.



Built talented, dedicated leadership team



Launched turnaround plan for Metals & Minerals (“Project Orion”)



Increased international and aftermarket parts exposure in Rail



Executed M&A strategy to grow Rail and Industrial



Value of stake in Brand Energy JV grew during the year



Improved Health & Safety performance

CEO Perspective – Looking Forward

- Notable improvements in EPS, free cash flow and ROIC anticipated in 2015
- Broad initiatives of Project Orion improve long-term outlook for Metals & Minerals
- Rail momentum aided by pipeline of large, international contracts
- Industrial addressing market challenges in 2015 via efficiency improvements
- Cash flow in Brand Energy JV to remain strong
- M&A strategy focused on balancing asset portfolio
- Committed to dividend

Q4 2014 Financial Summary – Key Performance Indicators ⁽¹⁾

(\$ - millions, except EPS)

	Fourth Quarter	Change vs. 2013	
		\$	%
Revenues	492	(14)	(3)%
Adjusted Operating Income	29	(1)	(4)%
% of Sales	5.9%		(8)bps
Adjusted Diluted Earnings Per Share	\$0.07	\$(0.13)	(65)%
Free Cash Flow	(25)	(7)	(42)%
ROIC (LTM)	6.6%		60bps

- ❑ **Q4 adjusted operating income within expected range or guidance of \$28-33M; also comparable to prior year**
- ❑ **Higher Industrial earnings and lower Corporate costs versus Q4 2013 offset by lower adjusted income in Rail and Metals & Minerals**
- ❑ **Adjusted EPS impacted by Brand Energy JV loss of \$3M due to FX translation and restructuring**
- ❑ **Free cash flow exceeded expectation due to under spending of capital and working capital improvements**
- ❑ **ROIC trended positively to 6.6%**

(1) Excludes special items and Infrastructure segment results.

FY 2014 Financial Summary – Key Performance Indicators ⁽¹⁾

	2014	Change vs. 2013	
		\$	%
Revenues	2,066	55	3%
Adjusted Operating Income	153	nmf	nmf
% of Sales	7.4%		(18)bps
Adjusted Diluted Earnings Per Share	\$0.72	\$(0.15)	(17)%
Free Cash Flow	52	32	162%
ROIC (LTM)	6.6%		60bps

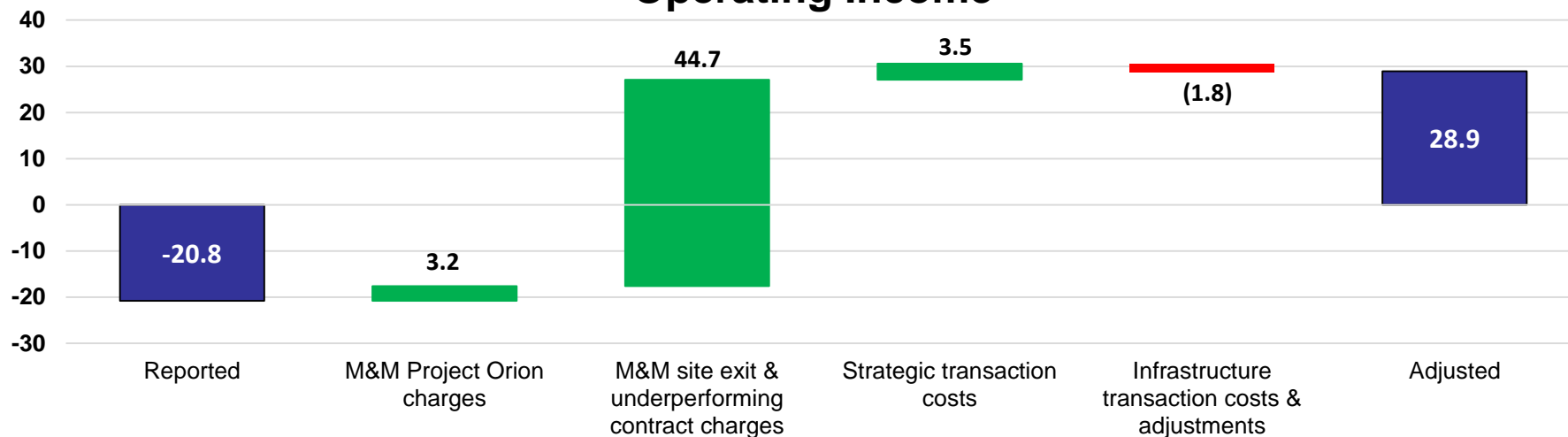
- ❑ 2014 adjusted operating income comparable with the prior year
- ❑ Industrial, Rail and Corporate contributed Y/Y improvement
- ❑ Metals & Minerals impacted by FX, bad debt expense, site exits and maintenance-administrative costs
- ❑ Adjusted EPS influenced by Brand Energy JV loss and unit adjustment fair value change as well as higher taxes
- ❑ Free cash flow improved Y/Y mainly due to Rail advances

(1) Excludes special items and Infrastructure segment results.

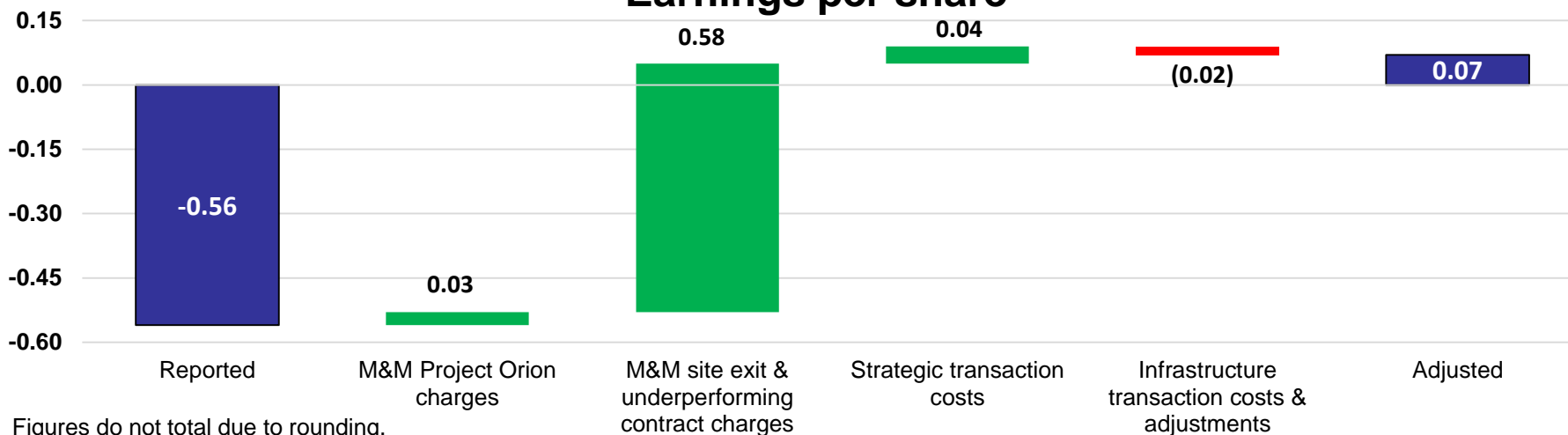
nmf = not meaningful

Q4 Earnings Bridge – Reported to Adjusted

Operating Income



Earnings per share



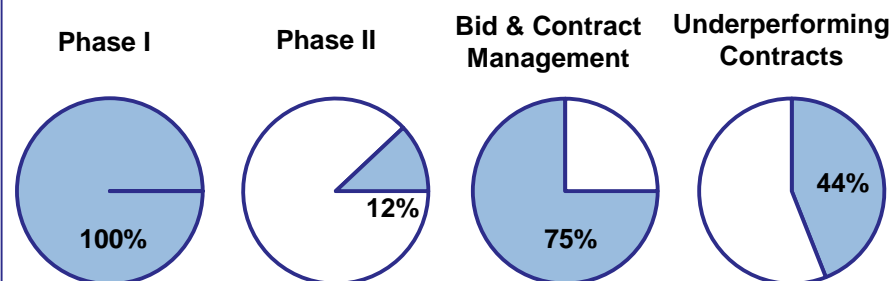
Figures do not total due to rounding.

