

# Credit Suisse Global Credit Products Conference

October 2012



**SunCoke Energy**

The Higher Degree



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**SunCoke Energy**

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# Safe Harbor Statement

Some of the information included in this presentation contains “forward-looking statements” (as defined in Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended). Such forward-looking statements are based on management’s beliefs and assumptions and on information currently available. Forward-looking statements include the information concerning SunCoke’s possible or assumed future results of operations, the planned Master Limited Partnership, business strategies, financing plans, competitive position, potential growth opportunities, potential operating performance improvements, the effects of competition and the effects of future legislation or regulations. Forward-looking statements include all statements that are not historical facts and may be identified by the use of forward-looking terminology such as the words “believe,” “expect,” “plan,” “intend,” “anticipate,” “estimate,” “predict,” “potential,” “continue,” “may,” “will,” “should” or the negative of these terms or similar expressions. Forward-looking statements involve risks, uncertainties and assumptions. Actual results may differ materially from those expressed in these forward-looking statements. You should not put undue reliance on any forward-looking statements.

In accordance with the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, SunCoke has included in its filings with the Securities and Exchange Commission cautionary language identifying important factors (but not necessarily all the important factors) that could cause actual results to differ materially from those expressed in any forward-looking statement made by SunCoke. For more information concerning these factors, see SunCoke's Securities and Exchange Commission filings. All forward-looking statements included in this presentation are expressly qualified in their entirety by such cautionary statements. SunCoke does not have any intention or obligation to update publicly any forward-looking statement (or its associated cautionary language) whether as a result of new information or future events or after the date of this presentation, except as required by applicable law.

This presentation includes certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. Reconciliations of non-GAAP financial measures to GAAP financial measures are provided in the Appendix at the end of the presentation. Investors are urged to consider carefully the comparable GAAP measures and the reconciliations to those measures provided in the Appendix, or on our website at [www.suncoke.com](http://www.suncoke.com).

# About SunCoke

- **Largest independent producer of metallurgical coke in the Americas**
  - Coke is an essential ingredient in blast furnace production of steel
- **Cokemaking business generates ~85% of Adjusted EBITDA<sup>(1)</sup>**
  - 5.9 million tons of capacity in six facilities; 5 in U.S. and 1 in Brazil
  - 2012 U.S. coke production is expected to be in excess of 4.3 million tons
- **Coal mining operations represents ~15% of Adjusted EBITDA<sup>(1)</sup>**
  - High quality mid-vol. metallurgical coal reserves in Virginia and West Virginia
  - 2012 coal production expected to be 1.6 million tons



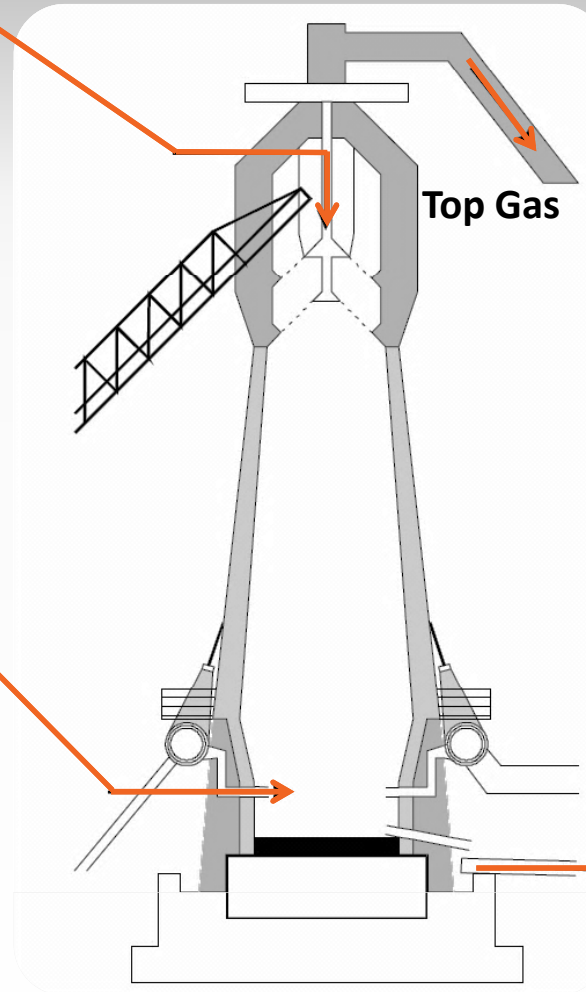
(1) For a definition and reconciliation of Adjusted EBITDA, please see appendix.



# Blast Furnaces and Coke

BEST IN CLASS in lbs/ST		
Iron burden	Iron ore/ pellets Scrap	3100 198
Flux	Limestone	30
Fuel	Coke	600
BEST IN CLASS in lbs/ST		
Fuel	Nat Gas Coal	Up to 80-120 Up to 120-180

Most efficient blast furnaces require 800-900 lbs/NTHM of fuel to produce a ton of hot metal



Blast furnaces are the most efficient and proven method of reducing iron oxides into liquid iron

Coke is a vital material to blast furnace steel making

We believe stronger, larger coke is becoming more important as blast furnaces seek to optimize fuel needs

1 short ton of hot metal (NTHM)

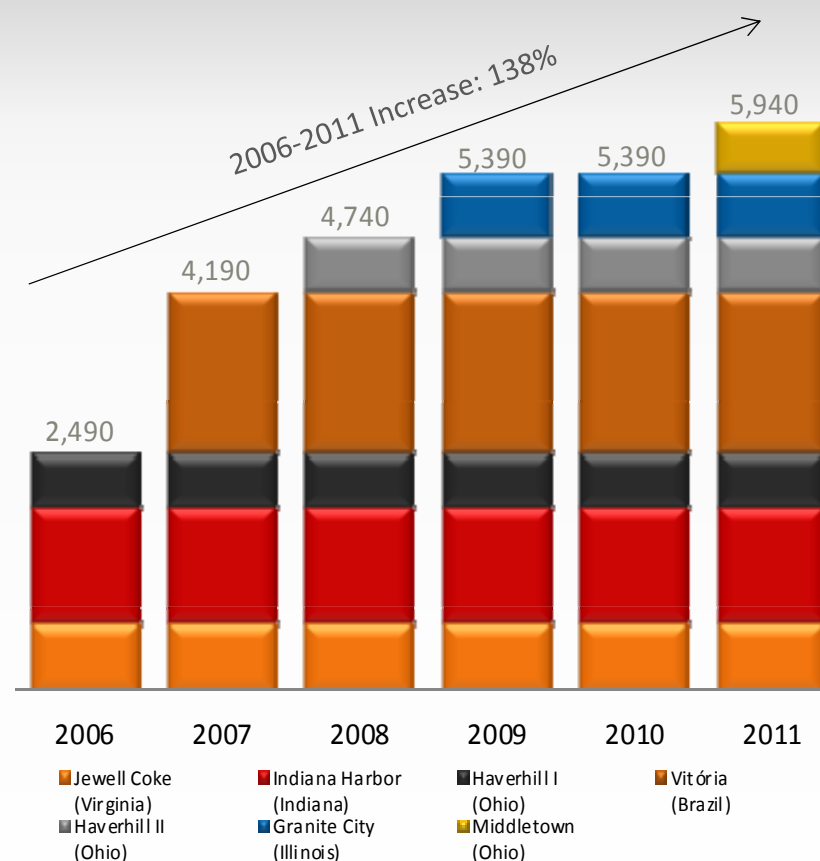
# The Leading Independent Cokemaker

- **More than doubled capacity since 2006 with four new plants**
  - Only company to design, build and operate new greenfield developments in U.S. in more than a decade
  - Supply about 20% of U.S. and Canada coke needs <sup>(1)</sup>
- **Secure, long-term take-or-pay contracts with leading steelmakers**
  - Customers include ArcelorMittal, U.S. Steel and AK Steel
- **Cokemaking operations are strategically located in proximity to customers' facilities**

