

# Goldman Sachs Metals & Mining/Steel Conference

November 20, 2013



SunCoke Energy<sup>™</sup>



# Forward-Looking Statements



Some of the information included in this presentation constitutes "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. All statements in this presentation that express opinions, expectations, beliefs, plans, objectives, assumptions or projections with respect to anticipated future performance of SunCoke Energy, Inc. ("SunCoke") or SunCoke Energy Partners, L.P. ("Partnership"), in contrast with statements of historical facts, are forward-looking statements. Such forward-looking statements are based on management's beliefs and assumptions and on information currently available. Forward-looking statements include information concerning possible or assumed future results of operations, 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.

Although management believes that its plans, intentions and expectations reflected in or suggested by the forward-looking statements made in this presentation are reasonable, no assurance can be given that these plans, intentions or expectations will be achieved when anticipated or at all. Moreover, such statements are subject to a number of assumptions, risks and uncertainties. Many of these risks are beyond the control of SunCoke and the Partnership, and may cause actual results to differ materially from those implied or expressed by the forward-looking statements. Each of SunCoke and the Partnership has included in its filings with the Securities and Exchange Commission (including, in the case of the Partnership, its Form S-1) 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. For more information concerning these factors, see the Securities and Exchange Commission filings of SunCoke and the Partnership. All forward-looking statements included in this presentation are expressly qualified in their entirety by such cautionary statements. Although forward-looking statements are based on current beliefs and expectations, caution should be taken not to place undue reliance on any such forward-looking statements because such statements speak only as of the date hereof. Neither SunCoke nor the Partnership has 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.

# **ABOUT SUNCOKE**



SunCoke Energy<sup>™</sup>



### **About SunCoke**



# Largest independent coke producer in the Americas

 Coke is essential in blast furnace steel production

### **Cokemaking business**

- ~6 million tons of capacity: 4.2m tons in U.S.; 1.7m in Brazil; 0.4m tons in India JV
- Secure, long-term take-or-pay contracts
- General Partner and 58% owner of SunCoke Energy Partners LP (SXCP)

### **Coal logistics**

 5 coal handling terminals with capacity to blend and transload 30 million tons annually

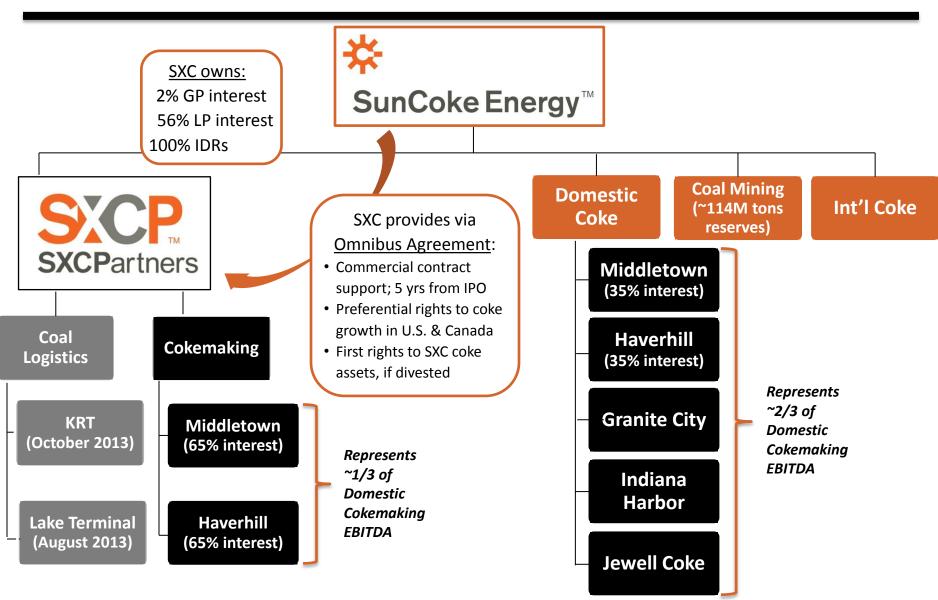
### **Coal mining operations**

- ~114 million tons of reserves primarily of mid-vol. metallurgical coal in Virginia and West Virginia
- ~1.4 million tons mined in 2013E



# SXC/SXCP Organizational Structure





# Recent Highlights









### **Continued Operations Excellence**

- Sustained high-level of operating performance in coke business
- Reduced coal cash costs from \$144/ton in Q4'12 to \$123/ton in Q3'13
- Maintained top quartile safety performance in coal and coke

### Positioned for Future Growth

- Indiana Harbor—renewed contract with ArcelorMittal includes return on refurbishment capital; project on track
- Financial flexibility at SXC and SXCP can facilitate growth

