



Q1 2021

Quarterly Results and Outlook

Conference Call

May 4, 2021

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 two weeks after the call.

Forward-Looking Statements

The Company's presentation contains forward-looking statements based on management's current expectations, estimates and projections. 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; 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," "anticipate," "intend," "believe," "likely," "estimate," "outlook," "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 changes in general economic conditions or changes due to COVID-19 and governmental and market reactions to COVID-19; (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 and amounts; (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) potential severe volatility in the capital markets; (14) failure to retain key management and employees; (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, have inadequate liquidity or whose business is significantly impacted by COVID-19) to maintain their credit availability; (17) implementation of environmental remediation matters; (18) risk and uncertainty associated with intangible assets and (19) 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 the Company's Annual Report on Form 10-K for the year ended December 31, 2020. 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 this presentation, the Company refers to certain non-GAAP measures, including without limitation, adjusted EBITDA (Earnings Before Interest Taxes Depreciation and Amortization) from continuing operations, adjusted EBITDA margin, adjusted diluted earnings per share from continuing operations, free cash flow and free cash flow before growth capital. For a reconciliation of non-GAAP measures to GAAP results and the Company's rationale for its usage of non-GAAP measures, see the Appendix in this presentation.

CEO PERSPECTIVE

- Strong execution in first quarter, exceeding expectations in each of our businesses
- Business and economic momentum broadening across Harsco
- Improved Outlook reflects positive trends in each segment
- Forward indicators in Contaminated Materials turning more positive
- ESOL integration progressing very well
- Priorities remain integration and strengthening financial flexibility; positioned to continue transformation and pursue further growth in the future

Q1 2021 FINANCIAL SUMMARY

KEY PERFORMANCE INDICATORS

- Q1 2021 Adjusted EBITDA exceeded high-end of prior guidance (\$52 to \$58 million)
- Each business segment contributed to the better than expected result
- Adjusted operating results improved YoY; reflects ESOL contributions and strong Environmental performance
- Performance also improved QoQ, as traditional seasonality was muted in 2021
- Adjusted diluted EPS of \$0.15; excludes unusual items related to debt refinancing
- Free cash flow performance consistent with internal expectation

\$ in millions except EPS; Continuing Operations	Q1 2021	Q1 2020	Q4 2020
Revenues, as reported	529	399	508
Operating Income - GAAP	25	3	11
Adjusted EBITDA¹	66	57	62
<i>% of Sales¹</i>	12.4%	14.4%	12.3%
GAAP Diluted Earnings (Loss) Per Share	0.02	(0.11)	(0.07)
Adjusted Diluted Earnings Per Share¹	0.15	0.16	0.12
Free Cash Flow²	(32)	(26)	(8)

Note: Q1 2020 information does not include ESOL.

(1) Excludes unusual items. Adjusted diluted earnings per share also excludes acquisition amortization. See tables at end of presentation for GAAP to non-GAAP reconciliations.

(2) See tables at end of presentation for GAAP to non-GAAP reconciliations.

Q1 2021 ENVIRONMENTAL

SUMMARY RESULTS

\$ in millions

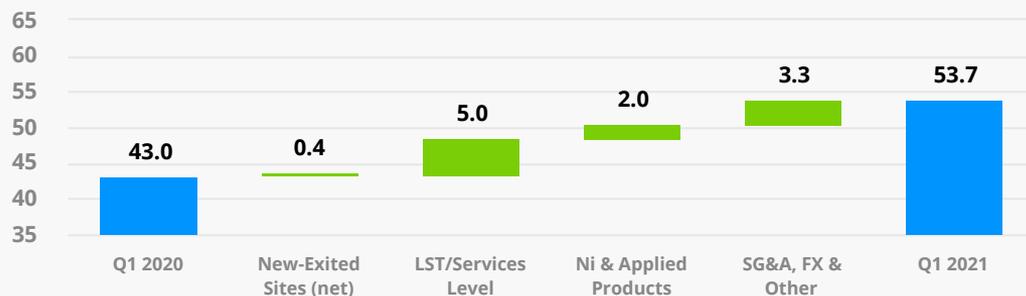
	Q1 2021	Q1 2020	Q4 2020
Revenues, as reported	258	242	246
Operating Income - GAAP	26	11	23
Adjusted EBITDA ¹	54	43	52
Adjusted EBITDA Margin ¹	20.8%	17.8%	21.2%
Free Cash Flow (YTD)	17	10	na

na = not applicable.

(1) Excludes unusual items; see tables at end of presentation for GAAP to non-GAAP reconciliations.