<sup>(1)</sup> Source: Company estimates

## SunCoke Cokemaking Capacity

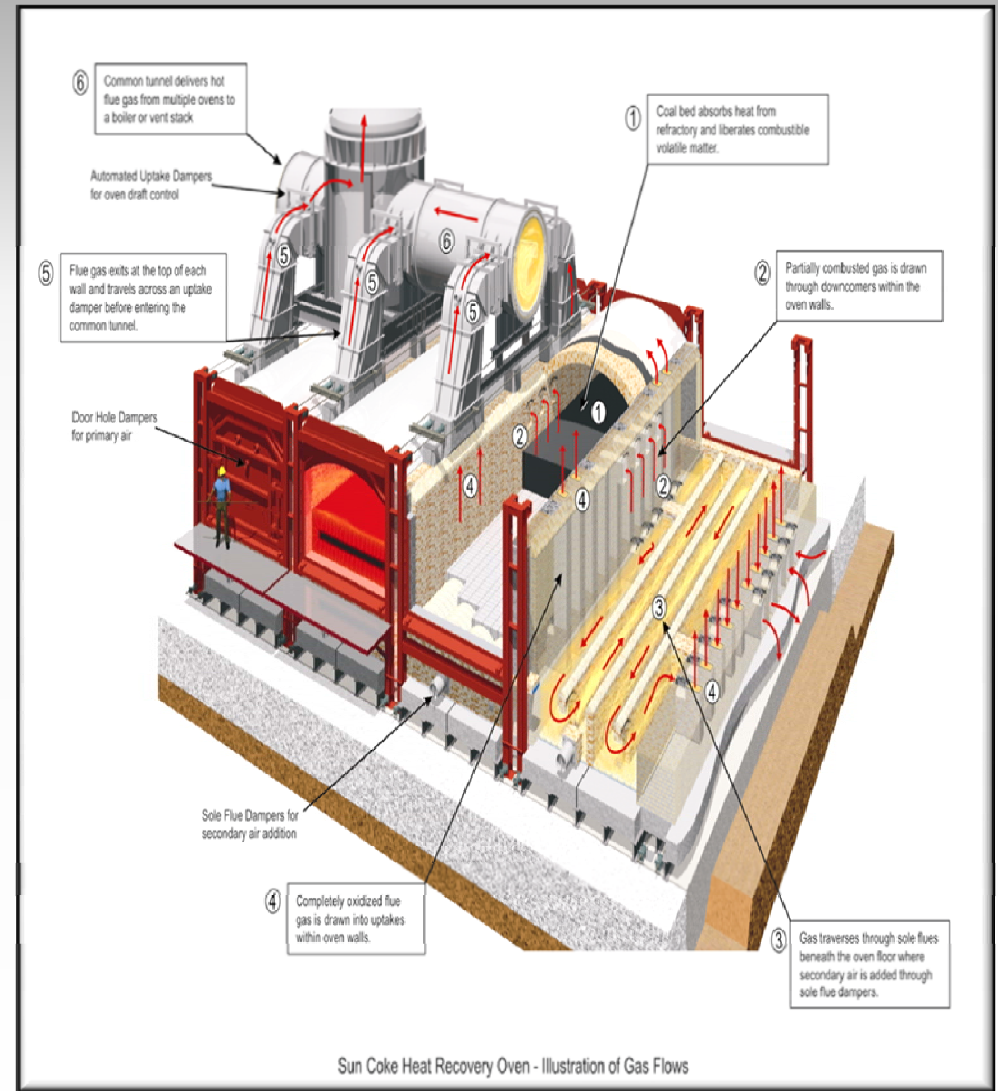
(In thousands of tons)



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# SunCoke's Heat Recovery Cokemaking Technology

- **Industry leading environmental signature**
  - Leverage negative pressure technology to substantially reduce hazardous emissions
  - Convert waste heat into steam and electrical power
    - Generate about 9 MW of electric power per 110,000 tons of annual coke production
- **Meet stringent U.S. EPA Maximum Achievable Control Technology standard**
  - Traditional by-product cokemaking methods have significant environmental impacts



# SunCoke's Value Proposition





# Key Contract Provisions

## Take-or-Pay

- Customers must take all our production up to a maximum or pay contract price for amount not taken
  - We are obligated to deliver a minimum quantity of coke annually

## Fixed Fee

- Represents profit and return on capital
  - Fixed fee is fixed for life of contract

## Coal Cost

- Cost of coal is passed-through subject to achieving a contracted coal-to-coke yield standard

## Operating Costs

- Operating costs are passed-through based on annually negotiated budget or a fixed budget adjusted for inflation

## Transportation & Taxes

- These costs are passed-through

# Master Limited Partnership



Haverhill Operations

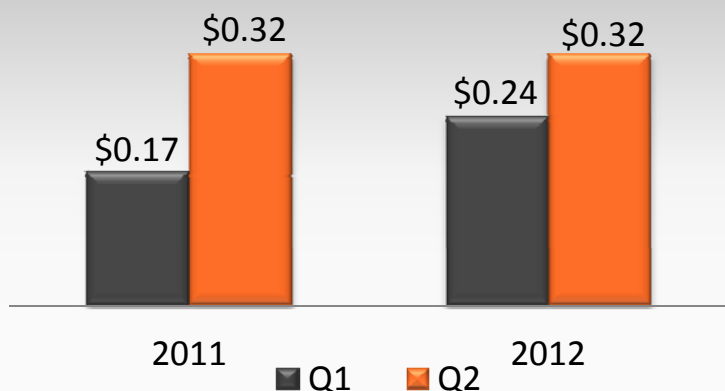


Middletown Operations

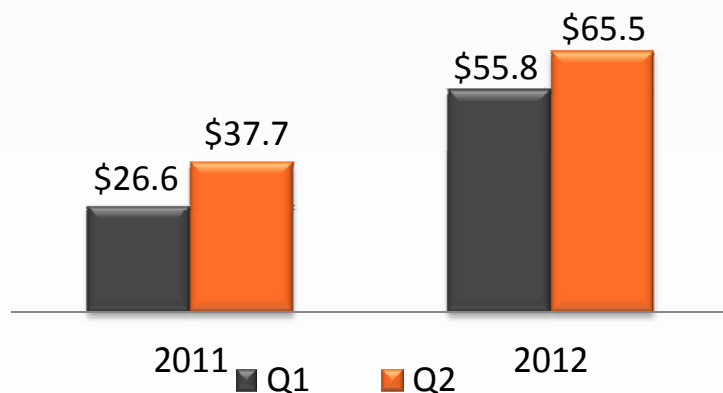
- **Filed S-1 on August 8, 2012**
  - Amended S-1 on September 14, 2012
- **Expected Assets/Structure**
  - At closing of offering, MLP expected to own approximately a 60% interest in Haverhill and Middletown
  - SXC to own General Partner, incentive distribution rights and a portion of the partnership units
- **Proceeds to SXC**
  - Expected uses will include paying down debt, funding expansion and other general corporate purposes

# Q1 & Q2 2012 Earnings Overview

## Earnings Per Share (diluted)



## Adjusted EBITDA<sup>(1)</sup> (in millions)



<sup>(1)</sup> For a definition and reconciliation of Adjusted EBITDA, please see the appendix.