### Leveraged SXCP as Growth Engine

- Completed two acquisitions in coal logistics business
- Received favorable private letter ruling on iron ore concentrating/pelletizing activities
- SXCP raised Q4 distribution outlook; reaching first incentive distribution right (IDR) split

# Expect to end year in upper half of initial 2013 Adjusted EBITDA and EPS guidance

# **OUR MARKET OPPORTUNITY**



# SunCoke's Existing Business



Strategy / Mission

Fuel our steel customers with coke, coal and power

Customer Products

Integrated Steel Coal Producers Power

### **SunCoke Strengths**

- ✓ Facilities aligned with strategic blast furnaces with long expected useful lives
- ✓ Secure long-term, take-or-pay contracts with key pass-through provisions
- ✓ Highly competitive delivered coke cost to customer
- ✓ Meet U.S. EPA Maximum Achievable Control Standard
- ✓ Well-positioned to grow via aging battery replacement

### **Potential Challenges**

- Customer concentration
- EAF now the dominant steel making process in the U.S.
- DRI can both improve EAF steel quality and make blast furnaces more productive
- Steel imports to North America remain a competitive threat

# Transformational Strategy



Historical

Fuel our steel customers with coke, coal and power

Customer Products

Integrated Coal Producers

**Power** 

**Capitalize on our Strengths** 

**Replicate our Business Model** 

Leverage our MLP for Growth

Future

Leading supplier of raw materials processing and handling services to the steel industry

Integrated
Steel
Producers

Coke Production

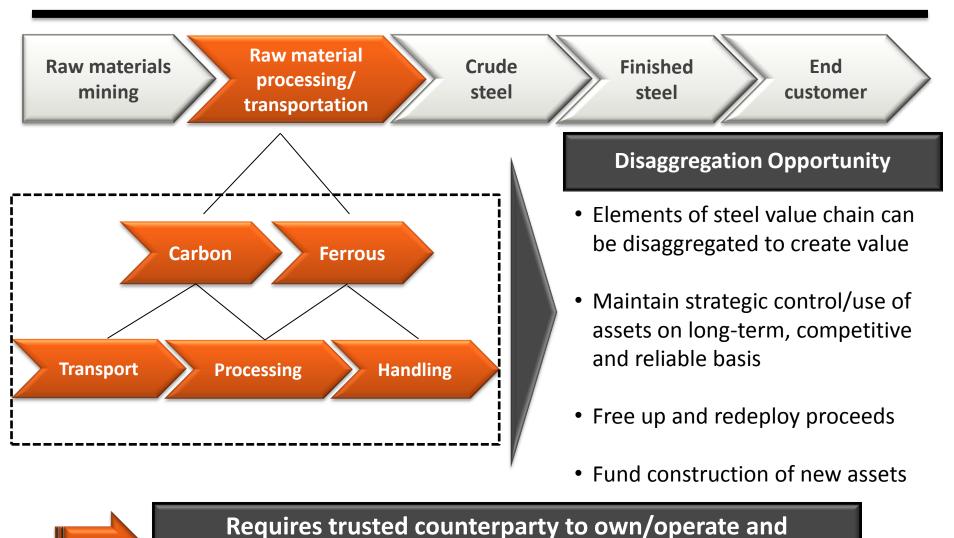
Coal Handling /
Processing

Iron Ore
Handling /
Processing

DRI Production

### Steel Value Chain





valuation/cost of capital advantage

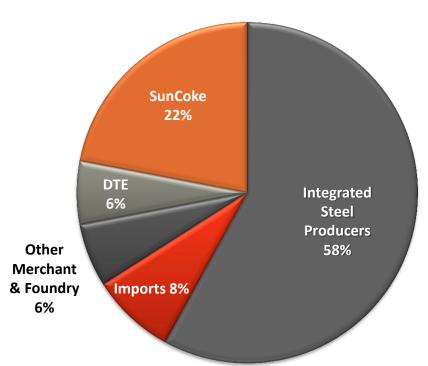
# The Cokemaking Opportunity



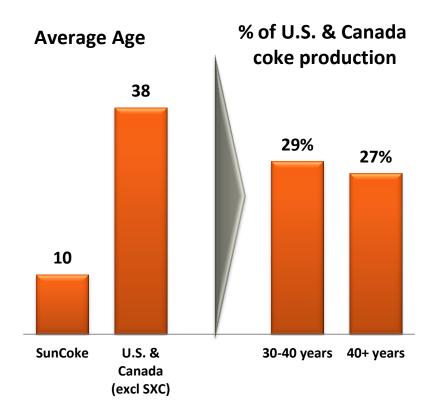
We estimate nearly 4 million tons of capacity will be retired/replaced in coming years and another 4 million tons is potentially acquisition worthy