ADJUSTED EBITDA BRIDGE¹

\$ in millions



- Revenues increased by 7% compared with prior-year quarter as a result of improved demand and favorable foreign exchange movements
- Adjusted EBITDA change Y/Y attributable to volume growth, more favorable mix of services and lower SG&A spending; Brazil tax credits also benefited Q1 2021
- Free cash flow in the first quarter totaled \$17 million; Y/Y increase reflects higher cash earnings and working capital improvements

Q1 2021 CLEAN EARTH

SUMMARY RESULTS

\$ in millions

	Q1 2021	Q1 2020	Q4 2020
Revenues, as reported	189	79	185
Operating Income - GAAP	3	4	3
Adjusted EBITDA ¹	15	11	16
Adjusted EBITDA Margin ¹	7.7%	13.7%	8.6%
Free Cash Flow (YTD)	8	15	na

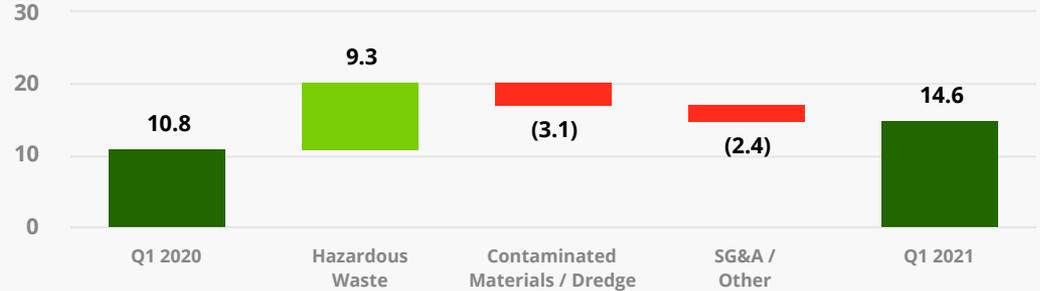
na = not applicable.

Note: Q1 2020 information does not include ESOL.

(1) Excludes unusual items; see tables at end of presentation for GAAP to non-GAAP reconciliations.

ADJUSTED EBITDA BRIDGE¹

\$ in millions



- Revenue increase compared with prior-year quarter attributable to ESOL acquisition
- Adjusted EBITDA increase Y/Y driven by ESOL contributions offset by lower contaminated materials contributions and investments to support full integration of the Clean Earth platform
- Free cash flow change versus prior-year quarter attributable to working capital timing

Q1 2021 RAIL

SUMMARY RESULTS

\$ in millions

	Q1 2021	Q1 2020	Q4 2020
Revenues, as reported	82	78	77
Operating Income (Loss) – GAAP	5	6	1
Adjusted EBITDA ¹	6	8	3
Adjusted EBITDA Margin ¹	7.3%	9.9%	3.3%
Free Cash Flow (YTD)	(17)	(12)	na

na = not applicable.

(1) Excludes unusual items; see tables at end of presentation for GAAP to non-GAAP reconciliations.

ADJUSTED EBITDA BRIDGE¹

\$ in millions



- Revenue growth compared with prior-year quarter attributable to higher equipment volumes and contract services
- Adjusted EBITDA change Y/Y reflects lower aftermarket parts contributions as well as less favorable sales mix partially offset by higher machine and contracting contributions
- Backlog totaled \$420 million at the end of the quarter; order and bidding activity showing improvement

2021 OUTLOOK - CONSOLIDATED

	2021 Outlook	Prior 2021 Outlook	2020 Actuals
GAAP OPERATING INCOME	\$120 - 135M	\$93 - 113M	\$21M
ADJUSTED EBITDA ¹	\$295 - 310M	\$275 - 295M	\$238M
GAAP DILUTED EARNINGS PER SHARE	\$0.45 - \$0.59	\$0.26 - \$0.42	\$(0.41)
ADJUSTED DILUTED EARNINGS PER SHARE ¹	\$0.82 - \$0.96	\$0.59 - \$0.76	\$0.49
FREE CASH FLOW BEFORE GROWTH CAPITAL ¹	\$95 - 115M	\$90 - 110M	\$42M
FREE CASH FLOW ²	\$35 - 55M	\$30 - 50M	\$2M

(1) Excludes unusual items. Adjusted diluted earnings per share exclude acquisition amortization expense. See tables at end of presentation for GAAP to non-GAAP reconciliations

(2) See tables at end of presentation for GAAP to non-GAAP reconciliations.

Q2 2021 OUTLOOK

- ▶ Adjusted EBITDA¹ is expected to be between **\$73M-\$79M**
- ▶ Adjusted diluted earnings per share¹ is expected to be between **\$0.21-\$0.27**
- ▶ Corporate costs of **\$8 - 9 million**

(1) Adjusted operating income and adjusted diluted earnings per share are non-GAAP numbers. Adjusted diluted earnings per share exclude acquisition amortization. See tables at end of presentation for GAAP to non-GAAP reconciliations.