<sup>(2)</sup> For a definition and reconciliation of free cash flow, please see the appendix.

- **Results driven by strong Coke business performance**

- Middletown startup has been a success
- Continued improvement at Indiana Harbor
- Strong operations at other facilities

- **Coal action plan progressing**

- Difficult demand/price environment
- Taking action to reduce high cash production costs
- Achieved improved sequential quarter performance

- **Strong liquidity position**

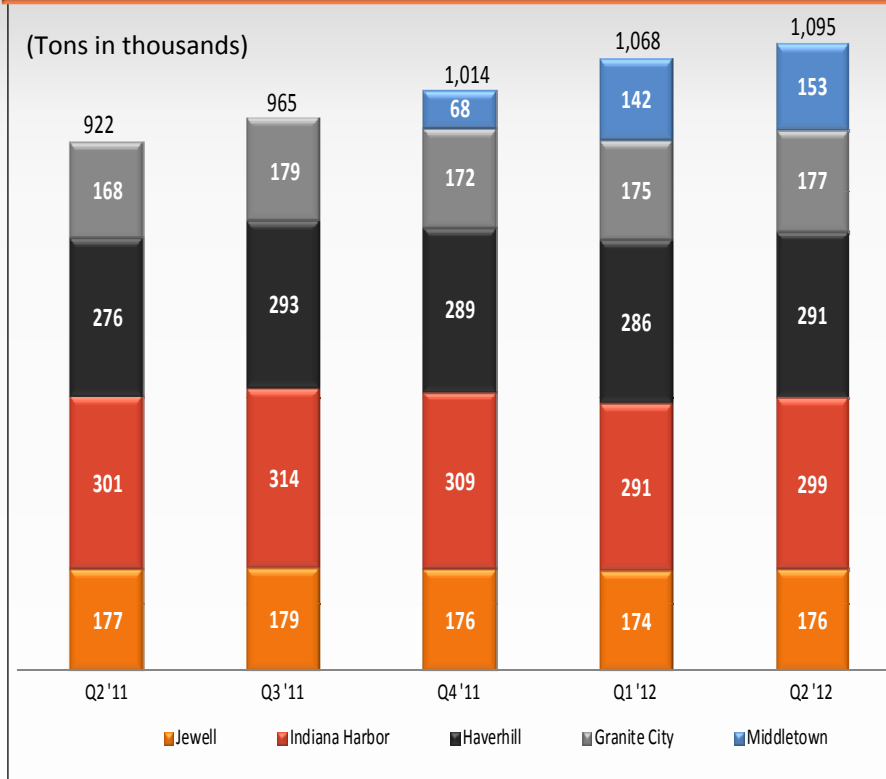
- Generated \$66 million of free cash flow<sup>(2)</sup> in first half 2012
- Cash balance of \$190 million and virtually undrawn revolver of \$150 million

# Domestic Coke Business Summary

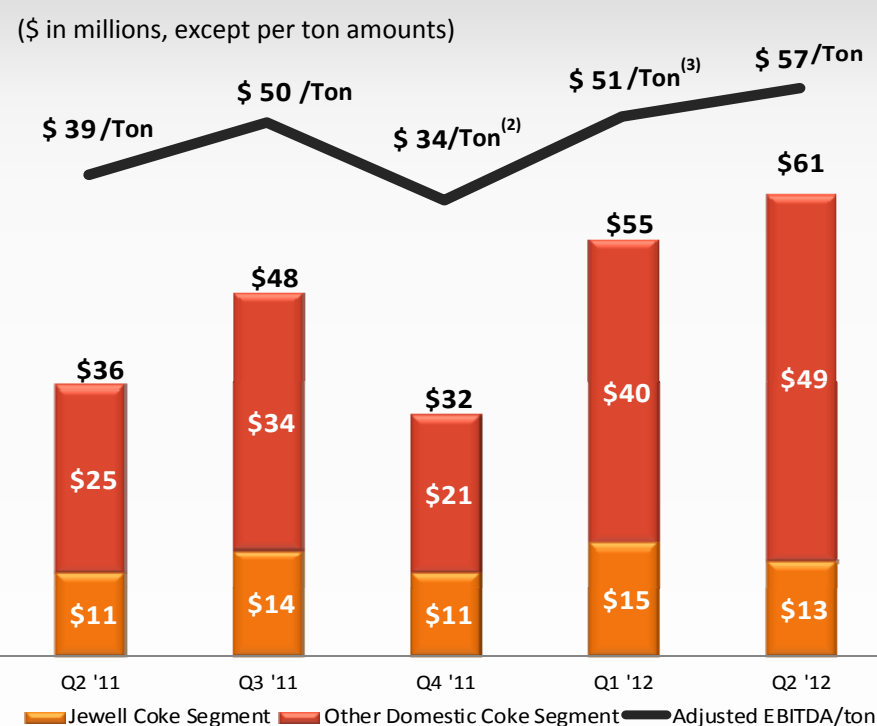
## (Jewell Coke & Other Domestic Coke)

**Strong performance driven by Middletown, Indiana Harbor and other operations**

### Domestic Coke Production



### Domestic Coke Adjusted EBITDA<sup>(1)</sup> Per Ton



(1) For a definition of EBITDA and Adjusted EBITDA/Ton and reconciliations, please see the appendix.

(2) Includes Indiana Harbor contract billing adjustment of \$6.0 million, net of NCI, and inventory adjustment of \$6.2 million, net of NCI, of which \$3.1 million is attributable to Q3 2011.

(3) Includes a \$2.4 million, net of NCI, charge related to coke inventory reduction and a \$1.3 million, net of NCI, lower cost or market adjustment on pad coal inventory and lower coal-to-coke yields related to the startup at Middletown.

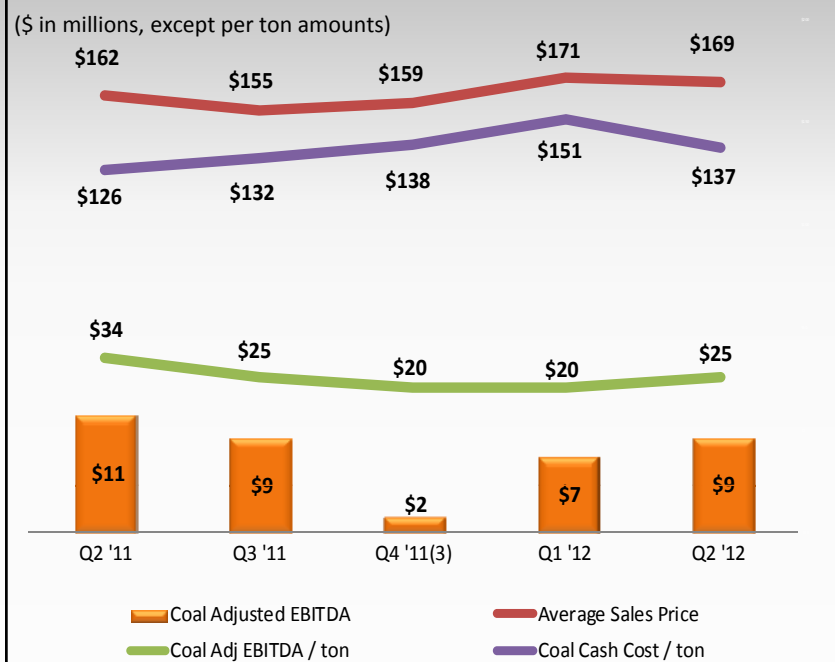


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# Coal Mining Financial Summary

## Coal Mining Adjusted EBITDA<sup>(1)</sup> and Avg. Sales Price/Ton<sup>(2)</sup>



## Coal Sales, Production and Purchases

	Q2 '11	Q3 '11	Q4 '11	Q1 '12	Q2 '12
Coal Sales	334	371	363	373	365
Coal Production	340	340	349	375	401
Purchased Coal	24	22	20	19	4

(1) For a definition and a reconciliation of Adjusted EBITDA, please see the appendix.