### **U.S. & Canada Coke Supply**

Total 2012 Apparent Coke Demand: ~19 million tons



### **Aging Cokemaking Facilities**



56% of coke capacity is at facilities >30 years old

Source: CRU - The Annual Outlook for Metallurgical Coke 2013, company estimates

Source: CRU - The Annual Outlook for Metallurgical Coke 2013, company estimates

# The Coal Logistics Opportunity



Coal handling/blending operations are a natural backward integration play and provide opportunity to broaden our customer base

### **Adjacent Integration:**

A business we understand, providing a service we are familiar with



Terminals



Barges



**Replicate Business Model:** 

Tolling, fee-based off-take agreements limit commodity exposure



**Private Railcars** 

### Potential asset types



Loadouts

### **Asset Rich:**

Large market size combined with capital-constrained owners

# The Ferrous Opportunity



Iron ore processing/handling represents significant opportunity to leverage a tolling-business model and diversify our customer base

### Concentration

### Pelletizing

### **Direct Reduction**

What it is:

**Market Size** 

Separating iron-bearing particulars from waste material through crushing, grinding and enriching

Agglomerating iron ore concentrates into desired size pellets for use in blast furnace steelmaking

In millions of metric tons	U.S.	Canada
Operating Capacity	~50	22
Under Development	10	0

Reducing iron into a highlyconcentrated pellet or briquette form by utilizing natural gas or coal as a heat source/reductant

In millions of metric tons	U.S.	Canada
Operating Capacity	0	1
Under Development	4.5	0

Market Participants

- Steelmakers (blast furnace and electric arc furnace)
  - Mining companies

# **Growth Strategy**



### Area of focus:

### Cokemaking

### **Coal Logistics**

# Iron Ore Processing

### **Summary:**

Greenfield development and/or acquisition of existing cokemaking facilities with long-term off-take agreements

Selective acquisition of coal handling & processing assets, with long-term off-take agreements and limited commodity exposure

Investment in ferrous side of steel value chain, such as in concentrating, pelletizing and transport/handling of iron ore

### Organic Growth (SXC)



 Currently permitting a new potential plant

- Contract renewal and refurbishment at Indiana Harbor
- India follow-ons

n/a

 Evaluating potential greenfield DRI opportunities

- M&A (SXCP)
- SXCP

- Discussing potential acquisition of targeted coke assets
- Complexity implies beyond 2013 timeframe
- Two acquisitions announced to date
- Natural backward integration play, plus potential to broaden customer base
- Received favorable ruling on qualifying income status of concentrating & pelletizing
- Potential to deploy tolling/pass-through model

# **QUESTIONS?**





# **APPENDIX**



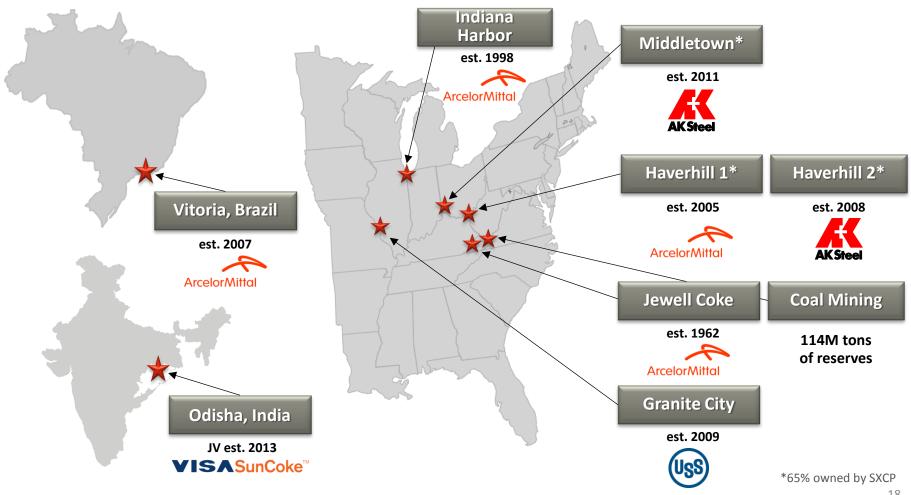
# ABOUT SUNCOKE AND THE COKEMAKING PROCESS