YEAR-OVER-YEAR CONSIDERATIONS INCLUDE:



Higher environmental service volumes and applied products demand, favorable commodity prices and lower SG&A spending



Higher contributions from each business line partially offset by the impact of investments and higher spending



Higher equipment and technology contributions offset by lower aftermarket contributions and a less favorable mix

HARSCO

Q&A



Appendix

2021 SEGMENT OUTLOOK

Excluding unusual items		2021 VERSUS 2020
	REVENUES	▲ High single-digit growth, excluding FX translation impacts
	ADJUSTED EBITDA¹	▲ Approximately 25% at mid-point
	DRIVERS	+ Services and applied products demand growth, new contracts / sites, higher commodities - Exited sites, SG&A spending
	REVENUES	▲ 3% to 5% proforma; ~\$790 million at mid-point
	ADJUSTED EBITDA¹	▲ \$76 to \$81 million, net of \$3 million additional Corporate allocation
	DRIVERS	+ Full-year impact of ESOL, integration benefits, organic growth - SG&A investments, one-time integration costs, Corporate allocation
	REVENUES	▲ 25% to 30%
	ADJUSTED EBITDA¹	▲ Approximately 65% at mid-point
	DRIVERS	+ Equipment & Protran Technology growth, contracting volumes - R&D and SG&A investments
CORPORATE COSTS		\$36 to \$37 million for the full-year

(1) Excludes unusual items.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF ADJUSTED DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS TO DILUTED EARNINGS (LOSS) PER SHARE FROM CONTINUING OPERATIONS AS REPORTED (Unaudited)

	Three Months Ended	
	March 31	
	2021	2020
Diluted earnings (loss) per share from continuing operations as reported	\$ 0.02	\$ (0.11)
Corporate unused debt commitment fees, amendment fees and loss on extinguishment of debt (a)	0.07	0.01
Corporate acquisition and integration costs (b)	—	0.17
Harsco Environmental Segment severance costs (c)	—	0.07
Taxes on above unusual items (d)	(0.01)	(0.03)
Adjusted diluted earnings per share from continuing operations, including acquisition amortization expense	0.07	0.10
Acquisition amortization expense, net of tax (e)	0.08	0.06
Adjusted diluted earnings per share from continuing operations	\$ 0.15	\$ 0.16

(f)

RECONCILIATION OF NON-GAAP MEASURES

- (a) Costs at Corporate associated with amending the Company's existing Senior Secured Credit Facilities to establish a New Term Loan the proceeds of which were used to repay in full the outstanding Term Loan A and Term Loan B, to extend the maturity date of the Revolving Credit Facility and to increase certain levels set forth in the total net leverage ratio covenant (Q1 2021 \$5.3 million pre-tax) and costs related to the new term loan under the Company's existing Senior Secured Credit Facilities (Q1 2020 \$0.5 million pre-tax).
- (b) Costs at Corporate associated with supporting and executing the Company's growth strategy (Q1 2020 \$13.8 million pre-tax).
- (c) Harsco Environmental Segment severance costs (Q1 2020 \$5.2 million pre-tax).
- (d) Unusual items are tax-effected at the global effective tax rate, before discrete items, in effect at the time the unusual item is recorded, except for unusual items from countries where no tax benefit can be realized, in which case a zero percent tax rate is used.
- (e) Acquisition amortization expense was \$8.2 million and \$5.9 million pre-tax for Q1 2021 and Q1 2020, respectively.
- (f) Does not total due to rounding.

The Company's management believes Adjusted diluted earnings per share from continuing operations, which is a non-GAAP financial measure, is useful to investors because it provides an overall understanding of the Company's historical and future prospects. Exclusion of unusual 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 acquisition-related intangible asset amortization expense, the amount of which can vary by the timing, size and nature of the Company's acquisitions, facilitates more consistent internal comparisons of operating results over time between the Company's newly acquired and long-held businesses, and comparisons with both acquisitive and non-acquisitive peer companies. It is important to note that such intangible assets contribute to revenue generation and that intangible asset amortization related to past acquisitions will recur in future periods until such intangible assets have been fully amortized. This measure should be considered in addition to, rather than as a substitute for, other information provided in accordance with GAAP.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF ADJUSTED DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS TO DILUTED LOSS PER SHARE FROM CONTINUING OPERATIONS AS REPORTED (Unaudited)