(2) Average Sales Price is the weighted average sales price for all coal sales volumes, including sales to affiliates and sales to Jewell Coke.

(3) Q4 2011 Adjusted EBITDA inclusive of Black Lung Liability charge of \$3.4 million and OPEB expense allocation of \$1.8 million.

## ● Cash production costs increasing in face of difficult demand/price environment

- Pricing up modestly, reflecting strong mid-vol. pricing/volumes, offset by weak hi-vol. and thermal pricing/volumes
- Cash costs up \$11/ton, reflecting decreased mix and higher costs of hi-vol. and thermal production

## ● Coal action plan implemented in Q1 2012 gaining traction

- Focus on most productive mines to reduce costs delivered sequential quarter improvement
  - Cash cost per ton at Jewell decreased from \$161 in Q1 2012 to \$143 in Q2 2012
  - Jewell reject rates improved from 68% in Q1 2012 to 66% in Q2 2012
- Expect further cash cost reductions for 2013

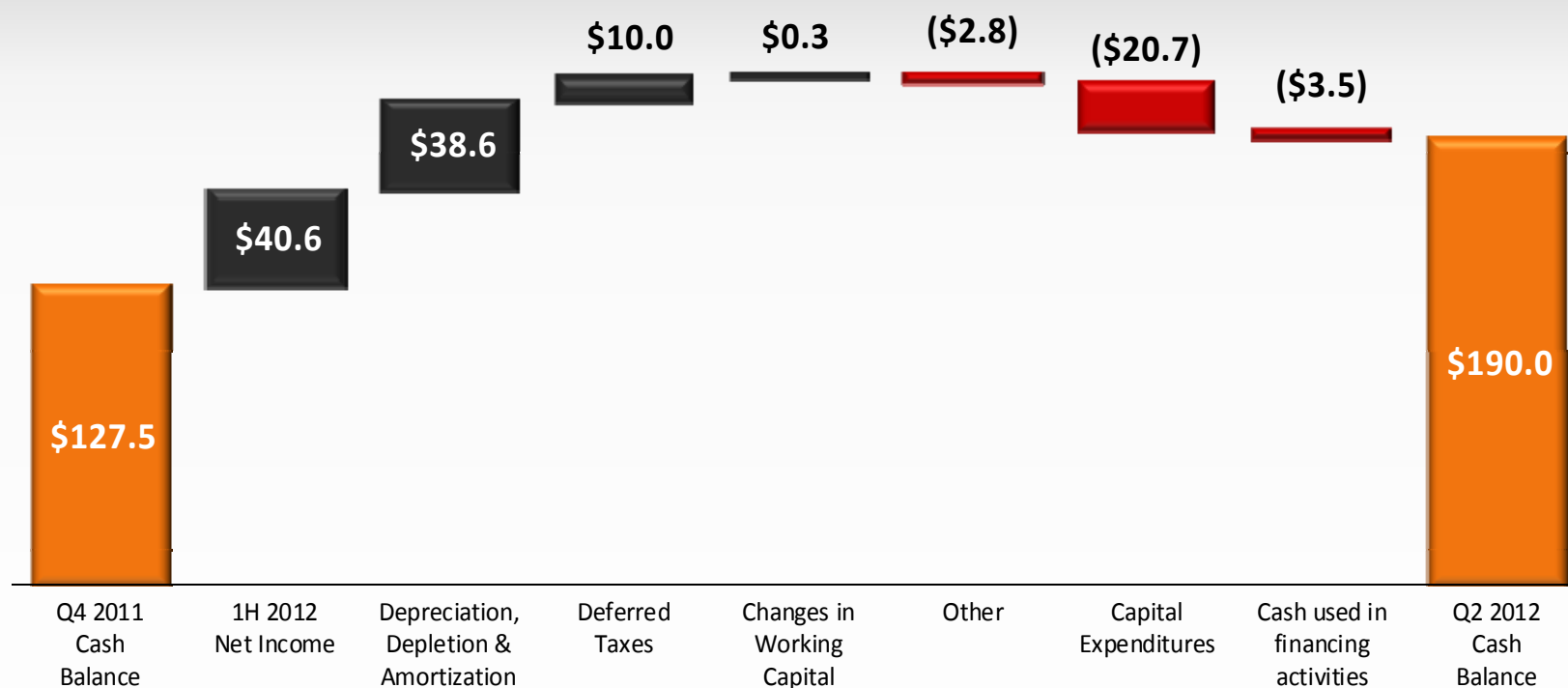
## ● Intend to maintain cash neutral position in 2012

- Reduced capital spending in line with outlook

# First Half 2012 Sources & Uses of Cash

**Liquidity position and credit metrics improving;  
free cash flow<sup>(1)</sup> was \$66 million in first half 2012**

(\$ in millions)



<sup>(1)</sup> For a definition and reconciliation of free cash flow, please see appendix.

# 2012 Adjusted EBITDA<sup>(1)</sup> Outlook

**Strong U.S. cokemaking business expected to drive increase in Adjusted EBITDA<sup>(1)</sup> in 2012**

(\$ in millions)



<sup>(1)</sup> For a definition of Adjusted EBITDA and reconciliation of Adjusted EBITDA, please see the appendix.

# Strategies for Enhancing Shareholder Value

## Operational Excellence

- Maintain focus on details and discipline of coke and coal mining operations
- Sustain and enhance top quartile safety performance and ability to meet environment standards
- Leverage operating know-how and technology to continuously improve yields and operating costs

## Grow The Coke Business

- **U.S. & Canada**
  - Continue permitting efforts for next potential U.S. facility
  - Explore opportunities to make strategic investments in existing capacity
- **International**
  - Execute India entry and pursue follow-on growth