Q4 2014 – Metals & Minerals

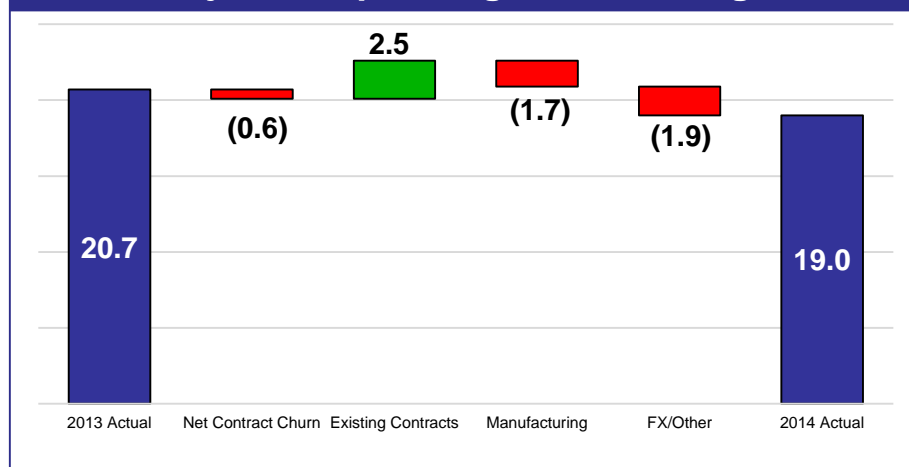
Summary Results

(\$ in millions)	Q4 2014	Q4 2013	% change
Revenues, as reported	316	350	(10)%
Adjusted operating income	19	21	(8)%
Adjusted operating margin	6.0%	5.9%	
Free cash flow (2014)	2	54	nmf
ROIC (TTM)	4.7%	5.1%	(40)bps

Project Orion Workstream Progress



Adjusted Operating Income Bridge



nmf = not meaningful

Business Highlights

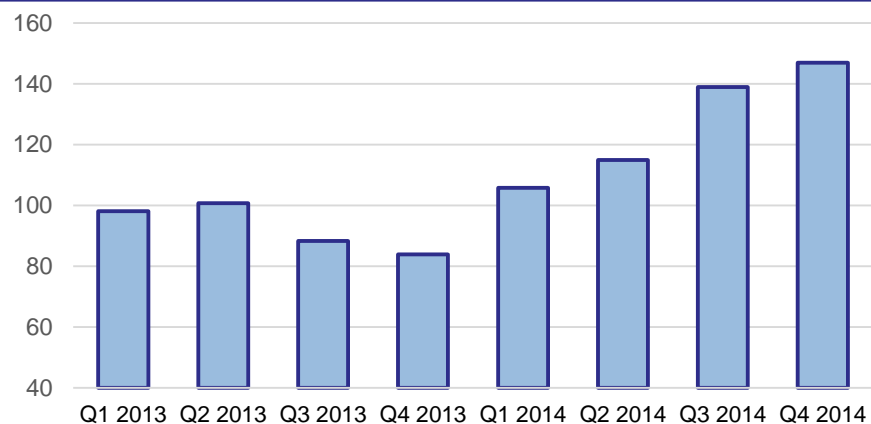
- ❑ Revenues impacted by foreign exchange, site exits and lower by-product sales
- ❑ Incremental Simplification benefits of nearly \$4M realized under Project Orion; offset by above items and maintenance costs
- ❑ Project Orion initiatives progressing on accelerated plan

Q4 2014 - Industrial

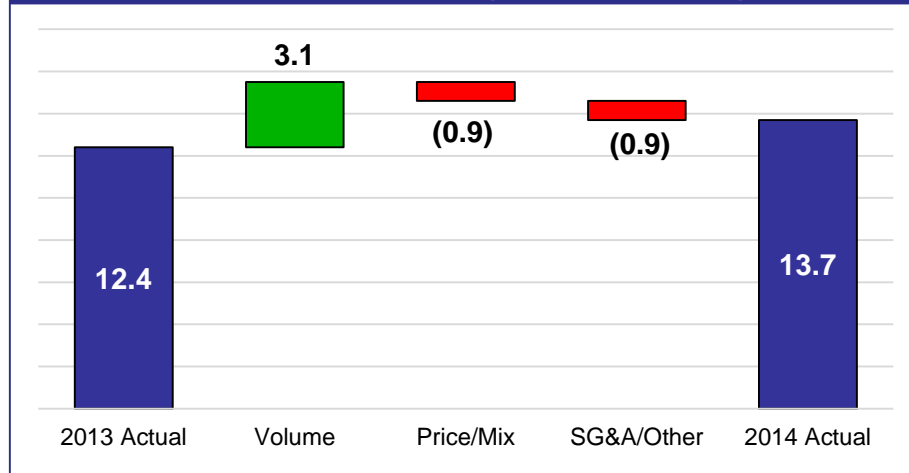
Summary Results

(\$ in millions)	Q4 2014	Q4 2013	% change
Revenues, as reported	102	86	18%
Adjusted operating income	14	12	11%
Adjusted operating margin	13.5%	14.4%	
Free cash flow (2014)	51	54	(6)%
ROIC (TTM)	44.0%	59.2%	nmf

Backlogs



Adjusted Operating Income Bridge



nmf = not meaningful

Business Highlights

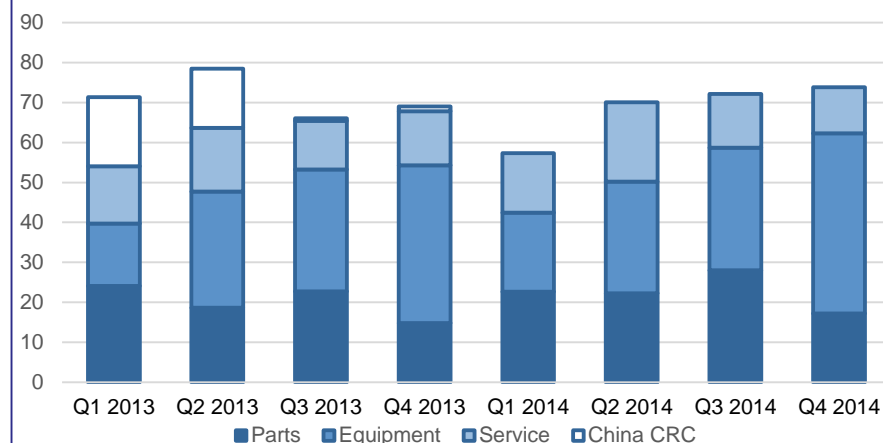
- ❑ Revenue growth attributable to market demand and innovations within boiler and heat exchanger units as well as Hammco
- ❑ Margin impacted by product sales mix as well as overtime work and commissions
- ❑ Backlogs again surpassed prior record; up 75% Y/Y