	Three Months Ended December 31
	2020
Diluted loss per share from continuing operations as reported	\$ (0.07)
Corporate acquisition and integration costs (a)	0.09
Harsco Environmental Segment severance costs (b)	0.03
Harsco Clean Earth Segment integration costs (c)	0.02
Taxes on above unusual items (d)	(0.04)
Adjusted diluted earnings per share from continuing operations, including acquisition amortization expense	0.04 (f)
Acquisition amortization expense, net of tax (e)	0.08
Adjusted diluted earnings per share from continuing operations	\$ 0.12

RECONCILIATION OF NON-GAAP MEASURES

- (a) Costs at Corporate associated with supporting and executing the Company's growth strategy (\$6.9 million pre-tax).
- (b) Harsco Environmental Segment severance costs (\$2.2 million pre-tax).
- (c) Costs incurred in the Harsco Clean Earth Segment related to the integration of ESOL (\$1.7 million pre-tax).
- (d) Unusual items are tax-effected at the global effective tax rate, before discrete items, in effect at the time the unusual item is recorded, except for unusual items from countries where no tax benefit can be realized, in which case a zero percent tax rate is used.
- (e) Acquisition amortization expense was \$8.4 million pre-tax.
- (f) Does not total due to rounding.

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RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF ADJUSTED DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS TO DILUTED LOSS PER SHARE FROM CONTINUING OPERATIONS AS REPORTED (Unaudited)

	Twelve Months Ended	
	December 31	
	2020	
Diluted loss per share from continuing operations as reported	\$ (0.41)	
Corporate acquisition and integration costs (a)	0.61	
Harsco Environmental Segment severance costs (b)	0.09	
Corporate contingent consideration adjustments (c)	0.03	
Corporate unused debt commitment and amendment fees (d)	0.02	
Harsco Clean Earth Segment integration costs (e)	0.02	
Corporate acquisition related tax benefit (f)	(0.03)	
Taxes on above unusual items (g)	(0.16)	
Adjusted diluted earnings per share from continuing operations, including acquisition amortization expense	0.19	(i)
Acquisition amortization expense, net of tax (h)	0.31	
Adjusted diluted earnings per share from continuing operations	\$ 0.49	(i)

RECONCILIATION OF NON-GAAP MEASURES

- (a) Costs at Corporate associated with supporting and executing the Company's growth strategy (\$48.5 million pre-tax).
- (b) Harsco Environmental Segment severance costs (\$7.4 million pre-tax).
- (c) Adjustment to contingent consideration related to the acquisition of Clean Earth recorded on Corporate (\$2.3 million pre-tax). The Company adjusts operating income and Diluted earnings per share from continuing operations to exclude the impact of the change in fair value to the acquisition-related contingent consideration liability for acquisitions because it believes that the adjustment for this item more closely correlates the reported financial measures with the ordinary and ongoing course of the Company's operations.
- (d) Costs at Corporate associated with amending the Company's existing Senior Secured Credit Facilities to increase the net debt to consolidated adjusted EBITDA ratio covenant (\$1.9 million pre-tax;).
- (e) Costs incurred in the Harsco Clean Earth Segment related to the integration of ESOL (\$1.9 million pre-tax).
- (f) Acquisition related tax benefit recorded on Corporate assumed as part of the Clean Earth Acquisition (\$2.7 million).
- (g) Unusual items are tax-effected at the global effective tax rate, before discrete items, in effect at the time the unusual item is recorded, except for unusual items from countries where no tax benefit can be realized, in which case a zero percent tax rate is used.
- (h) Acquisition amortization expense was \$31.0 million pre-tax.
- (i) Does not total due to rounding.

The Company's management believes Adjusted diluted earnings per share from continuing operations, which is a non-GAAP financial measure, is useful to investors because it provides an overall understanding of the Company's historical and future prospects. Exclusion of unusual 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 acquisition-related intangible asset amortization expense, the amount of which can vary by the timing, size and nature of the Company's acquisitions, facilitates more consistent internal comparisons of operating results over time between the Company's newly acquired and long-held businesses, and comparisons with both acquisitive and non-acquisitive peer companies. It is important to note that such intangible assets contribute to revenue generation and that intangible asset amortization related to past acquisitions will recur in future periods until such intangible assets have been fully amortized. This measure should be considered in addition to, rather than as a substitute for, other information provided in accordance with GAAP.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF PROJECTED ADJUSTED DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS TO DILUTED EARNINGS PER SHARE FROM CONTINUING OPERATIONS (Unaudited)

	Projected Three Months Ending June 30		Projected Twelve Months Ending December 31	
	2021		2021	
	Low	High	Low	High
Diluted earnings per share from continuing operations	\$ 0.13	\$ 0.19	\$ 0.45	\$ 0.59
Corporate unused debt commitment fees, amendment fees and loss on extinguishment of debt	—	—	0.07	0.07
Taxes on above unusual items	—	—	(0.01)	(0.01)
Adjusted diluted earnings per share from continuing operations, including acquisition amortization expense	0.13	0.19	0.50 (a)	0.64 (a)
Estimated acquisition amortization expense, net of tax	0.08	0.08	0.32	0.32
Adjusted diluted earnings per share from continuing operations	\$ 0.21	\$ 0.27	\$ 0.82	\$ 0.96

(a) Does not total due to rounding.