## Strategically Optimize Assets

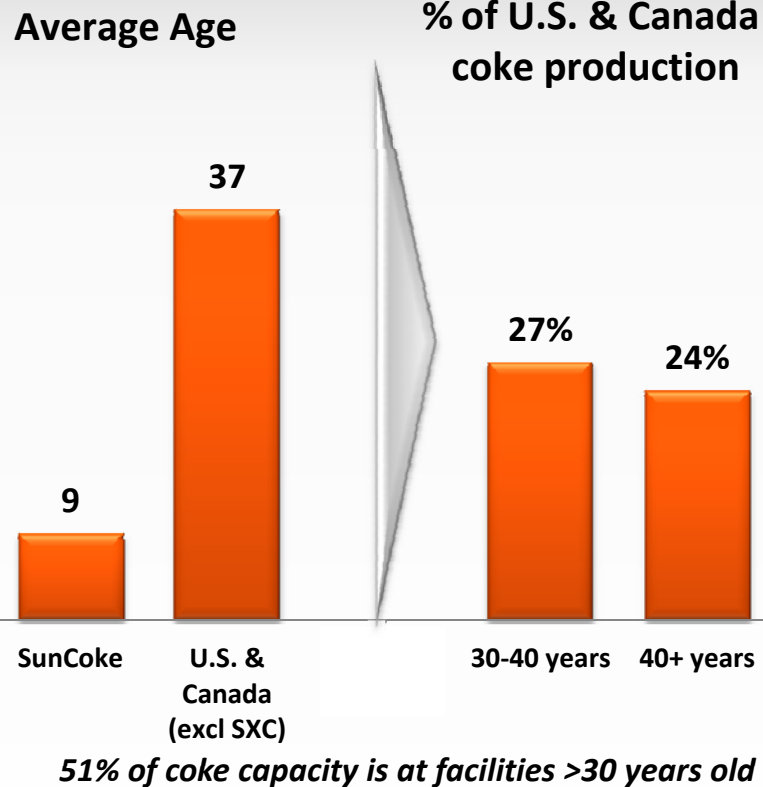
- **Coke MLP**
  - Execute plan to place a portion of our cokemaking assets into an MLP structure
- **Coal**
  - Optimize operations and investments to enhance long-term strategic flexibility



# U.S. and Canada Opportunity

Replace aging coke batteries operated by integrated steel producers

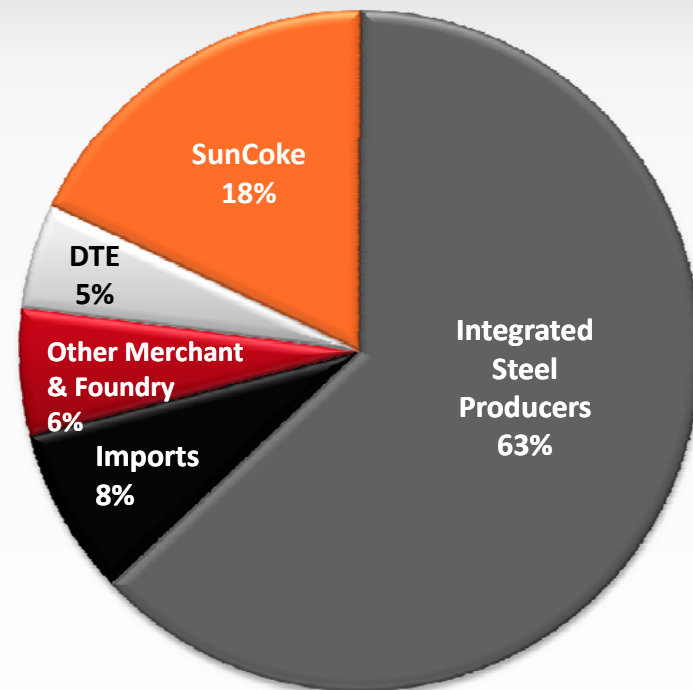
## Aging Cokemaking Facilities



Source: CRU, The Annual Outlook for Metallurgical Coke 2012.

## U.S. & Canada Coke Supply

Total 2011 Coke Demand: 19.5 million tons



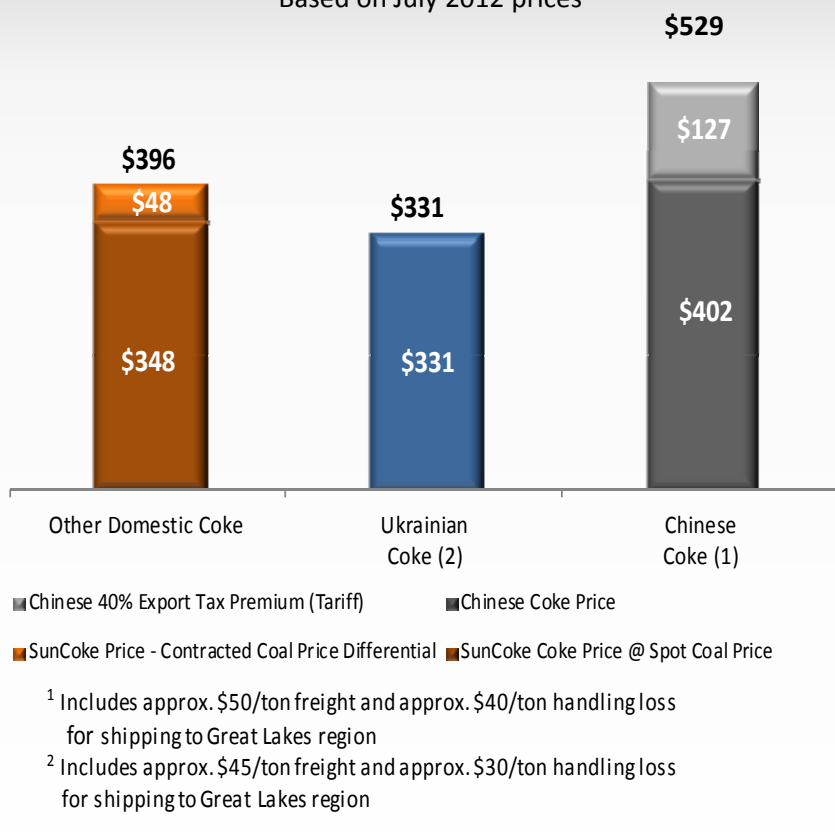
Source: CRU, The Annual Outlook for Metallurgical Coke 2012

# Coke Price Comparison

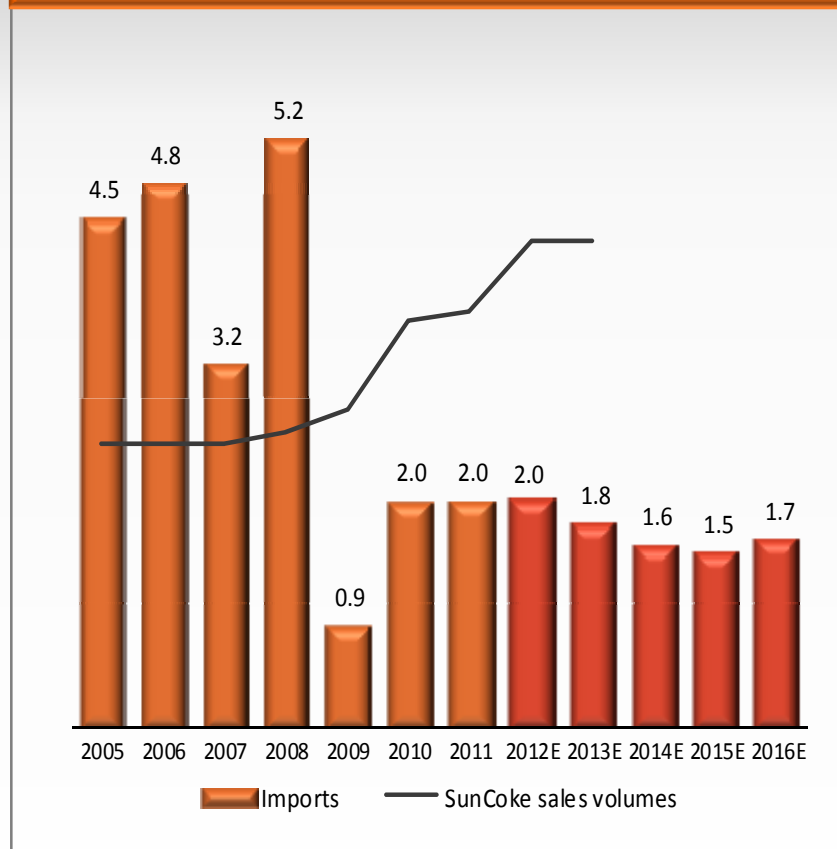
**SunCoke's coke is competitive on price, quality and reliability, providing us the opportunity to displace imported coke**

