

# Koppers Operating Results by Business Segment

(\$ Millions)

| Business Segment             | Major Products and Services                                                                                                                                                                                                                                                                                                        | Sales   |           | Operating Income |        |
|------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|-----------|------------------|--------|
| Organic Materials            | Chemicals: phthalic anhydride, resorcinol, naphthalene, specialty tar acids, polyester resins, maleic anhydride.<br>Coal tar derivatives: creosote, carbon binder pitch, roofing and waterproofing products.<br>Protective coatings, industrial coke.<br>Specialty chemical products.<br>Hot top refractory systems.               | \$427.8 | \$482.5   | \$49.8           | \$43.5 |
|                              |                                                                                                                                                                                                                                                                                                                                    | 77      | 78        | 77               | 78     |
| Road Materials               | Aggregate materials: stone, sand, gravel, slag.<br>Bituminous and ready-mix concrete, liquid bituminous materials.<br>Roadbuilding, other paving services.                                                                                                                                                                         | \$174.1 | \$304.1   | \$21.0           | \$36.2 |
|                              |                                                                                                                                                                                                                                                                                                                                    | 77      | 78        | 77               | 78     |
| Forest Products              | Pressure-treated wood: cross ties, utility poles, piling, construction lumber, plywood.<br>Dimensional spruce lumber, hardwood lumber, laminated wood products, specialty wood-treating chemicals.                                                                                                                                 | \$296.3 | \$313.7   | \$25.8           | \$26.2 |
|                              |                                                                                                                                                                                                                                                                                                                                    | 77      | 78        | 77               | 78     |
| Engineered Metal Products*   | Industrial piston rings and seals, power transmission couplings, corrugated container machinery, mineral processing equipment, equipment for pulp refining, processing and handling dry and semidry materials.<br><br>Air cleaning equipment, sound control equipment, air handling products, water and waste treatment equipment. | \$265.4 | \$285.8   | \$17.5           | \$13.6 |
|                              |                                                                                                                                                                                                                                                                                                                                    | 77      | 78        | 77               | 78     |
| Total Manufacturing          |                                                                                                                                                                                                                                                                                                                                    | 1978    | \$1,385.9 | \$119.5          |        |
|                              |                                                                                                                                                                                                                                                                                                                                    | 1977    | \$1,163.6 | \$114.5          |        |
| Engineering and Construction | Design, engineering and construction of coke ovens, blast furnaces, basic oxygen furnaces, continuous casting units, other primary steelmaking facilities, coal gasification.                                                                                                                                                      | \$189.8 | \$192.0   | \$20.1           | \$18.2 |
|                              |                                                                                                                                                                                                                                                                                                                                    | 77      | 78        | 77               | 78     |
| Other                        | Includes unallocated corporate sales and income. See table 4 on page 51.                                                                                                                                                                                                                                                           | 1978    | \$ 4.0    | \$ 21.6          |        |
|                              |                                                                                                                                                                                                                                                                                                                                    | 1977    | \$ 2.3    | \$ 3.8           |        |
| Total                        |                                                                                                                                                                                                                                                                                                                                    | 1978    | \$1,581.9 | \$159.3          |        |
|                              |                                                                                                                                                                                                                                                                                                                                    | 1977    | \$1,355.7 | \$138.0          |        |

\*Includes Environmental Elements