The Company's management believes Adjusted diluted earnings per share from continuing operations, which is a non-GAAP financial measure, is useful to investors because it provides an overall understanding of the Company's historical and future prospects. Exclusion of acquisition-related intangible asset amortization expense, the amount of which can vary by the timing, size and nature of the Company's acquisitions, facilitates more consistent internal comparisons of operating results over time between the Company's newly acquired and long-held businesses, and comparisons with both acquisitive and non-acquisitive peer companies. It is important to note that such intangible assets contribute to revenue generation and that intangible asset amortization related to past acquisitions will recur in future periods until such intangible assets have been fully amortized. This measure should be considered in addition to, rather than as a substitute for, other information provided in accordance with GAAP.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF ADJUSTED EBITDA BY SEGMENT TO OPERATING INCOME (LOSS) AS REPORTED BY SEGMENT (Unaudited)

(In thousands)	Harsco Environmental	Harsco Clean Earth	Harsco Rail	Corporate	Consolidated Totals
Three Months Ended March 31, 2021:					
Operating income (loss) as reported	\$ 25,935	\$ 3,178	\$ 4,664	\$ (8,953)	\$ 24,824
Depreciation	25,717	5,337	1,211	483	32,748
Amortization	2,048	6,083	85	—	8,216
Adjusted EBITDA	\$ 53,700	\$ 14,598	\$ 5,960	\$ (8,470)	\$ 65,788
Revenues as reported	\$ 257,986	\$ 189,279	\$ 81,590		\$ 528,855
Adjusted EBITDA margin (%)	20.8 %	7.7 %	7.3 %		12.4 %

Consolidated Adjusted EBITDA is a non-GAAP financial measure and consists of income from continuing operations adjusted to add back income tax expense; equity income of unconsolidated entities, net; net interest expense; defined benefit pension income (expense); unused debt commitment fees, amendment fees and loss on extinguishment of debt; and depreciation and amortization (excluding amortization of deferred financing costs); and excludes unusual items. Segment Adjusted EBITDA consists of operating income from continuing operations adjusted to exclude unusual items and add back depreciation and amortization (excluding amortization of deferred financing costs). The sum of the Segments' Adjusted EBITDA equals Consolidated Adjusted EBITDA. The Company's management believes Adjusted EBITDA is meaningful to investors because management reviews Adjusted EBITDA in assessing and evaluating performance. However, this measure should be considered in addition to, rather than as a substitute for, net income from continuing operations, operating income from continuing operations and other information provided in accordance with GAAP. The Company's method of calculating Adjusted EBITDA may differ from methods used by other companies and, as a result, Adjusted EBITDA may not be comparable to other similarly titled measures disclosed by other companies.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF ADJUSTED EBITDA BY SEGMENT TO OPERATING INCOME (LOSS) AS REPORTED BY SEGMENT (Unaudited)

(In thousands)	Harsco Environmental	Harsco Clean Earth (a)	Harsco Rail	Corporate	Consolidated Totals
Three Months Ended March 31, 2020:					
Operating income (loss) as reported	\$ 10,520	\$ 4,245	\$ 6,472	\$ (18,356)	\$ 2,881
Corporate acquisition and integration costs	—	—	—	13,763	13,763
Harsco Environmental Segment severance costs	5,160	—	—	—	5,160
Operating income (loss) excluding unusual items	15,680	4,245	6,472	(4,593)	21,804
Depreciation	25,375	2,621	1,215	513	29,724
Amortization	1,936	3,898	84	—	5,918
Adjusted EBITDA	\$ 42,991	\$ 10,764	\$ 7,771	\$ (4,080)	\$ 57,446
Revenues as reported	\$ 241,559	\$ 78,812	\$ 78,470		\$ 398,841
Adjusted EBITDA margin (%)	17.8 %	13.7 %	9.9 %		14.4 %

(a) The Company's acquisition of ESOL closed on April 6, 2020.