Q4 2014 - Rail

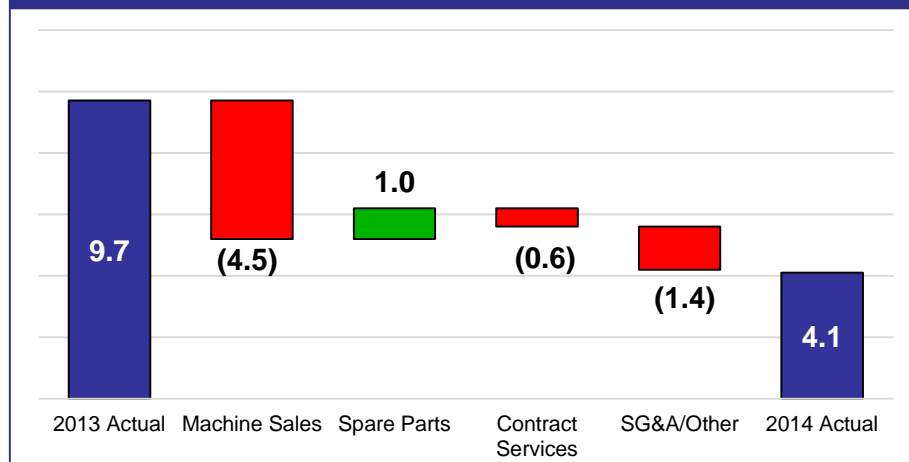
Summary Results

(\$ in millions)	Q4 2014	Q4 2013	% change
Revenues, as reported	74	70	7%
Adjusted operating income	4	10	(57)%
Adjusted operating margin	5.6%	13.9%	
Free cash flow (2014)	109	36	nmf
ROIC (TTM)	39.2%	17.5%	nmf

Revenue Mix



Adjusted Operating Income Bridge



nmf = not meaningful

Business Highlights

- ❑ Higher equipment sales contributed to growth in revenues
- ❑ Margins and earnings impacted, as expected, by product sales mix and administrative costs tied to global build-out
- ❑ Backlogs up 52% Y/Y

2015 Summary Outlook

	2015 Outlook*	2014 Actual*
Adjusted Operating Income	\$155 to \$170 million	\$153 million
EBITDA - Capex	\$139 to \$164 million	\$136 million
Free Cash Flow	\$75 million to \$100 million	\$52 million
ROIC	7.5% to 8.5%	6.6%
Adjusted Diluted Earnings per Share	\$0.73 to \$0.91	\$0.72

*Excludes special items

2015 Business Outlook

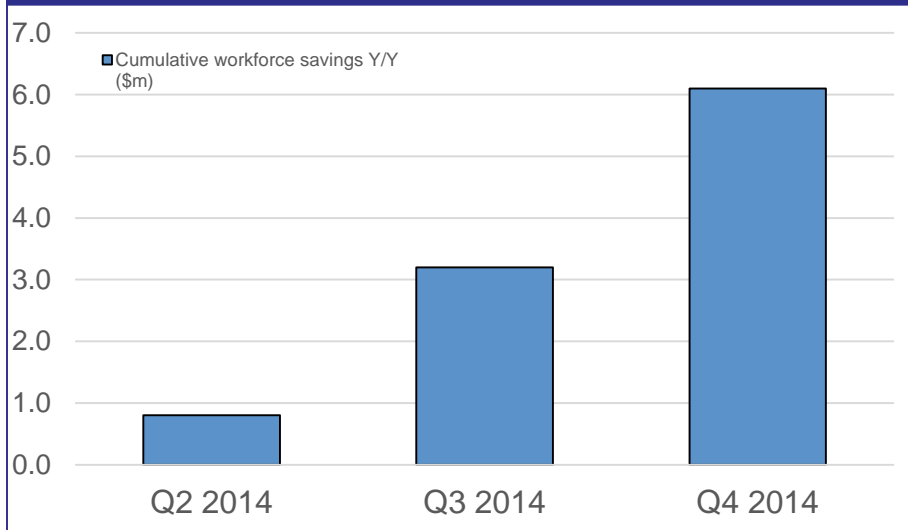
<i>Excluding non-recurring items</i>		2015 versus 2014
Metals & Minerals	Revenues	↓ high single digits
	Operating Income	↑ high single to low double digits
	Drivers	+ Simplification, site triage, new sites, bad debt expense - FX, site exits and nickel & scrap prices
Industrial	Revenues	↓ mid single digits
	Operating Income	Flat to ↓ high single digits
	Drivers	+ Commercial boiler demand and efficiency improvements = Facility moving costs offset by asset sales gains - Energy-related pressures on heat exchanger and industrial grating businesses
Rail	Revenues	↑ double digits
	Operating Income	↑ low to mid single digits
	Drivers	+ Core machine volumes - Parts sales and service comparisons, global build-out costs
Corporate Costs		↓ modestly due to professional fees; partially offset by investments
Brand Energy JV		Equity income forecasted to be \$4 million to \$6 million

- ❑ Adjusted operating income is expected to be between \$27 to \$32 million versus \$34 million in Q1 2014*
- ❑ Adjusted diluted earnings per share of \$0.09 to \$0.13
- ❑ Prior-year quarter benefited from timing of certain revenues and costs. Year-over-year considerations include:
 - M&M site exits and foreign exchange impacts offset Project Orion benefits
 - Industrial results comparable to Q1 2014
 - In Rail, lower spare parts & contract services as well as global build-out costs to offset higher machine sales
 - Corporate costs similar to prior-year quarter