## Representative Delivered Coke Prices - \$/ton

Based on July 2012 prices

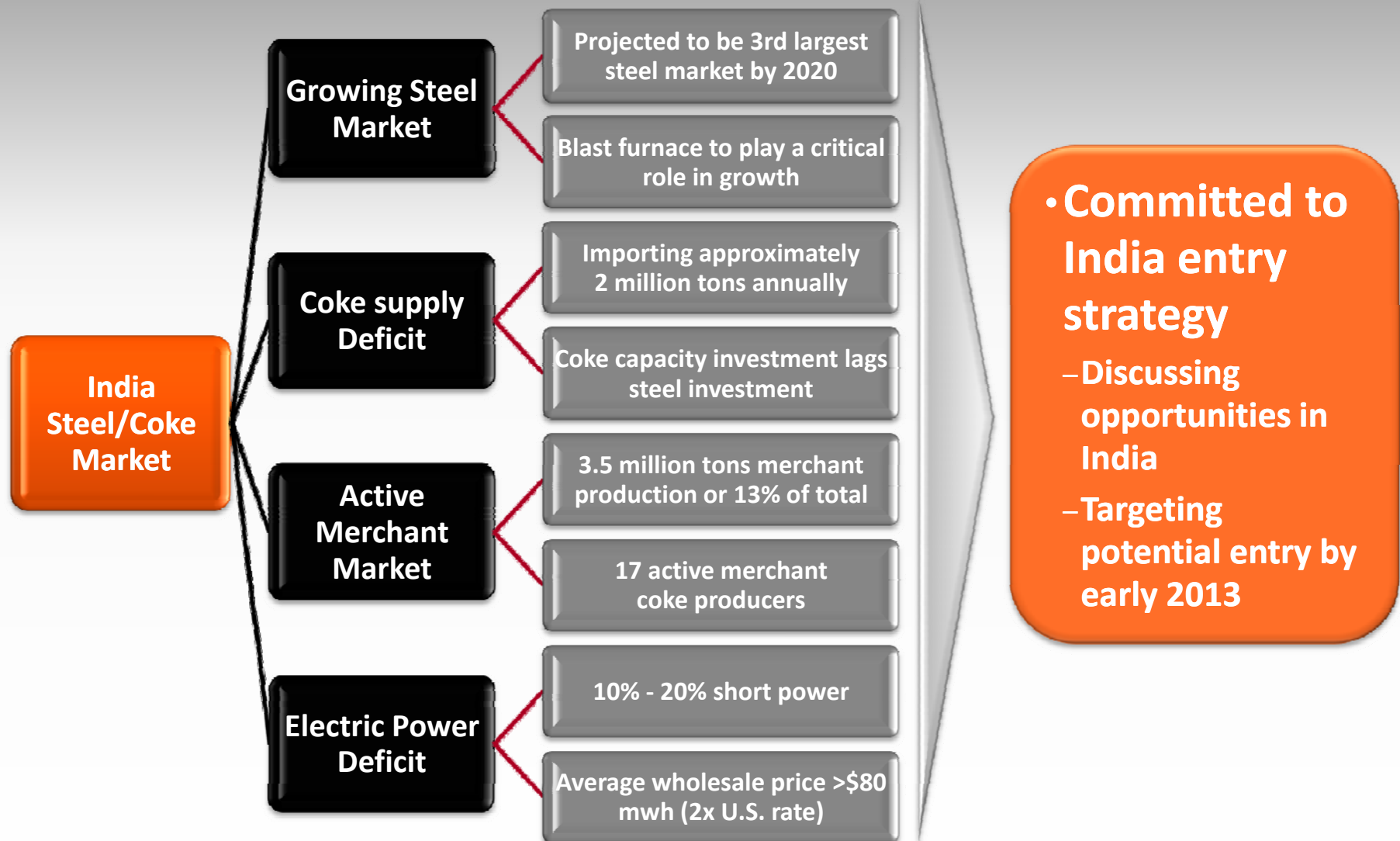


## U.S. and Canada Coke Imports



Source: World Price (DTC), Coke Market Report, CRU and company estimates

# India Opportunity



Sources: CRU, The Annual Outlook for Metallurgical Coke 2011, CIA World Factbook.



# QUESTIONS



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# Appendix



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# Definitions

- **Adjusted EBITDA** represents earnings before interest, taxes, depreciation, depletion and amortization (“EBITDA”) adjusted for sales discounts and the deduction of income attributable to non-controlling interests in our Indiana Harbor cokemaking operations. EBITDA reflects sales discounts included as a reduction in sales and other operating revenue. The sales discounts represent the sharing with our customers of a portion of nonconventional fuels tax credits, which reduce our income tax expense. However, we believe that our Adjusted EBITDA would be inappropriately penalized if these discounts were treated as a reduction of EBITDA since they represent sharing of a tax benefit which is not included in EBITDA. Accordingly, in computing Adjusted EBITDA, we have added back these sales discounts. Our Adjusted EBITDA also reflects the deduction of income attributable to noncontrolling interest in our Indiana Harbor cokemaking operations. EBITDA and Adjusted EBITDA do not represent and should not be considered alternatives to net income or operating income under United States generally accepted accounting principles (GAAP) and may not be comparable to other similarly titled measures of other businesses. Management believes Adjusted EBITDA is an important measure of the operating performance of the Company’s assets and is indicative of the Company’s ability to generate cash from operations.
- **Adjusted EBITDA/Ton** represents Adjusted EBITDA divided by tons sold.
- **Free Cash Flow** equals cash from operations less cash used in investing activities less cash distributions to non-controlling interests. Management believes Free Cash Flow information enhances an investor’s understanding of a business’ ability to generate cash. Free Cash Flow does not represent and should not be considered an alternative to net income or cash flows from operating activities as determined under GAAP and may not be comparable to other similarly titled measures of other businesses.