Consolidated Adjusted EBITDA is a non-GAAP financial measure and consists of income from continuing operations adjusted to add back income tax expense; equity income of unconsolidated entities, net; net interest expense; defined benefit pension income (expense); unused debt commitment fees, amendment fees and loss on extinguishment of debt; and depreciation and amortization (excluding amortization of deferred financing costs); and excludes unusual items. Segment Adjusted EBITDA consists of operating income from continuing operations adjusted to exclude unusual items and add back depreciation and amortization (excluding amortization of deferred financing costs). The sum of the Segments' Adjusted EBITDA equals Consolidated Adjusted EBITDA. The Company's management believes Adjusted EBITDA is meaningful to investors because management reviews Adjusted EBITDA in assessing and evaluating performance. However, this measure should be considered in addition to, rather than as a substitute for, net income from continuing operations, operating income from continuing operations and other information provided in accordance with GAAP. The Company's method of calculating Adjusted EBITDA may differ from methods used by other companies and, as a result, Adjusted EBITDA may not be comparable to other similarly titled measures disclosed by other companies.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF ADJUSTED EBITDA BY SEGMENT TO OPERATING INCOME (LOSS) AS REPORTED BY SEGMENT (Unaudited)

(In thousands)	Harsco Environmental	Harsco Clean Earth	Harsco Rail	Corporate	Consolidated Totals
Three Months Ended December 31, 2020:					
Operating income (loss) as reported	\$ 22,606	\$ 3,151	\$ 1,057	\$ (15,546)	\$ 11,268
Corporate acquisition and integration costs	—	—	—	6,909	6,909
Harsco Environmental Segment severance costs	2,239	—	—	—	2,239
Harsco Clean Earth Segment integration costs	—	1,745	—	—	1,745
Corporate contingent consideration adjustments	—	—	—	(136)	(136)
Operating income (loss) excluding unusual items	24,845	4,896	1,057	(8,773)	22,025
Depreciation	25,345	4,681	1,383	491	31,900
Amortization	1,998	6,351	85	—	8,434
Adjusted EBITDA	\$ 52,188	\$ 15,928	\$ 2,525	\$ (8,282)	\$ 62,359
Revenues as reported	\$ 246,388	\$ 185,099	\$ 76,857		\$ 508,344
Adjusted EBITDA margin (%)	21.2 %	8.6 %	3.3 %		12.3 %

Consolidated Adjusted EBITDA is a non-GAAP financial measure and consists of income from continuing operations adjusted to add back income tax expense; equity income of unconsolidated entities, net; net interest expense; defined benefit pension income (expense); unused debt commitment fees, amendment fees and loss on extinguishment of debt; and depreciation and amortization (excluding amortization of deferred financing costs); and excludes unusual items. Segment Adjusted EBITDA consists of operating income from continuing operations adjusted to exclude unusual items and add back depreciation and amortization (excluding amortization of deferred financing costs). The sum of the Segments' Adjusted EBITDA equals Consolidated Adjusted EBITDA. The Company's management believes Adjusted EBITDA is meaningful to investors because management reviews Adjusted EBITDA in assessing and evaluating performance. However, this measure should be considered in addition to, rather than as a substitute for, net income from continuing operations, operating income from continuing operations and other information provided in accordance with GAAP. The Company's method of calculating Adjusted EBITDA may differ from methods used by other companies and, as a result, Adjusted EBITDA may not be comparable to other similarly titled measures disclosed by other companies.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF CONSOLIDATED ADJUSTED EBITDA TO CONSOLIDATED

LOSS FROM CONTINUING OPERATIONS AS REPORTED (Unaudited)

	Twelve Months Ended December 31
	<u>2020</u>
(In thousands)	
Consolidated loss from continuing operations	\$ (28,160)
Add back (deduct):	
Equity in income of unconsolidated entities, net	(186)
Income tax benefit	(2,779)
Defined benefit pension income	(7,229)
Unused debt commitment and amendment fees	1,920
Interest expense	59,689
Interest income	(2,174)
Depreciation	125,556
Amortization	30,976
Unusual items:	
Corporate acquisition and integration costs	48,493
Harsco Environmental Segment severance costs	7,399
Corporate contingent consideration adjustments	2,301
Harsco Clean Earth Segment integration costs	1,859
Consolidated Adjusted EBITDA	<u>\$ 237,665</u>

Consolidated Adjusted EBITDA is a non-GAAP financial measure and consists of income from continuing operations adjusted to add back income tax expense; equity income of unconsolidated entities, net; net interest expense; defined benefit pension income (expense); unused debt commitment fees, amendment fees and loss on extinguishment of debt; and depreciation and amortization (excluding amortization of deferred financing costs); and excludes unusual items. Segment Adjusted EBITDA consists of operating income from continuing operations adjusted to exclude unusual items and add back depreciation and amortization (excluding amortization of deferred financing costs). The sum of the Segments' Adjusted EBITDA equals Consolidated Adjusted EBITDA. The Company's management believes Adjusted EBITDA is meaningful to investors because management reviews Adjusted EBITDA in assessing and evaluating performance. However, this measure should be considered in addition to, rather than as a substitute for, net income from continuing operations, operating income from continuing operations and other information provided in accordance with GAAP. The Company's method of calculating Adjusted EBITDA may differ from methods used by other companies and, as a result, Adjusted EBITDA may not be comparable to other similarly titled measures disclosed by other companies.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF PROJECTED CONSOLIDATED ADJUSTED EBITDA TO PROJECTED CONSOLIDATED INCOME FROM CONTINUING OPERATIONS