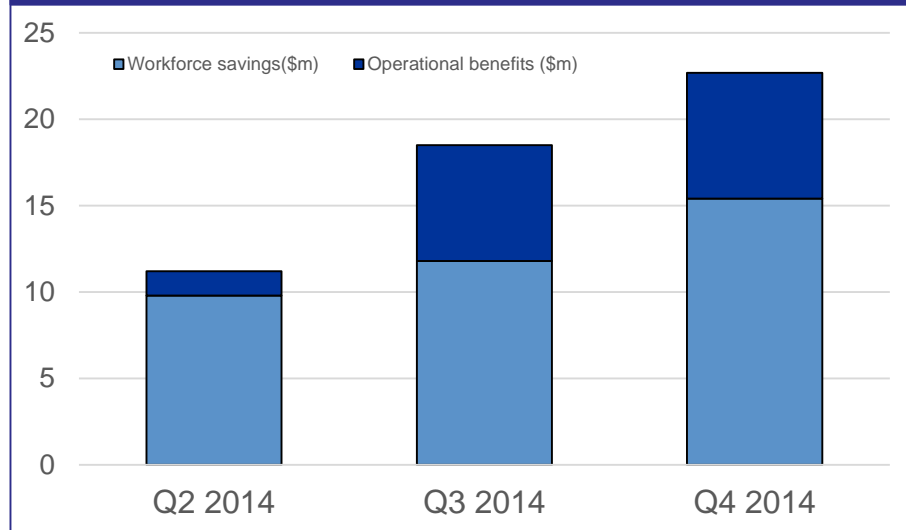
*Excludes special items

Project Orion – Above/At Site Improvements

Simplification Benefits Realized



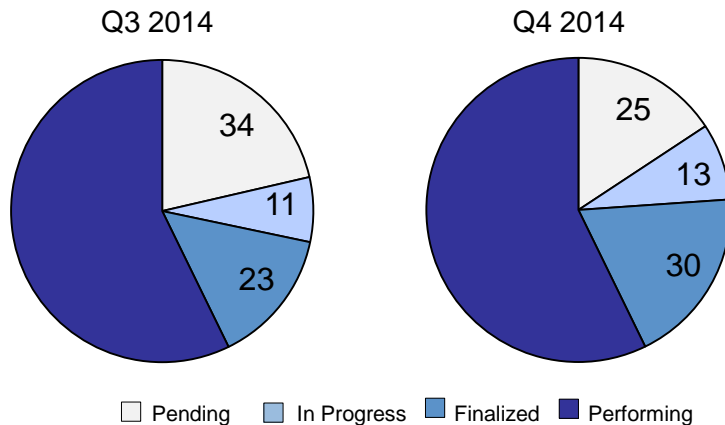
Run-rate of Benefits



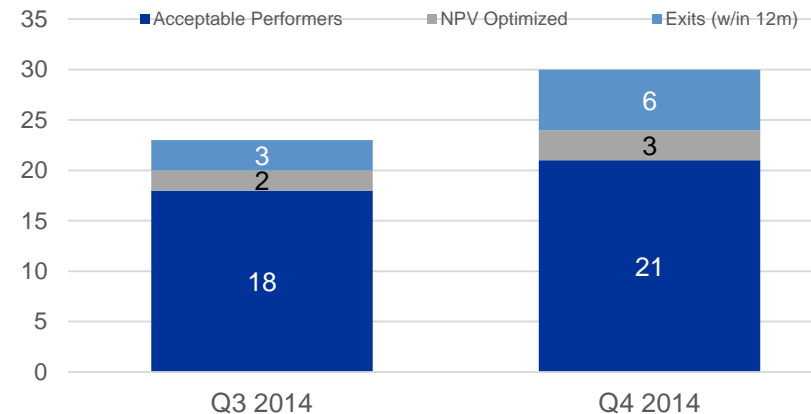
- ❑ Phase I initiatives complete with ~\$6 million of benefits realized in 2014
 - ❑ Phase II framework complete and implementation is now underway; benefits to be weighted 60/40 between workforce and operational improvements
 - ❑ Total benefits from headcount and operational savings under both phases still expected to be \$35 to \$40 million; full run-rate to be realized in 2016
- ❑ New operating standards ('Harsco Way') driving improvements at multiple sites and these procedures are providing expected benefits

Project Orion – Underperforming Sites

Status of UPC Initiatives



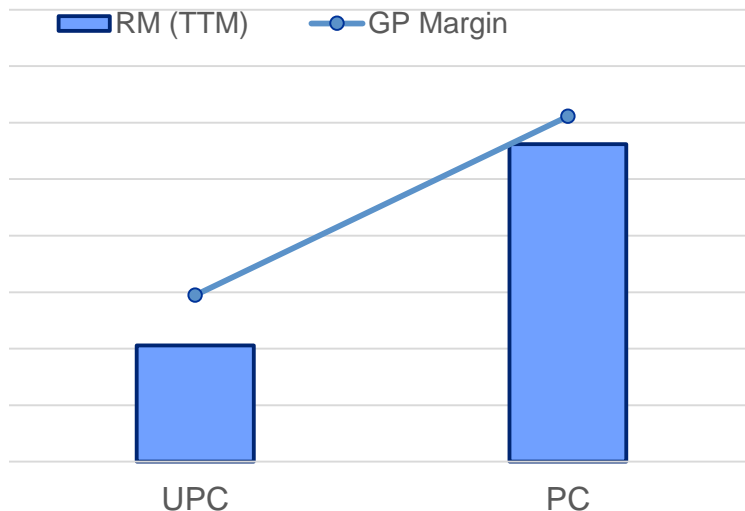
Distribution of Finalized Outcomes



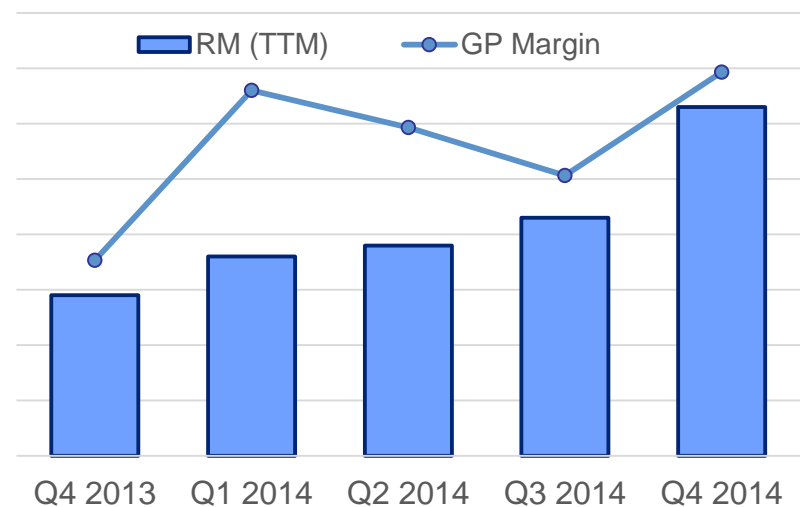
- ❑ 40+% of original ‘underperformers’ have been addressed and are expected to generate improved returns
 - ❑ Underperforming sites to realize financial improvements in 2015 from completed and anticipated actions; benefits are dependent on outcome timing
 - ❑ Benefits partially offset by plan to exit a number of sites during 2015
- ❑ Contract expirations present an opportunity, but proactively dealing with all underperforming contracts based on NPV of cash flows remains the directive
 - ❑ ‘Triage’ teams expected to address all UPCs by the end of Q1 2016

Project Orion – Measuring Portfolio Potential and Progress

Site Performance Comparison (2014)



UPC Performance Trend



- Portfolio of performing contracts or sites (PCs) illustrates the value potential of this business
- Underperforming sites (UPCs) showed considerable progress in 2014
- Peripheral factors weighed on the total portfolio in 2014 and a few sites have become UPCs, however we are proactively addressing these challenges
- Remain confident in improved commercial and operational outcomes in future

- ❑ Consistent focus on key strategic, operational and financial initiatives
- ❑ Target remains to nearly double ROIC and EBITDA less Capex in next few years

HSC Financial Targets - 2015 & 2017					
	2014	2015		2017	
		Low	High	Low	High
EBITDA - Net Capex	\$136M	\$135M	\$170M	\$270M	\$320M
EBITDA - Net Capex Margin	6.6%	7.0%	8.5%	13.0%	14.0%
Free Cash Flow	\$52M	\$75M	\$100M	\$115M	\$150M
ROIC	6.6%	7.5%	8.5%	10.0%	12.0%