# SunCoke Operations and Customers



### Modern facilities strategically located in proximity to customers' integrated steel-making facilities



# SunCoke's Cokemaking Technology

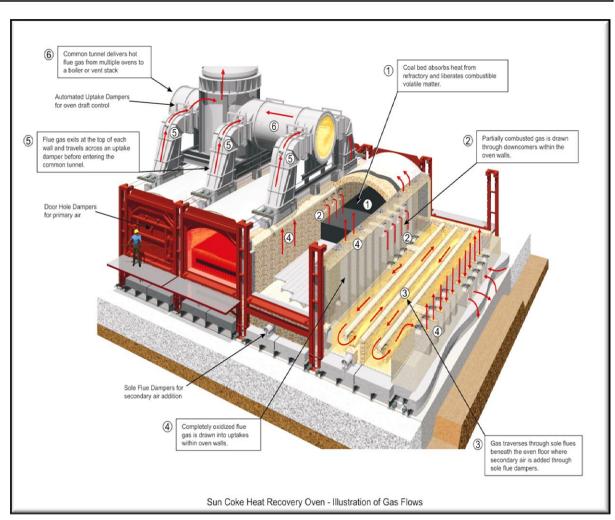


Industry-leading cokemaking technology meets U.S. EPA Maximum Achievable Control Technology (MACT) standards and makes larger, stronger coke

# Industry-leading environmental signature

- Leverage negative pressure to substantially reduce emissions
- Convert waste heat into steam and electrical power; ~9 MW electric power per 110,000 tons of annual production

Only company to design, build, and operate new U.S. greenfield coke development in ~ 20 years



# **Operations Excellence**



## The SunCoke Way

### 1 Implement best practices

 Standardize operating and maintenance practices to achieve reliable, predictable operations

### Master coal science

Use advanced prediction models to optimize coal blend and maximize yield

### Improve technology

- Increase production flexibility
- Decrease equipment cost and lengthen asset life

### • Compiled comprehensive database of U.S. coals Blend Developed model to optimize coal blends for cost and quality optimization targets Enhanced oven controls and process automation Yield Improved coal/coke handling practices and equipment improvement Maximize power recovery Maximum natural gas/injectant capability for customers Larger and Blast furnaces using 100% SXC/SXCP coke achieve some of best fuel stronger coke rates in industry Simple operation; no by-product or waste water treatment plant Lower operating Less operating and maintenance manpower requirements cost Gross operating cost ~ ½ that of typical by-product batteries

# Cokemaking Business Model



# Secure, long-term take-or-pay contracts generate consistent earnings and stable cash flow

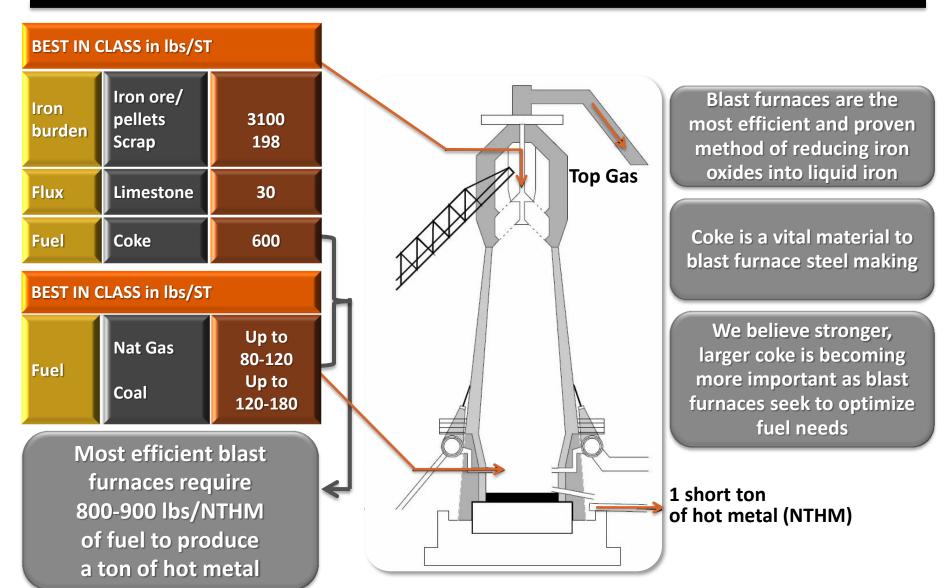
SunCoke Contract Attributes

Take-or-pay	<b>√</b>
Termination Provisions	√/ <b>x</b> <sup>(1)</sup>
Margin protection	
(i.e., pass-thru provisions) against changes in:	
Cost of Coal	✓
Cost of Coal Blending &	
Transportation	$\checkmark$
Operating &	
Maintenance Costs	✓
Taxes (other than	
income taxes)	$\checkmark$
Government Regulation	✓
Fixed Fee for	
Return on Capital	$\checkmark$

<sup>(1)</sup> AK Steel contract at Haverhill 2 has termination right only with permanent closure of blast furnace steelmaking at their Ashland, KY facility and no replacement production elsewhere. AK must also provide 2-year notice and pay significant fee if termination right exercised prior to 2018.