(Unaudited)

(In millions)	Projected Three Months Ending June 30		Projected Twelve Months Ending December 31	
	2021		2021	
	Low	High	Low	High
Consolidated income from continuing operations	\$ 12	\$ 17	\$ 46	\$ 58
Add back:				
Income tax expense	6	7	26	30
Net interest	16	16	63	62
Defined benefit pension income	(4)	(4)	(14)	(14)
Depreciation and amortization	44	44	175	175
Consolidated Adjusted EBITDA	<u>\$ 73</u>	<u>\$ 79</u>	<u>\$ 295</u>	<u>\$ 310</u>

(a) Does not total due to rounding.

Consolidated Adjusted EBITDA is a non-GAAP financial measure and consists of income from continuing operations adjusted to add back income tax expense; equity income of unconsolidated entities, net; net interest expense; defined benefit pension income (expense); unused debt commitment fees, amendment fees and loss on extinguishment of debt; and depreciation and amortization (excluding amortization of deferred financing costs); and excludes unusual items. Segment Adjusted EBITDA consists of operating income from continuing operations adjusted to exclude unusual items and add back depreciation and amortization (excluding amortization of deferred financing costs). The sum of the Segments' Adjusted EBITDA equals Consolidated Adjusted EBITDA. The Company's management believes Adjusted EBITDA is meaningful to investors because management reviews Adjusted EBITDA in assessing and evaluating performance. However, this measure should be considered in addition to, rather than as a substitute for, net income from continuing operations, operating income from continuing operations and other information provided in accordance with GAAP. The Company's method of calculating Adjusted EBITDA may differ from methods used by other companies and, as a result, Adjusted EBITDA may not be comparable to other similarly titled measures disclosed by other companies.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF HARSCO CLEAN EARTH PROJECTED ADJUSTED EBITDA TO HARSCO CLEAN EARTH PROJECTED OPERATING INCOME

(Unaudited)

(In millions)	Harsco Clean Earth	
	Projected Twelve Months Ending December 31	
	2021	
	Low	High
Operating income	\$ 30	\$ 35
Depreciation and amortization	46	46
Adjusted EBITDA	\$ 76	\$ 81

Consolidated Adjusted EBITDA is a non-GAAP financial measure and consists of income from continuing operations adjusted to add back income tax expense; equity income of unconsolidated entities, net; net interest expense; defined benefit pension income (expense); unused debt commitment fees, amendment fees and loss on extinguishment of debt; and depreciation and amortization (excluding amortization of deferred financing costs); and excludes unusual items. Segment Adjusted EBITDA consists of operating income from continuing operations adjusted to exclude unusual items and add back depreciation and amortization (excluding amortization of deferred financing costs). The sum of the Segments' Adjusted EBITDA equals Consolidated Adjusted EBITDA. The Company's management believes Adjusted EBITDA is meaningful to investors because management reviews Adjusted EBITDA in assessing and evaluating performance. However, this measure should be considered in addition to, rather than as a substitute for, net income from continuing operations, operating income from continuing operations and other information provided in accordance with GAAP. The Company's method of calculating Adjusted EBITDA may differ from methods used by other companies and, as a result, Adjusted EBITDA may not be comparable to other similarly titled measures disclosed by other companies.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF FREE CASH FLOW TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES (Unaudited)

(In thousands)	Three Months Ended	
	March 31	
	2021	2020
Net cash used by operating activities	\$ (23,173)	\$ (11,536)
Less capital expenditures	(27,382)	(27,894)
Less expenditures for intangible assets	(68)	(58)
Plus capital expenditures for strategic ventures (a)	872	1,139
Plus total proceeds from sales of assets (b)	3,862	2,185
Plus transaction-related expenditures (c)	14,084	9,979
Free cash flow	\$ (31,805)	\$ (26,185)

- (a) Capital expenditures for strategic ventures represent the partner's share of capital expenditures in certain ventures consolidated in the Company's condensed consolidated financial statements.
- (b) Asset sales are a normal part of the business model, primarily for the Harsco Environmental Segment.
- (c) Expenditures directly related to the Company's acquisition and divestiture transactions and costs at Corporate associated with amending the Company's existing Senior Secured Credit Facilities.