- ❑ Confident in long-term value in Brand Energy JV

HARSCO
Insight onsite.™



HARSCO

Appendix

Reconciliation of Non-GAAP Measures

HARSCO CORPORATION

RECONCILIATION OF DILUTED EARNINGS (LOSS) PER SHARE FROM CONTINUING OPERATIONS EXCLUDING SPECIAL ITEMS AND HARSCO INFRASTRUCTURE SEGMENT (Unaudited)

(In thousands)	Three Months Ended December 31				Twelve Months Ended December 31			
	2014		2013		2014		2013	
Diluted loss per share from continuing operations, as reported	\$	(0.56)	\$	(0.31)	\$	(0.31)	\$	(2.80)
Harsco Metals & Minerals Segment site exit and underperforming contract charges (a)		0.49		—		0.59		—
Harsco Metals & Minerals Segment contract termination charges (b)		—		—		0.14		—
Harsco Metals & Minerals Segment Brazilian labor claim reserves (c)		0.09		—		0.11		—
Harsco Metals & Minerals Segment Project Orion Charges (d)		0.03		—		0.11		—
Harsco Infrastructure Segment loss on disposal (e)		—		0.37		0.04		3.16
Strategic transaction review costs (f)		0.04		—		0.04		—
Harsco Infrastructure transaction costs (g)		—		0.08		0.02		0.19
Harsco Rail Segment grinder asset impairment charge (h)		—		0.08		—		0.08
Gains associated with exited Harsco Infrastructure operations retained (i)		(0.02)		—		(0.02)		—
Non-cash tax impact of Harsco Infrastructure transaction (j)		—		0.14		—		0.38
Harsco Metals & Minerals Segment bad debt expense (k)		—		0.02		—		0.02
Harsco Infrastructure Segment depreciation expense reduction on assets classified as held-for-sale (l)		—		(0.17)		—		(0.21)
Adjusted diluted earnings per share from continuing operations, excluding special items	\$	0.07	\$	0.22	\$	0.72	\$	0.82
Plus Harsco Infrastructure Segment (income) loss from continuing operations (n)		—		(0.02)		—		0.05
Adjusted diluted earnings per share from continuing operations excluding special items and Harsco Infrastructure Segment	\$	0.07	\$	0.20	\$	0.72	\$	0.87

- (a) Harsco Metals & Minerals Segment charges primarily attributable to site exit costs and non-cash long lived asset impairment charges associated with strategic actions from Project Orion's focus on underperforming contracts (Q4 2014 \$39.2 million pre-tax; Full year 2014 \$50.1 million pre-tax).
- (b) Harsco Metals & Minerals Segment charges incurred in connection with the termination of a contract for a customer in receivership (Full year 2014 \$11.6 million pre-tax, which includes \$7.7 million primarily for non-cash long lived asset impairment and \$3.9 million pre-receivership receivable bad debt reserve charges).
- (c) Brazilian labor claim reserve adjustments in the Harsco Metals & Minerals Segment (Q4 2014 \$5.5 million pre-tax; Full year 2014 \$7.5 million pre-tax).
- (d) Harsco Metals & Minerals Segment Improvement Plan ("Project Orion") restructuring charges (Q4 2014 \$3.2 million pre-tax; Full year 2014 \$12.0 million pre-tax).
- (e) Loss resulting from the Harsco Infrastructure Transaction, which was consummated in the fourth quarter of 2013 (Q4 2013 \$30.0 million pre-tax; Full year 2014 \$3.9 million pre-tax; Full year 2013 \$271.3 million pre-tax).
- (f) Strategic transaction review costs recorded as Corporate expenses (Q4 and Full year 2014 \$3.5 million pre-tax).
- (g) Harsco Infrastructure Transaction costs recorded as Corporate expenses (Q4 2014 \$0.5 million pre-tax; Q4 2013 \$7.7 million pre-tax; Full year 2014 \$2.2 million pre-tax; Full year 2013 \$20.1 million pre-tax).
- (h) Asset impairment charge on rail grinder equipment in the Harsco Rail Segment (Q4 2013 \$9.0 million pre-tax; Full year 2014 \$0.6 million pre-tax; Full year 2013 \$9.0 million pre-tax).
- (i) Currency translation gains associated with exited Harsco Infrastructure operations retained recorded as an offset of Corporate expenses (Q4 and Full year 2014 \$2.2 million pre-tax).
- (j) Non-cash tax impact of Harsco Infrastructure Segment sale – undistributed earnings of subsidiaries and deferred tax valuation allowance (Q4 2013 \$11.6 million; Full year 2013 \$30.8 million).
- (k) Bad debt expense incurred in the Harsco Metals & Minerals Segment (Q4 and Full year 2013 \$2.6 million pre-tax).
- (l) Depreciation expense reduction from classification of Harsco Infrastructure Segment assets as held-for-sale (Q4 2013 \$13.9 million pre-tax; Full year 2013 \$17.3 million pre-tax).
- (m) Does not total due to rounding.
- (n) Includes equity in income of affiliates and noncontrolling interests (Q4 2013 \$(0.4) million and Full year 2013 \$(2.9) million). Segment operating results incorporate reclassifications for the three months and twelve months ended December 31, 2013 to conform to the revised manner in which the Company now allocates corporate expenses to operating segments as a result of changes in organizational structure resulting from the Infrastructure Transaction, which was consummated in the fourth quarter of 2013. The changes do not impact the Company's previously reported consolidated revenues from continuing operations, operating income from continuing operations or income from continuing operations before income taxes and equity income.

The Company's management believes adjusted diluted earnings per share from continuing operations excluding special items and the Harsco Infrastructure Segment, which are non-U.S. GAAP financial measures, are useful to investors because they provide an overall understanding of the Company's historical and future prospects. Exclusion of special items permits evaluation and comparison of results for the Company's core business operations, and it is on this basis that management internally assesses the Company's performance. Exclusion of the Harsco Infrastructure Segment from 2013 provides a basis for comparison of ongoing operations and prospects since the segment was divested in the fourth quarter of 2013. These measures should be considered in addition to, rather than as a substitute for, other information provided in accordance with U.S. GAAP.

Reconciliation of Non-GAAP Measures

HARSCO CORPORATION

RECONCILIATION OF DILUTED EARNINGS (LOSS) PER SHARE FROM CONTINUING OPERATIONS EXCLUDING SPECIAL ITEMS AND HARSCO INFRASTRUCTURE SEGMENT (Unaudited)

(In thousands)	Three Months Ended December 31		Twelve Months Ended December 31	
	2014	2013	2014	2013
Diluted loss per share from continuing operations, as reported	\$ (0.56)	\$ (0.31)	\$ (0.31)	\$ (2.80)
Harsco Infrastructure Segment loss on disposal	—	0.37	—	3.16
Harsco Infrastructure transaction costs	—	0.08	—	0.19
Harsco Infrastructure Segment depreciation expense reduction on assets classified as held-for-sale	—	(0.17)	—	(0.21)
Non-cash tax impact of Harsco Infrastructure transaction	—	0.14	—	0.38
Plus Harsco Infrastructure Segment (income) loss from continuing operations	—	(0.02)	—	0.05
Adjusted diluted earnings (loss) per share from continuing operations, excluding Harsco Infrastructure Segment	\$ (0.56)	\$ 0.09	\$ (0.31)	\$ 0.77

The Company's management believes adjusted diluted earnings per share from continuing operations excluding the Harsco Infrastructure Segment, a non-U.S. GAAP financial measure, is useful to investors because it provides an overall understanding of the Company's historical and future prospects. Exclusion of the Harsco Infrastructure Segment from 2013 provides a basis for comparison of ongoing operations and prospects since the segment was divested in the fourth quarter of 2013. This measure should be considered in addition to, rather than as a substitute for, other information provided in accordance with U.S. GAAP.