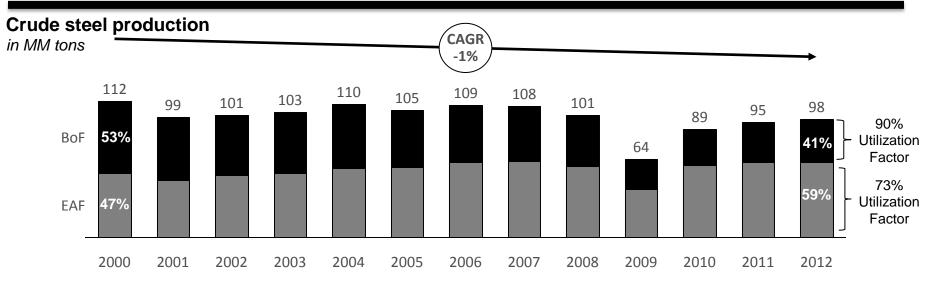
### Blast Furnaces and Coke





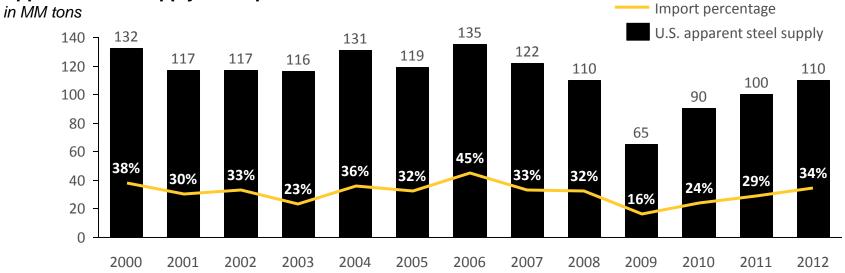
# U.S. Market – Steel Supply & Imports





Source: WSD, AISI, WSA, CRU

### Apparent steel supply vs. imports



Source: WSD, AISI, WSA, CRU

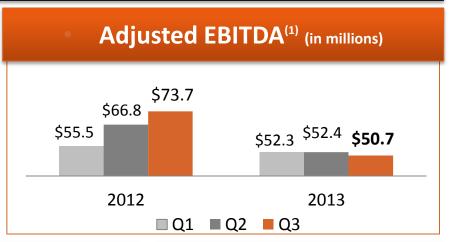
# **SXC AND SXCP FINANCIAL RESULTS**



# SXC YTD 2013 Highlights







# Strong Liquidity Position

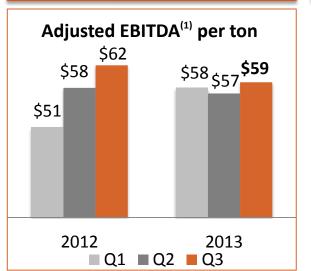
~\$270M

**Combined cash** 

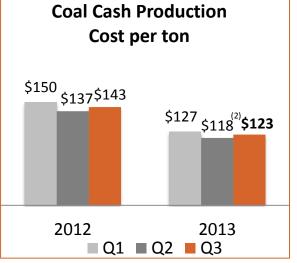
~\$300M

Revolver capacity as of Sept 30, 2013

# Solid Cokemaking Operations



### Continued to Reduce Coal Production Costs



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

Excludes the benefit of a \$0.4 million decline in accrued potential fines and penalties.

# Indiana Harbor's Journey



# Expect Adjusted EBITDA<sup>(1)</sup> uplift of at least \$25M by 2015

# from contract renewal and refurbishment

### 2011

Missed yield, volumes and operating budget targets; purchased coke cover

Conducted engineering review to evaluate plant conditions

### 2012

Operations improved, yields and volumes remained below targets

Determined refurbishment objectives and costs; implemented late 2012

#### 2013

Refurbishment ~50% complete in Q3 2013; impacting 2013 yields, volumes and operating costs

10-year renewal includes solid return on \$85m of refurbishment capital

Q4 2013 expected uplift of approx. \$4m from renewal

> 2013E: expect Adj. EBITDA ~\$10M

#### 2014

Refurbishment completed early 2014; new equipment installed 2H 2014

Anticipate continued higher operating costs and lower volumes due to refurbishment and potential blast furnace outage in 1H 2014

Expect to realize benefit of renewal and refurbishment as year progresses

> 2014E: \$10M -\$15M YOY uplift from fee and cost improvement

#### 2015

Anticipate achieving yield, volume and operating cost targets for full year

Expect to realize full benefit of refurbishment and contract renewal

2015E: \$15M -\$20M YOY uplift from cost and volume improvement

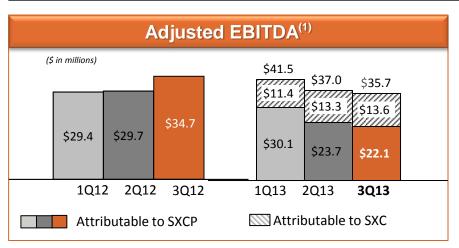
Indiana Harbor Adj. EBITDA (100% basis before NCI)