The Company's management believes that Free cash flow before growth capital expenditures, which is a non-GAAP financial measure, is meaningful to investors because management reviews cash flows generated from operations less capital expenditures net of asset sales proceeds and transaction-related expenditures and income taxes for planning and performance evaluation purposes. It is important to note that Free cash flow before growth capital expenditures does not represent the total residual cash flow available for discretionary expenditures since other non-discretionary expenditures, such as mandatory debt service requirements and settlements of foreign currency forward exchange contracts, are not deducted from this measure. This measure should be considered in addition to, rather than as a substitute for, other information provided in accordance with GAAP.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF FREE CASH FLOW TO NET CASH PROVIDED BY OPERATING ACTIVITIES (Unaudited)

(In thousands)	Three Months Ended December 31 2020
Net cash provided (used) by operating activities	\$ 11,542
Less capital expenditures	(41,128)
Less expenditures for intangible assets	(148)
Plus capital expenditures for strategic ventures (a)	1,683
Plus total proceeds from sales of assets (b)	1,731
Plus transaction-related expenditures (c)	16,129
Plus taxes paid on sale of divested businesses (d)	2,031
Free cash flow	<u>\$ (8,160)</u>

(a) Capital expenditures for strategic ventures represent the partner's share of capital expenditures in certain ventures consolidated in the Company's condensed consolidated financial statements.

(b) Asset sales are a normal part of the business model, primarily for the Harsco Environmental Segment.

(c) Expenditures directly related to the Company's acquisition and divestiture transactions and costs at Corporate associated with amending the Company's existing Senior Secured Credit Facilities.

The Company's management believes that Free cash flow, which is a non-GAAP financial measure, is meaningful to investors because management reviews cash flows generated from operations less capital expenditures net of asset sales proceeds and transaction-related expenditures and income taxes for planning and performance evaluation purposes. 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 and settlements of foreign currency forward exchange contracts, are not deducted from this measure. This measure should be considered in addition to, rather than as a substitute for, other information provided in accordance with GAAP.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF FREE CASH FLOW TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES (Unaudited)

	Twelve Months Ended
	December 31
	2020
(In thousands)	
Net cash provided by operating activities	\$ 53,818
Less capital expenditures	(120,224)
Less expenditures for intangible assets	(317)
Plus capital expenditures for strategic ventures (a)	3,650
Plus total proceeds from sales of assets (b)	6,204
Plus transaction-related expenditures (c)	42,801
Plus taxes paid on sale of divested businesses (d)	16,216
Free cash flow	2,148
Add growth capital expenditures	40,194
Free cash flow before growth capital expenditures	<u>\$ 42,342</u>

- (a) Capital expenditures for strategic ventures represent the partner's share of capital expenditures in certain ventures consolidated in the Company's consolidated financial statements.
- (b) Asset sales are a normal part of the business model, primarily for the Harsco Environmental Segment.
- (c) Expenditures directly related to the Company's acquisition and divestiture transactions.
- (d) Income taxes paid on gains on the sale of discontinued businesses.

The Company's management believes that Free cash flow before growth capital expenditures, which is a non-GAAP financial measure, is meaningful to investors because management reviews cash flows generated from operations less capital expenditures net of asset sales proceeds and transaction-related expenditures and income taxes for planning and performance evaluation purposes. It is important to note that Free cash flow before growth capital expenditures does not represent the total residual cash flow available for discretionary expenditures since other non-discretionary expenditures, such as mandatory debt service requirements and settlements of foreign currency forward exchange contracts, are not deducted from this measure. This measure should be considered in addition to, rather than as a substitute for, other information provided in accordance with GAAP.

RECONCILIATION OF NON-GAAP MEASURES

HARSCO CORPORATION

RECONCILIATION OF PROJECTED FREE CASH FLOW TO PROJECTED NET CASH PROVIDED BY OPERATING ACTIVITIES (Unaudited)

(In millions)	Projected Twelve Months Ending December 31	
	2021	
	Low	High
Net cash provided by operating activities	\$ 168	\$ 208
Less capital expenditures	(158)	(180)
Plus total proceeds from asset sales and capital expenditures for strategic ventures	8	10
Plus transaction related expenditures	17	17
Free cash flow	35	55
Add growth capital expenditures	60	60
Free cash flow before growth capital expenditures	\$ 95	\$ 115

The Company's management believes that Free cash flow, which is a non-GAAP financial measure, is meaningful to investors because management reviews cash flows generated from operations less capital expenditures net of asset sales proceeds and transaction-related expenditures and income taxes for planning and performance evaluation purposes. 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 and settlements of foreign currency forward exchange contracts, are not deducted from this measure. This measure should be considered in addition to, rather than as a substitute for, other information provided in accordance with GAAP.

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