Reconciliation of Non-GAAP Measures

HARSCO CORPORATION

REVIEW OF OPERATIONS BY SEGMENT EXCLUDING SPECIAL ITEMS AND HARSCO INFRASTRUCTURE SEGMENT (Unaudited)

(In thousands)

	Harsco Metals & Minerals	Harsco Infrastructure	Harsco Industrial	Harsco Rail	Corporate	Consolidated Totals	Less: Harsco Infrastructure	Consolidated Totals Excluding Harsco Infrastructure
Three Months Ended December 31, 2014:								
Adjusted operating income (loss), excluding special items	\$ 18,971	\$ —	\$ 13,725	\$ 4,136	\$ (7,938)	\$ 28,894	\$ —	\$ 28,894
Revenues, as reported	\$ 315,935	\$ —	\$ 101,836	\$ 74,314	\$ —	\$ 492,085	\$ —	\$ 492,085
Adjusted operating margin %, excluding special items	6.0%		13.5%	5.6%		5.9%		5.9%
Three Months Ended December 31, 2013:								
Adjusted operating income (loss), excluding special items, as reclassified (a)	\$ 20,691	\$ 2,253	\$ 12,408	\$ 9,653	\$ (12,673)	\$ 32,332	\$ (2,253)	\$ 30,079
Revenues, as reported	\$ 349,829	\$ 175,577	\$ 86,407	\$ 69,531	\$ —	\$ 681,344	\$ (175,577)	\$ 505,767
Adjusted operating margin %, excluding special items	5.9%	1.3%	14.4%	13.9%		4.7%		5.9%
Twelve Months Ended December 31, 2014:								
Adjusted operating income (loss), excluding special items	\$ 90,969	\$ —	\$ 63,680	\$ 37,727	\$ (39,821)	\$ 152,555	\$ —	\$ 152,555
Revenues, as reported	\$ 1,377,592	\$ —	\$ 412,532	\$ 275,614	\$ —	\$ 2,065,738	\$ —	\$ 2,065,738
Adjusted operating margin %, excluding special items	6.6%		15.4%	13.7%		7.4%		7.4%
Twelve Months Ended December 31, 2013:								
Adjusted operating income (loss), excluding special items, as reclassified (a)	\$ 97,902	\$ (1,311)	\$ 58,977	\$ 36,709	\$ (41,394)	\$ 150,883	\$ 1,311	\$ 152,194
Revenues, as reported	\$ 1,359,004	\$ 885,377	\$ 365,972	\$ 286,167	\$ —	\$ 2,896,520	\$ (885,377)	\$ 2,011,143
Adjusted operating margin %, excluding special items	7.2%	(0.1)%	16.1%	12.8%		5.2%		7.6%

- (a) The Company has reclassified segment operating results for the three and twelve months ended December 31, 2013 to conform to the revised manner in which the Company now allocates corporate expenses to operating segments as a result of changes in organizational structure resulting from the Infrastructure Transaction, which was consummated in the fourth quarter of 2013. The changes do not impact the Company's previously reported consolidated revenues from continuing operations, operating income from continuing operations or income from continuing operations before income taxes and equity income.

The Company's management believes adjusted operating margin excluding special items and the Harsco Infrastructure Segment, which are non-U.S. GAAP financial measures, are useful to investors because they provide an overall understanding of the Company's historical and future prospects. Exclusion of special items permits evaluation and comparison of results for the Company's core business operations, and it is on this basis that management internally assesses the Company's performance. Exclusion of the Harsco Infrastructure Segment from 2013 provides a basis for comparison of ongoing operations and prospects since the segment was divested in the fourth quarter of 2013. These measures should be considered in addition to, rather than as a substitute for, other information provided in accordance with U.S. GAAP.

Reconciliation of Non-GAAP Measures

HARSCO CORPORATION

RECONCILIATION OF OPERATING INCOME (LOSS) BY SEGMENT EXCLUDING SPECIAL ITEMS AND HARSCO INFRASTRUCTURE SEGMENT (Unaudited)

(In thousands)

Three Months Ended December 31, 2014:

	Harsco Metals & Minerals	Harsco Infrastructure	Harsco Industrial	Harsco Rail	Corporate	Consolidated Totals	Less: Harsco Infrastructure	Consolidated Totals Excluding Harsco Infrastructure
Operating income (loss), as reported	\$ (28,989)	\$ —	\$ 13,725	\$ 4,136	\$ (9,714)	\$ (20,842)	\$ —	\$ (20,842)
Harsco Metals & Minerals Segment site exit and underperforming contract charges	39,248	—	—	—	—	39,248	—	39,248
Harsco Metals & Minerals Segment Brazilian labor claim reserves	5,535	—	—	—	—	5,535	—	5,535
Harsco Metals & Minerals Segment Project Orion Charges	3,177	—	—	—	—	3,177	—	3,177
Strategic transaction review costs	—	—	—	—	3,531	3,531	—	3,531
Harsco Infrastructure transaction costs	—	—	—	—	450	450	—	450
Gains associated with exited Harsco Infrastructure operations retained	—	—	—	—	(2,205)	(2,205)	—	(2,205)
Adjusted operating income (loss), excluding special items	<u>\$ 18,971</u>	<u>\$ —</u>	<u>\$ 13,725</u>	<u>\$ 4,136</u>	<u>\$ (7,938)</u>	<u>\$ 28,894</u>	<u>\$ —</u>	<u>\$ 28,894</u>
Revenues, as reported	<u>\$ 315,935</u>	<u>\$ —</u>	<u>\$ 101,836</u>	<u>\$ 74,314</u>	<u>\$ —</u>	<u>\$ 492,085</u>	<u>\$ —</u>	<u>\$ 492,085</u>

Three Months Ended December 31, 2013:

Operating income (loss), as reclassified (a)	\$ 18,099	\$ (13,820)	\$ 12,408	\$ 654	\$ (20,395)	\$ (3,054)	13,820	10,766
Harsco Infrastructure Segment loss on disposal	—	29,973	—	—	—	29,973	(29,973)	—
Harsco Infrastructure transaction costs	—	—	—	—	7,722	7,722	—	7,722
Harsco Rail Segment grinder asset impairment charge	—	—	—	8,999	—	8,999	—	8,999
Harsco Metals & Minerals Segment bad debt expense	2,592	—	—	—	—	2,592	—	2,592
Harsco Infrastructure Segment depreciation expense reduction on assets classified as held-for-sale	—	(13,900)	—	—	—	(13,900)	13,900	—
Adjusted operating income (loss), excluding special items	<u>\$ 20,691</u>	<u>\$ 2,253</u>	<u>\$ 12,408</u>	<u>\$ 9,653</u>	<u>\$ (12,673)</u>	<u>\$ 32,332</u>	<u>\$ (2,253)</u>	<u>\$ 30,079</u>
Revenues, as reported	<u>\$ 349,829</u>	<u>\$ 175,577</u>	<u>\$ 86,407</u>	<u>\$ 69,531</u>	<u>\$ —</u>	<u>\$ 681,344</u>	<u>\$ (175,577)</u>	<u>\$ 505,767</u>

(a) The Company has reclassified segment operating results for the three months ended December 31, 2013 to conform to the revised manner in which the Company now allocates corporate expenses to operating segments as a result of changes in organizational structure resulting from the Infrastructure Transaction, which was consummated in the fourth quarter of 2013. The changes do not impact the Company's previously reported consolidated revenues from continuing operations, operating income from continuing operations or income from continuing operations before income taxes and equity income.