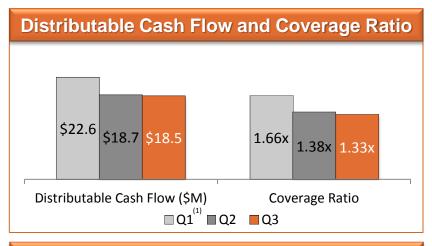
> 26 2011 2012 2013 2014 2015

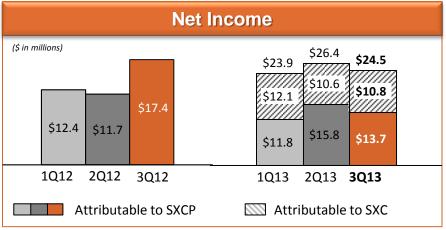
# SXCP YTD 2013 Highlights

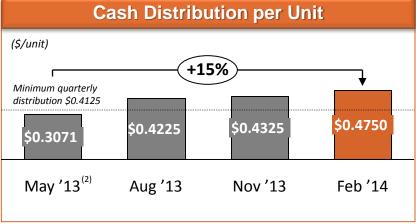


# Solid operating results, recent acquisitions and financial flexibility provide platform for future growth in distributable cash flow









- (1) For a definition and reconciliation of Adjusted EBITDA and proforma distributable cash flow, please see appendix.
- (2) Reflects proration of minimum quarterly distribution rate for the January 23, 2013 closing of the SXCP IPO.

# Liquidity & Debt



### Both SXC and SXCP are well-capitalized to facilitate growth

(\$ in millions)	SXC	SXCP
Cash Position at 09/30/13 <sup>(1)</sup>	\$190	\$79
Revolver Capacity	\$148	\$149
Total Liquidity	\$338	\$228
Total Debt <sup>(2)</sup>	\$499	\$150
Total Debt <sup>(1)</sup> /2013E Adjusted EBITDA <sup>(4)</sup>	2.7x	1.6x
Net Debt <sup>(3)</sup>	\$309	\$124
Net Debt /2013E Adjusted EBITDA <sup>(4)</sup>	1.7x	1.3x

### SXC

- \$400M 7.625% Senior
   Notes due 2019, rated
   B1/B+
- \$330M Term Loan B, rated Ba1/BB+ (\$100M outstanding)

### SXCP

\$150M 7.375% Senior
 Notes due 2020, rated
 B1/BB-

- (1) For SXC, reflects cash position of \$269 million net of the \$79 million in cash attributable to SXCP. For SXCP, cash position at 9/30/13 includes \$53 million of remaining cash allocated and committed at the time of the IPO for environmental capital expenditures (YTD 2013 \$14 million spent at SXCP for environmental remediation)
- (2) For SXC, reflects total debt position of \$649 million net of total debt attributable to SXCP of \$150 million
- (3) For SXC, reflects total debt attributable to SXC less cash attributable to SXC. For SXCP, reflects total SXCP debt less SXCP's uncommitted cash position of \$26 million (\$79 million less \$53 million remaining spend committed for environmental expenditures)
- (4) Based on the mid-point of 2013 Adjusted EBITDA guidance attributable to SXC of \$175-\$188 million (\$181.5M mid-point) and attributable to SXCP of \$92 \$100 million (\$96 million mid-point). Please see appendix for definition and reconciliation of Adjusted EBITDA

# **DEFINITIONS AND RECONCILIATIONS**



## **Definitions**



- Adjusted EBITDA represents earnings before interest, taxes, depreciation, depletion and amortization ("EBITDA") adjusted for sales discounts and the interest, taxes, depreciation, depletion and amortization attributable to our equity method investment. EBITDA reflects sales discounts included as a reduction in sales and other operating revenue. The sales discounts represent the sharing with customers of a portion of nonconventional fuel tax credits, which reduce our income tax expense. However, we believe 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 that is not included in EBITDA. Accordingly, in computing Adjusted EBITDA, we have added back these sales discounts. Our Adjusted EBITDA also includes EBITDA attributable to our equity method investment. EBITDA and Adjusted EBITDA do not represent and should not be considered alternatives to net income or operating income under GAAP and may not be comparable to other similarly titled measures in other businesses. Management believes Adjusted EBITDA is an important measure of operating performance and provides useful information to investors because it highlights trends in our business that may not otherwise be apparent when relying solely on GAAP measures and because it eliminates items that have less bearing on our operating performance. Adjusted EBITDA is a measure of operating performance that is not defined by GAAP, does not represent and should not be considered a substitute for net income as determined in accordance with GAAP. Calculations of Adjusted EBITDA may not be comparable to those reported by other companies.
- EBITDA represents earnings before interest, taxes, depreciation, depletion and amortization.
- Adjusted EBITDA attributable to SXC/SXCP equals Adjusted EBITDA less Adjusted EBITDA attributable to noncontrolling interests.
- <u>Adjusted EBITDA/Ton</u> represents Adjusted EBITDA divided by tons sold. When applicable to Adjusted EBITDA attributable to SXC or SXCP, tons sold are prorated according to the respective ownership interest of SXC or SXCP as applicable.