# Reconciliations

## Reconciliations from Adjusted Operating Income and Adjusted EBITDA to Net Income

*\$ in millions*

	<u>Q2 2012</u>	<u>Q1 2012</u>	<u>FY 2011</u>	<u>Q4 2011</u>	<u>Q3 2011</u>	<u>Q2 2011</u>	<u>Q1 2011</u>
Adjusted Operating Income	46.6	37.1	80.4	14.9	33.5	24.6	7.4
Net Income (Loss) attributable to Noncontrolling Interest	1.3	(0.3)	(1.7)	(0.5)	3.4	1.6	(6.2)
Subtract: Depreciation Expense	(20.2)	(18.4)	(58.4)	(16.0)	(14.7)	(14.7)	(13.0)
Adjusted EBITDA	65.5	55.8	140.5	31.4	44.8	37.7	26.6
Subtract: Depreciation, depletion and amortization	(20.2)	(18.4)	(58.4)	(16.0)	(14.7)	(14.7)	(13.0)
Subtract: Financing expense, net	(11.8)	(12.0)	(1.4)	(7.1)	(3.3)	4.5	4.5
Subtract: Income Tax	(7.0)	(5.3)	(7.2)	2.9	(5.1)	(1.9)	(3.1)
Subtract: Sales Discount	(3.8)	(3.2)	(12.9)	(3.2)	(3.5)	(3.1)	(3.1)
Add: Net Income attributable to NCI	1.3	(0.3)	(1.7)	(0.5)	3.4	1.6	(6.2)
Net Income	24.0	16.6	58.9	7.5	21.6	24.1	5.7

# Reconciliations

Reconciliations from Adjusted EBITDA to Adjusted Pre-Tax Operating Income							Domestic Coke
<i>\$ in millions, except per ton data</i>	Jewell Coke	Other Domestic Coke	International Coke	Jewell Coal	Corporate	Combined	
<b>Q2 2012</b>							
Adjusted EBITDA	12.5	48.6	0.7	9.3	(5.6)	65.5	61.1
Subtract: Depreciation, depletion and amortization	(1.3)	(13.7)	(0.1)	(4.3)	(0.8)	(20.2)	(15.0)
Add (Subtract): Net (Income) loss attributable to noncontrolling interests		1.3				1.3	1.3
<b>Adjusted Pre-Tax Operating Income</b>	<b>11.2</b>	<b>36.2</b>	<b>0.6</b>	<b>5.0</b>	<b>(6.4)</b>	<b>46.6</b>	<b>47.4</b>
Adjusted EBITDA	12.5	48.6	0.7	9.3	(5.6)	65.5	61.1
Sales Volume (thousands of tons)	170	892	358	373			1,062
<b>Adjusted EBITDA per Ton</b>	<b>73.5</b>	<b>54.5</b>	<b>2.0</b>	<b>24.9</b>			<b>57.5</b>
<b>Q1 2012</b>							
Adjusted EBITDA	15.0	40.1	0.1	7.4	(6.8)	55.8	55.1
Subtract: Depreciation, depletion and amortization	(1.3)	(12.6)	(0.1)	(4.1)	(0.3)	(18.4)	(13.9)
Add (Subtract): Net (Income) loss attributable to noncontrolling interests		(0.3)				(0.3)	(0.3)
<b>Adjusted Pre-Tax Operating Income</b>	<b>13.7</b>	<b>27.2</b>	<b>-</b>	<b>3.3</b>	<b>(7.1)</b>	<b>37.1</b>	<b>40.9</b>
Adjusted EBITDA	15.0	40.1	0.1	7.4	(6.8)	55.8	55.1
Sales Volume (thousands of tons)	186	892	358	373			1,078
<b>Adjusted EBITDA per Ton</b>	<b>80.6</b>	<b>45.0</b>	<b>0.3</b>	<b>19.8</b>			<b>51.1</b>

# Reconciliations

Reconciliations from Adjusted EBITDA to Adjusted Pre-Tax Operating Income							
<i>\$ in millions, except per ton data</i>	Jewell Coke	Other Domestic Coke	International Coke	Jewell Coal	Corporate	Combined	Domestic Coke
<b>Q4 2011</b>							
Adjusted EBITDA	10.6	21.3	10.2	2.5	(13.2)	31.4	31.9
Subtract: Depreciation, depletion and amortization	(1.2)	(10.6)	(0.1)	(3.7)	(0.4)	(16.0)	(11.8)
Add (Subtract): Net (Income) loss attributable to noncontrolling interests		(0.5)				(0.5)	(0.5)
<b>Adjusted Pre-Tax Operating Income</b>	<b>9.4</b>	<b>10.2</b>	<b>10.1</b>	<b>(1.2)</b>	<b>(13.6)</b>	<b>14.9</b>	<b>19.6</b>
Adjusted EBITDA	10.6	21.3	10.2	2.5	(13.2)	31.4	31.9
Sales Volume (thousands of tons)	166	837	295	363			1,003
<b>Adjusted EBITDA per Ton</b>	<b>63.9</b>	<b>25.4</b>	<b>34.6</b>	<b>6.9</b>			<b>31.8</b>
<b>Q3 2011</b>							
Adjusted EBITDA	13.9	34.3	1.7	9.2	(14.3)	44.8	48.2
Subtract: Depreciation, depletion and amortization	(1.2)	(9.9)	-	(3.3)	(0.3)	(14.7)	(11.1)
Add (Subtract): Net (Income) loss attributable to noncontrolling interests		3.4				3.4	3.4
<b>Adjusted Pre-Tax Operating Income</b>	<b>12.7</b>	<b>27.8</b>	<b>1.7</b>	<b>5.9</b>	<b>(14.6)</b>	<b>33.5</b>	<b>40.5</b>
Adjusted EBITDA	13.9	34.3	1.7	9.2	(14.3)	44.8	48.2
Sales Volume (thousands of tons)	191	777	373	371			968
<b>Adjusted EBITDA per Ton</b>	<b>72.8</b>	<b>44.1</b>	<b>4.6</b>	<b>24.8</b>			<b>49.8</b>

# Reconciliations

Reconciliations from Adjusted EBITDA to Adjusted Pre-Tax Operating Income							
<i>\$ in millions, except per ton data</i>	Jewell Coke	Other Domestic Coke	International Coke	Jewell Coal	Corporate	Combined	Domestic Coke
<b>Q2 2011</b>							
Adjusted EBITDA	10.6	25.3	0.8	11.5	(10.5)	37.7	35.9
Subtract: Depreciation, depletion and amortization	(1.4)	(9.6)	(0.1)	(3.2)	(0.4)	(14.7)	(11.0)
Add (Subtract): Net (Income) loss attributable to noncontrolling interests		1.6				1.6	1.6
<b>Adjusted Pre-Tax Operating Income</b>	<b>9.2</b>	<b>17.3</b>	<b>0.7</b>	<b>8.3</b>	<b>(10.9)</b>	<b>24.6</b>	<b>26.5</b>
Adjusted EBITDA	10.6	25.3	0.8	11.5	(10.5)	37.7	35.9
Sales Volume (thousands of tons)	170	757	412	334			927
<b>Adjusted EBITDA per Ton</b>	<b>62.4</b>	<b>33.4</b>	<b>1.9</b>	<b>34.4</b>			<b>38.7</b>
<b>Q1 2011</b>							
Adjusted EBITDA	11.0	8.5	1.0	12.3	(6.2)	26.6	19.5
Subtract: Depreciation, depletion and amortization	(1.1)	(8.6)	-	(2.7)	(0.6)	(13.0)	(9.7)
Add (Subtract): Net (Income) loss attributable to noncontrolling interests		(6.2)				(6.2)	(6.2)
<b>Adjusted Pre-Tax Operating Income</b>	<b>9.9</b>	<b>(6.3)</b>	<b>1.0</b>	<b>9.6</b>	<b>(6.8)</b>	<b>7.4</b>	<b>3.6</b>
Adjusted EBITDA	11.0	8.5	1.0	12.3	(6.2)	26.6	19.5
Sales Volume (thousands of tons)	175	697	362	386			872
<b>Adjusted EBITDA per Ton</b>	<b>62.9</b>	<b>12.2</b>	<b>2.8</b>	<b>31.9</b>			<b>22.4</b>