The Company's management believes adjusted operating income excluding special items and the Harsco Infrastructure Segment, which are non-U.S. GAAP financial measures, are useful to investors because they provide an overall understanding of the Company's historical and future prospects. Exclusion of special items permits evaluation and comparison of results for the Company's core business operations, and it is on this basis that management internally assesses the Company's performance. Exclusion of the Harsco Infrastructure Segment from 2013 provides a basis for comparison of ongoing operations and prospects since the segment was divested in the fourth quarter of 2013. These measures should be considered in addition to, rather than as a substitute for, other information provided in accordance with U.S. GAAP.

Reconciliation of Non-GAAP Measures

HARSCO CORPORATION

RECONCILIATION OF OPERATING INCOME (LOSS) BY SEGMENT EXCLUDING SPECIAL ITEMS AND HARSCO INFRASTRUCTURE SEGMENT (Unaudited)

(In thousands)

	Harsco Metals & Minerals	Harsco Infrastructure	Harsco Industrial	Harsco Rail	Corporate	Consolidated Totals	Less: Harsco Infrastructure	Consolidated Totals Excluding Harsco Infrastructure
Twelve Months Ended December 31, 2014:								
Operating income (loss), as reported	\$ 9,858	\$ —	\$ 63,680	\$ 37,137	\$ (47,204)	\$ 63,471	\$ —	\$ 63,471
Harsco Metals & Minerals Segment site exit and underperforming contract charges	50,111	—	—	—	—	50,111	—	50,111
Harsco Metals & Minerals Segment contract termination charges	11,557	—	—	—	—	11,557	—	11,557
Harsco Metals & Minerals Segment Brazilian labor claim reserves	7,451	—	—	—	—	7,451	—	7,451
Harsco Metals & Minerals Segment Project Orion Charges	11,992	—	—	—	—	11,992	—	11,992
Harsco Infrastructure Segment loss on disposal	—	—	—	—	3,865	3,865	—	3,865
Strategic transaction review costs	—	—	—	—	3,531	3,531	—	3,531
Harsco Infrastructure transaction costs	—	—	—	—	2,192	2,192	—	2,192
Harsco Rail Segment grinder asset impairment charge	—	—	—	590	—	590	—	590
Gains associated with exited Harsco Infrastructure operations retained	—	—	—	—	(2,205)	(2,205)	—	(2,205)
Adjusted operating income (loss), excluding special items	\$ 90,969	\$ —	\$ 63,680	\$ 37,727	\$ (39,821)	\$ 152,555	\$ —	\$ 152,555
Revenues, as reported	\$ 1,377,592	\$ —	\$ 412,532	\$ 275,614	\$ —	\$ 2,065,738	\$ —	\$ 2,065,738
Twelve Months Ended December 31, 2013:								
Operating income (loss), as reclassified (a)	\$ 95,310	\$ (255,326)	\$ 58,977	\$ 27,710	\$ (61,470)	\$ (134,799)	\$ 255,326	\$ 120,527
Harsco Infrastructure Segment loss on disposal	—	271,296	—	—	—	271,296	(271,296)	—
Harsco Infrastructure transaction costs	—	—	—	—	20,076	20,076	—	20,076
Harsco Rail Segment grinder asset impairment charge	—	—	—	8,999	—	8,999	—	8,999
Harsco Metals & Minerals Segment bad debt expense	2,592	—	—	—	—	2,592	—	2,592
Harsco Infrastructure Segment depreciation expense reduction on assets classified as held-for-sale	—	(17,281)	—	—	—	(17,281)	17,281	—
Adjusted operating income (loss), excluding special items	\$ 97,902	\$ (1,311)	\$ 58,977	\$ 36,709	\$ (41,394)	\$ 150,883	\$ 1,311	\$ 152,194
Revenues, as reported	\$ 1,359,004	\$ 885,377	\$ 365,972	\$ 286,167	\$ —	\$ 2,896,520	\$ (885,377)	\$ 2,011,143

(a) The Company has reclassified segment operating results for the twelve months ended December 31, 2013 to conform to the revised manner in which the Company now allocates corporate expenses to operating segments as a result of changes in organizational structure resulting from the Infrastructure Transaction, which was consummated in the fourth quarter of 2013. The changes do not impact the Company's previously reported consolidated revenues from continuing operations, operating income from continuing operations or income from continuing operations before income taxes and equity income.

The Company's management believes adjusted operating income excluding special items and the Harsco Infrastructure Segment, which are non-U.S. GAAP financial measures, are useful to investors because they provide an overall understanding of the Company's historical and future prospects. Exclusion of special items permits evaluation and comparison of results for the Company's core business operations, and it is on this basis that management internally assesses the Company's performance. Exclusion of the Harsco Infrastructure Segment from 2013 provides a basis for comparison of ongoing operations and prospects since the segment was divested in the fourth quarter of 2013. These measures should be considered in addition to, rather than as a substitute for, other information provided in accordance with U.S. GAAP.

Reconciliation of Non-GAAP Measures

HARSCO CORPORATION
FREE CASH FLOW (Unaudited)

(In thousands)	Three Months Ended December 31		Twelve Months Ended December 31	
	2014	2013	2014	2013
Net cash provided by operating activities	\$ 41,437	\$ 24,168	\$ 225,846	\$ 188,255
Less maintenance capital expenditures (a)	(46,173)	(26,500)	(133,231)	(128,331)
Less growth capital expenditures (b)	(27,516)	(37,941)	(74,747)	(117,816)
Plus capital expenditures for strategic ventures (c)	3,474	524	6,876	5,864
Plus total proceeds from sales of assets (d)	3,823	2,037	27,379	18,984
Free Cash Flow	\$ (24,955)	\$ (37,712)	\$ 52,123	\$ (33,044)
Plus Harsco Infrastructure Segment negative Free Cash Flow	—	20,175	—	52,962
Free Cash Flow excluding Harsco Infrastructure Segment	\$ (24,955)	\$ (17,537)	\$ 52,123	\$ 19,918

- (a) Maintenance capital expenditures are necessary to sustain the Company's current revenue streams and include contract renewal.
- (b) Growth capital expenditures, for which management has discretion as to amount, timing and geographic placement, expand the Company's revenue base and create additional future cash flow.
- (c) Capital expenditures for strategic ventures represent the partner's share of capital expenditures in certain ventures consolidated in the Company's financial statements.
- (d) Asset sales are a normal part of the business model, primarily for the Harsco Metals & Minerals Segment. For the full year ended December 31, 2014, this line item also includes proceeds of \$12.4 million from the Harsco Infrastructure Transaction net working capital settlement.