# **Definitions**



- <u>Distributable Cash Flow</u> equals Adjusted EBITDA less net cash paid for interest expense, on-going capital expenditures, accruals for replacement capital expenditures, and cash distributions to noncontrolling interests; plus amounts received under the Omnibus Agreement and acquisition expenses deemed to be Expansion Capital under our Partnership Agreement. Distributable Cash Flow is a non-GAAP supplemental financial measure that management and external users of the Partnership's financial statements, such as industry analysts, investors, lenders and rating agencies use to assess:
  - the Partnership's operating performance as compared to other publicly traded partnerships, without regard to historical cost basis;
  - the ability of the Partnership's assets to generate sufficient cash flow to make distributions to the Partnership's unitholders;
  - · the Partnership's ability to incur and service debt and fund capital expenditures; and
  - the viability of acquisitions and other capital expenditure projects and the returns on investment of various investment opportunities.

The Partnership believes that Distributable Cash Flow provides useful information to investors in assessing the Partnership's financial condition and results of operations. Distributable Cash Flow should not be considered an alternative to net income, operating income, cash flows from operating activities, or any other measure of financial performance or liquidity presented in accordance with generally accepted accounting principles (GAAP). Distributable Cash Flow has important limitations as an analytical tool because it excludes some, but not all, items that affect net income and net cash provided by operating activities and used in investing activities. Additionally, because Distributable Cash Flow may be defined differently by other companies in the industry, the Partnership's definition of Distributable Cash Flow may not be comparable to similarly titled measures of other companies, thereby diminishing their utility.

- Ongoing capital expenditures ("capex") are capital expenditures made to maintain the existing operating capacity of our assets and/or to extend their useful lives. Ongoing capex also include new equipment that improves the efficiency, reliability or effectiveness of existing assets. Ongoing capex does not include normal repairs and maintenance, which are expensed as incurred, or significant capital expenditures. For purposes of calculating distributable cash flow, the portion of ongoing capex attributable to SXCP is used.
- Replacement capital expenditures ("capex") represents an annual accrual necessary to fund SXCP's share of the estimated costs to replace or rebuild our facilities at the end of their working lives. This accrual is estimated based on the average quarterly anticipated replacement capital that we expect to incur over the long term to replace our major capital assets at the end of their working lives. The replacement capex accrual estimate will be subject to review and prospective change by SXCP's general partner at least annually and whenever an event occurs that causes a material adjustment of replacement capex, provided such change is approved by our conflicts committee.

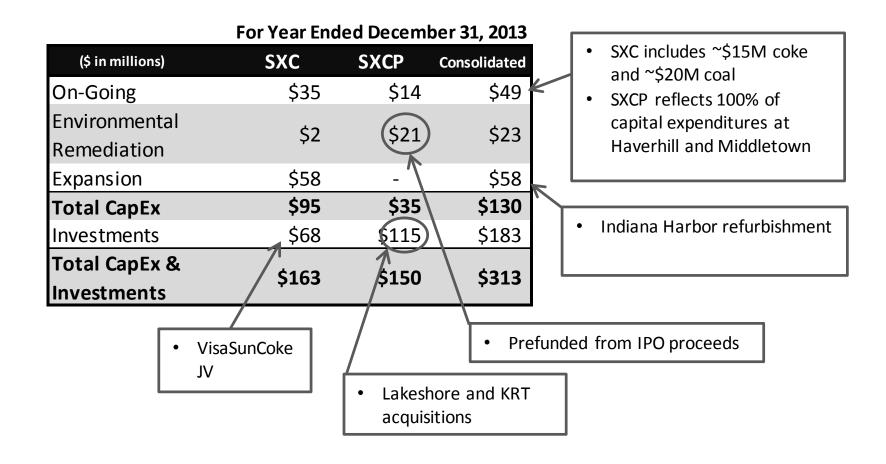
# Reconciliation from Net Income to Adjusted EBITDA