# Estimated EBITDA Reconciliation

## 2012E Net Income to Adjusted EBITDA Reconciliation

(in millions)	2012E Low	2012E High
<b>Net Income</b>	<b>\$98</b>	<b>\$122</b>
Depreciation, Depletion and Amortization	74	72
Total financing costs, net	48	46
Income tax expense	25	37
<b>EBITDA</b>	<b>\$245</b>	<b>\$277</b>
Sales discounts	11	10
Noncontrolling interests	(6)	(7)
<b>Adjusted EBITDA</b>	<b>\$250</b>	<b>\$280</b>

# Free Cash Flow Reconciliations

## First Half 2012 Free Cash Flow Reconciliation

(in millions)	1 <sup>st</sup> Half 2012
Cash from operations	\$ 86.7
Less cash used for investing activities	(20.7)
Less payments to minority interest	( - )
<b>Free Cash Flow</b>	<b>\$ 66.0</b>

## 2012E Estimated Free Cash Flow Reconciliation

(in millions)		2012
Cash from operations	In excess of	\$ 189
Less cash used for investing activities	Approx.	(85)
Less payments to minority interest	Approx.	(4)
<b>Free Cash Flow</b>	In excess of	<b>\$ 100</b>

# Reference



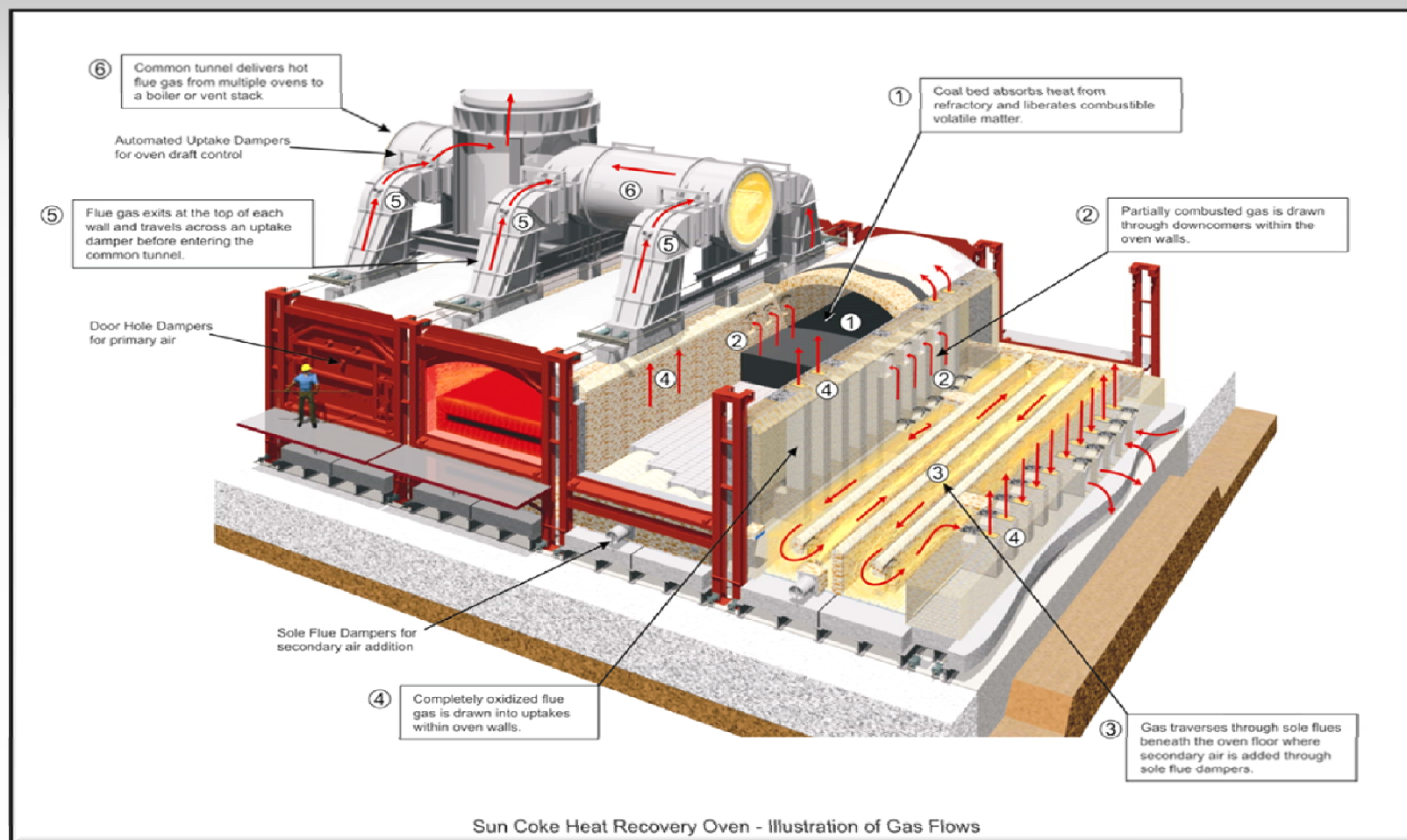
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# SunCoke's Cokemaking Technology

Our industry-leading cokemaking technology meets  
U.S. EPA Maximum Achievable Control Technology (MACT) Standards

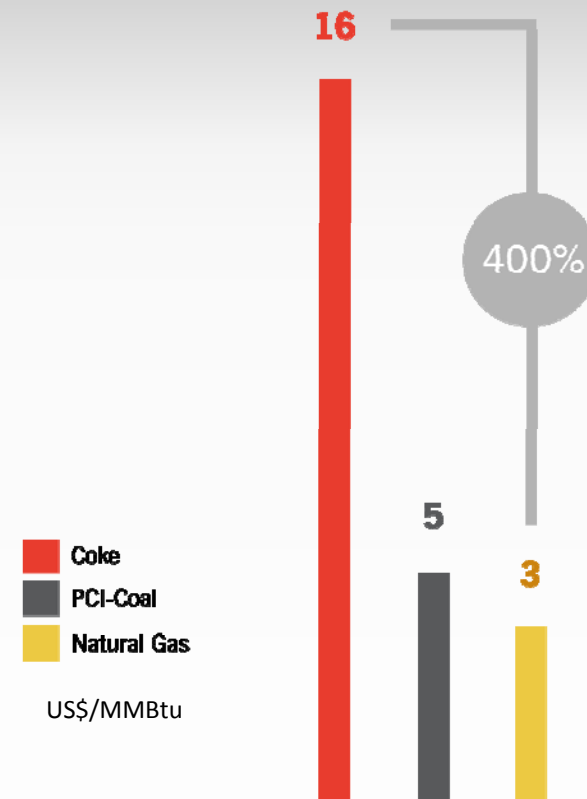


# Natural Gas in The Blast Furnace

## Impact of Low Natural Gas Prices

- Natural gas cannot completely replace coke in blast furnace
  - We estimate natural gas and other injectants can replace up to about 30%
  - The less coke used the more important the coke's quality
- Alternative technologies take time to implement, require significant capital commitments and are energy intensive
- Coke oven gases produced by integrated steelmakers' own coke ovens is less valuable in low cost natural gas environment, potentially impacting steelmakers' future reinvest/rebuild decisions

## Blast Furnace Fuel Pricing



Source: CRU, SXC Analysis

CS Global Credit Conference - October 2012