The Company's management believes that free cash flow, which is a non-U.S. GAAP financial measure, is meaningful to investors because management reviews cash flows generated from operations less capital expenditures net of asset sales proceeds. It is important to note that free cash flow does not represent the total residual cash flow available for discretionary expenditures since other non-discretionary expenditures, such as mandatory debt service requirements, are not deducted from the measure. Exclusion of the Harsco Infrastructure Segment from 2013 provides a basis for comparison of ongoing operations and prospects since the segment was divested in the fourth quarter of 2013. This measure should be considered in addition to, rather than as a substitute for, other information provided in accordance with U.S. GAAP.

Reconciliation of Non-GAAP Measures

HARSCO CORPORATION
FREE CASH FLOW (Unaudited)

(In millions)	Projected Twelve Months Ending December 31, 2015	
	Low	High
Net cash provided by operating activities	\$ 260	\$ 274
Less capital expenditures (a)	(186)	(176)
Plus total proceeds from asset sales and capital expenditures for strategic ventures	1	2
Free Cash Flow	\$ 75	\$ 100

- (a) Capital expenditures encompass two primary elements: maintenance capital expenditures, which are necessary to sustain the Company's current revenue streams and include contract renewal; and growth capital expenditures, for which management has discretion as to amount, timing and geographic placement, and which expand the Company's revenue base and create additional future cash flow.

The Company's management believes that free cash flow, a non-U.S. GAAP financial measure, is meaningful to investors because management reviews cash flows generated from operations less capital expenditures net of asset sales proceeds. It is important to note that free cash flow does not represent the total residual cash flow available for discretionary expenditures since other non-discretionary expenditures, such as mandatory debt service requirements, are not deducted from the measure. This measure should be considered in addition to, rather than as a substitute for, other information provided in accordance with U.S. GAAP.

Reconciliation of Non-GAAP Measures

HARSCO CORPORATION

RETURN ON INVESTED CAPITAL EXCLUDING SPECIAL ITEMS AND HARSCO INFRASTRUCTURE SEGMENT (a)

Trailing Twelve Months
for Period Ended
December 31

(in thousands)	2014	2013
Net loss from continuing operations, as reported	\$ (20,407)	\$ (216,696)
Special items:		
Harsco Metals & Minerals Segment site exit and underperforming contract charges	50,111	—
Harsco Metals & Minerals Segment contract termination charges	11,557	—
Harsco Metals & Minerals Segment Brazilian labor claim reserves	7,451	—
Harsco Metals & Minerals Segment Project Orion Charges	11,992	—
Harsco Infrastructure Segment loss on disposal	3,865	271,296
Strategic transaction review costs	3,531	—
Harsco Infrastructure transaction costs	2,192	20,076
Harsco Rail Segment grinder asset impairment charge	590	8,999
Gains associated with exited Harsco Infrastructure operations retained	(2,205)	—
Non-cash tax impact of Harsco Infrastructure transaction	—	—
Harsco Metals & Minerals Segment bad debt expense	—	2,592
Harsco Infrastructure Segment depreciation expense reduction on assets classified as held-for-sale	—	(17,281)
Taxes on above special items	(4,166)	(23,724)
Non-cash tax impact of Harsco Infrastructure transaction	—	30,790
Net income from continuing operations, as adjusted	64,511	76,052
After-tax interest expense (b)	29,680	31,281
Net operating profit after tax, as adjusted	\$ 94,191	\$ 107,333
Average equity	\$ 563,138	\$ 771,176
Plus average debt	857,169	1,022,015
Average capital	\$ 1,420,307	\$ 1,793,191
Return on invested capital excluding special items	6.6 %	6.0 %
Net operating profit after tax, as adjusted, from above	\$ 94,191	\$ 107,333
After-tax (income) loss from Harsco Infrastructure Segment excluding special items	—	954
Net operating profit after tax, as adjusted	\$ 94,191	\$ 108,287
Average capital, from above	\$ 1,420,307	\$ 1,793,191
Return on invested capital excluding special items and Harsco Infrastructure Segment	6.6 %	6.0 %

- (a) Return on invested capital excluding special items and the Harsco Infrastructure Segment is net income from continuing operations excluding special items, after-tax Harsco Infrastructure Segment results, and after-tax interest expense, divided by average capital for the year. The Company uses a trailing twelve month average for computing average capital.
- (b) The Company's effective tax rate approximated 37% on an adjusted basis for both periods for interest expense.

The Company's management believes return on invested capital excluding special items and the Harsco Infrastructure Segment, which are non-U.S. GAAP financial measures, are meaningful in evaluating the efficiency and effectiveness of the capital invested in the Company's business. Exclusion of special items permits evaluation and comparison of results for the Company's core business operations, and it is on this basis that management internally assesses the Company's performance. Exclusion of the Harsco Infrastructure Segment provides a basis for comparison of ongoing operations and prospects since the segment was divested in the fourth quarter of 2013. These measures should be considered in addition to, rather than as a substitute for, net income or other information provided in accordance with U.S. GAAP.

Reconciliation of Non-GAAP Measures

HARSCO CORPORATION
RECONCILIATION OF EARNINGS BEFORE INTEREST, INCOME TAXES, AND DEPRECIATION AND AMORTIZATION EXCLUDING SPECIAL ITEMS (EBITDA) AND EBITDA - NET CAPEX (a) (Unaudited)

(In thousands)	Twelve Months Ended December 31 2014
Net income (loss) from continuing operations, as reported	\$ (20,407)
Addback:	
Income tax expense (benefit)	27,171
Equity in income (loss) of unconsolidated entities, net	1,558
Change in fair value to the unit adjustment liability	9,740
Interest income	(1,702)
Interest expense	47,111
Depreciation and amortization	176,326
Special items:	
Harsco Metals & Minerals Segment site exit and underperforming contract charges	50,111
Harsco Metals & Minerals Segment contract termination charges	11,557
Harsco Metals & Minerals Segment Brazilian labor claim reserves	7,451
Harsco Metals & Minerals Segment Project Orion Charges	11,992
Harsco Infrastructure Segment loss on disposal	3,865
Strategic transaction review costs	3,531
Harsco Infrastructure transaction costs	2,192
Harsco Rail Segment grinder asset impairment charge	590
Gains associated with exited Harsco Infrastructure operations retained	(2,205)
EBITDA	\$ 328,881
Less capital expenditures (b)	(207,978)
Plus total proceeds from asset sales	14,976
EBITDA - Net Capex	\$ 135,879
Revenue, as reported	\$ 2,065,738
EBITDA - Net Capex Margin	6.6%

- (a) Earnings before interest, income taxes, and depreciation and amortization (EBITDA) is operating income (loss), excluding special items, and depreciation and amortization expense. EBITDA - Net Capex is EBITDA less total capital expenditures plus total proceeds from asset sales. EBITDA - Net Capex margin is EBITDA - Net Capex divided by total revenue.
- (b) Capital expenditures encompass two primary elements: maintenance capital expenditures, which are necessary to sustain the Company's current revenue streams and include contract renewal; and growth capital expenditures, for which management has discretion as to amount, timing and geographic placement, and which expand the Company's revenue base and create additional future cash flow.

The Company's management believes that EBITDA, EBITDA - Net Capex, and EBITDA - Net Capex Margin, all of which are non-U.S. GAAP financial measures, are meaningful to investors in evaluating the Company's operating performance. Exclusion of special items permits evaluation and comparison of results for the Company's core business operations, and it is on this basis that management internally assesses the Company's performance. These measures should be considered in addition to, rather than as a substitute for, other information provided in accordance with U.S. GAAP.