\$ in millions								
, iii iiiiiioiis	Q3 2013	Q2 2013	Q1 2013	FY 2012	Q4 2012	Q3 2012	Q2 2012	Q1 2012
Net Income	12.3	12.7	6.4	102.5	29.0	32.9	24.0	16.6
Subtract: Depreciation, depletion								
and amortization	(23.2)	(23.4)	(23.9)	(80.8)	(23.3)	(18.9)	(20.2)	(18.4)
Subtract: Interest expense, net	(12.1)	(12.1)	(15.8)	(47.8)	(11.8)	(12.2)	(11.8)	(12.0)
Subtract: Income Tax	(0.6)	(1.1)	(4.8)	(23.4)	(3.5)	(7.6)	(7.0)	(5.3)
EBITDA	48.2	49.3	50.9	254.5	67.6	71.6	63.0	52.3
Add: Sales discount	2.2	2.1	1.4	11.2	2.1	2.1	3.8	3.2
Add: Adjustment to								
unconsolidated affiliate earnings	0.3	1.0	-	-	-	-	-	-
Adjusted EBITDA	50.7	52.4	52.3	265.7	69.7	73.7	66.8	55.5
Adjusted EBITDA attributable to								
noncontrolling interests	(9.9)	(10.7)	(8.4)	(3.0)	(1.5)	(1.1)	(0.9)	0.5
Adjusted EBITDA attributable to								
SXC	40.8	41.7	43.9	262.7	68.2	72.6	65.9	56.0

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### 2013 Estimated Capital Expenditures & Investments





# SXCP – Adjusted EBITDA and Distributable Cash Flow Reconciliations



	D	As	Dur	. <b>.</b> (1	L) D	oforma <sup>(1</sup>	l) <b>D</b> .	As	Da	As
(\$ in Millions)		oorted (1'13		этоrma Adj.		0101ma		portea Q2'13		ported Q3'13
				· ·		•				
Net cash (used in) provided by operating activities	\$	<b>5.7</b>	\$	(0.2)	>	<b>5.5</b>	\$	<b>38.0</b> (7.6)	\$	26.0
Depreciation Changes in working capital and other		(7.6) 25.8				(7.6) 25.8		(4.0)		(8.3) 6.8
Net income	Ś	23.9			Ś	23.7	Ś	<b>26.4</b>	\$	24.5
	٠,	23.3			Ą	23.7	Ą	20.4	Ą	24.3
Add:										
Depreciation		7.6				7.6		7.6		8.3
Interest expense, net		6.7				6.7		2.8		2.8
Income tax expense		3.9				3.9		0.2		0.1
Sales discounts		(0.6)				(0.6)		-		-
Adjusted EBITDA	\$	41.5			\$	41.3	\$	37.0	\$	35.7
Adjusted EBITDA attributable to NCI		(11.4)		(3.4)		(14.8)		(13.3)		(13.6)
Adjusted EBITDA attributable to Predecessor/SXCP	\$	30.1			\$	26.5	\$	23.7	\$	22.1
Less:										
Ongoing capex		(0.7)				(0.7)		(1.2)		(2.2)
Replacement capex accrual		(0.9)				(0.9)		(0.9)		(0.9)
Cash interest accrual		(2.9)				(2.9)		(2.9)		(2.9)
Make whole payment Payment to DTE Energy Corporation in connection		-				-		-		0.6
with the Lake Terminal acquisition		-				-		-		1.8
Distributable cash flow	\$	25.6			\$	22.0	\$	18.7	\$	18.5
Quarterly Cash Distribution		<b>13.2</b> <sup>(2)</sup>	)			<b>13.2</b> <sup>(2)</sup>		13.5		13.9
Distribution Coverage Ratio		1.94x				1.66x		1.38x		1.33x

Full Year 2013 Guidance										
As As Proforma (1) Reported Reported										
				Re	•	Reported				
	Low		High		Low		High			
\$	94.5	\$	102.5	\$	94.7	\$	102.7			
	33.5		33.0		33.5		33.0			
	16.5		16.0		16.5		16.0			
	4.5		4.5		4.5		4.5			
	(0.6)		(0.6)		(0.6)		(0.6)			
\$	148.4	\$	155.4	\$	148.6	\$	155.6			
	(53.4)		(55.4)		(50.0)		(52.0)			
\$	95.0	\$	100.0	\$	98.6	\$	103.6			
	(9.1)		(9.1)							
	(3.7)		(3.7)							
	(11.8)		(11.8)							
	1.0		1.1							
	1.0		1.0							
Ċ	1.8	Ċ	1.8							
\$	73.2	\$	78.3							

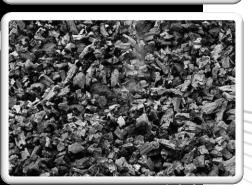
<sup>(1)</sup> Proforma assuming closing of SXCP IPO effective January 1, 2013.

<sup>(2)</sup> Based on minimum quarterly distribution amount of \$0.4125











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