



INVESTING IN OUR PEOPLE-BASED CULTURE

*Upcoming Trade Conferences  
October 2018*

# 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," "outlook," "guidance," "forecast," or other similar words or phrases are generally intended to identify forward-looking statements. 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.

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.

# Proud to Support Our Served Industries



Koppers will participate in the upcoming Remodeling Show co-located with DeckExpo. This tradeshow brings together residential remodeling and building professionals from all over the U.S.

## Remodeling Show co-located with DeckExpo

October 10-11, 2018

Baltimore, Maryland

[www.remoldingdeck.com/en/home.html](http://www.remoldingdeck.com/en/home.html)



Koppers will participate in the 100<sup>th</sup> Annual Railway Tie Association (RTA) Symposium and Technical Conference. The RTA promotes the economical and environmentally sound use of wood crossties and is involved in research in all aspects.

## 100th Annual Railway Tie Association (RTA) Symposium and Technical Conference

October 22-25, 2018

Bonita Springs, Florida

[www.rta.org/2018-conference](http://www.rta.org/2018-conference)

# Performance Chemicals (PC)

## Formulate Chemistries to Enhance Wood Properties

1. Preservation
2. Mold Control
3. Colorants
4. Resistance to Effects of Weather
5. Fire Retardants
6. Wood Stabilization



# Railroad and Utility Products and Services (RUPS)



## Serve Railroad Sector and Utility Pole Markets

1. Serving all 7 N.A. Class I railroads<sup>1</sup>; ~70% of sales under long-term contracts
2. Providing customers with treated and untreated wood products, rail joint bars
3. Supply utility poles primarily for investor-owned utilities in U.S.
4. Conduct engineering, design, repair and inspection services for rail bridges
5. Dispose used crossties in environmentally-friendly and cost-effective manner

<sup>1</sup> Certain Class I railroads are shifting from a treatment-service only model to having suppliers hold untreated inventory until the crossties have been treated. Going forward, Koppers estimates that the remaining potential impact of this transition could be a further increase of working capital by ~\$50 million primarily due to higher inventory, and the associated revenue cycle could be temporarily extended for approximately six months, for ~\$50 million in total. The actual timing of this impact will be dependent on the date, if at all, the remaining customers make the transition.



## **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**

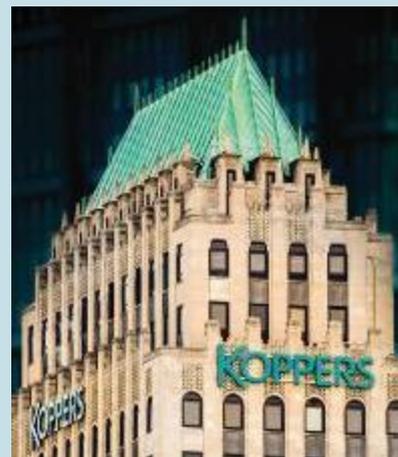
NYSE: KOP

## **Investor Relations and Media Information**

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Koppers is a member of the  
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