



# SunCoke Energy, Inc. Q1 2016 Earnings Conference Call

April 27, 2016



SunCoke Energy™

# Forward-Looking Statements



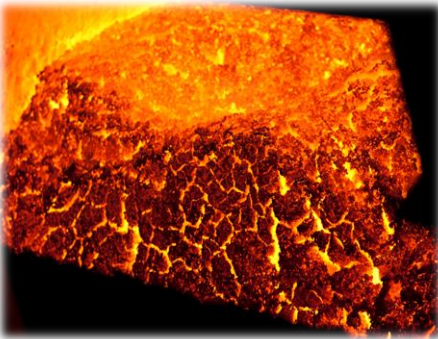
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# Q1 Accomplishments



- ✓ Achieved solid safety, environmental and operating performance across coke and coal logistics fleet
- ✓ Realized cost improvement at Indiana Harbor; continuing efforts to stabilize plant operations
- ✓ Supported ~\$53M of face value bond repurchases at SXCP during Q1
- ✓ Executed sale of coal mining business to simplify structure and reduce ongoing costs
- ✓ Reaffirmed FY 2016 Consolidated Adjusted EBITDA<sup>(1)</sup> guidance of \$210M – \$235M

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

# Navigating Current Market Conditions



## Remaining flexible and responsive to challenging industry landscape

### Adjusting 2016 production to accommodate customer requirements

- Highlights operational agility and strength of customer relationships and contracts
- Haverhill 2: reducing full-year production by ~75k tons, resulting in higher fixed fee per ton (***no change in contract economics***)
- Granite City: back-loading production to help customer manage inventory, but expect to produce at contract maximum level for FY 2016

### Supporting accelerated SXCP de-levering initiative

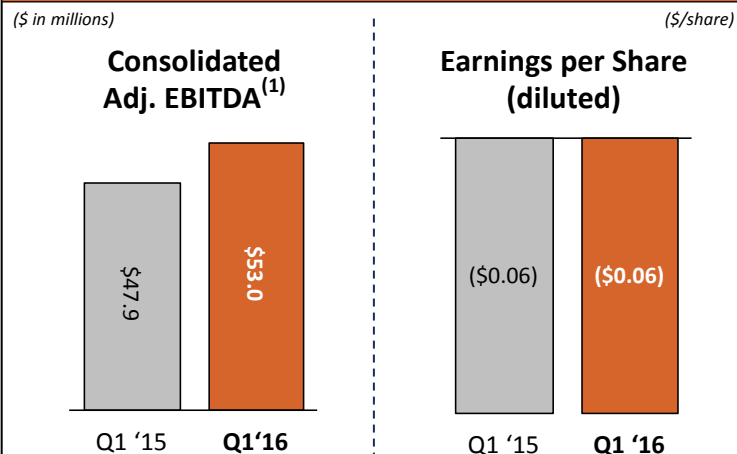
- SXCP front-loaded repurchases in Q1
- Providing modified Q2 sponsor support with 1-year payment deferral on corporate cost reimbursement & IDR payments; will evaluate future decisions quarterly

### Sale of coal mining segment expected to result in improved cash flow and simplification of business structure

# Q1 2016 Overview



## Q1 2016 Earnings Overview



**Consolidated Adj. EBITDA<sup>(1)</sup> up \$5.1M vs. Q1 '15 primarily due to**

- Benefit of Convent acquisition
- Improved performance at IHO, driven largely by disciplined cost management

**Q1 '16 EPS of (\$0.06) includes**

- Contribution from CMT and improved Indiana Harbor performance
- Gain related to SXCP's bond repurchases
- Offset by \$10.7M asset impairment on coal mining business and higher NCI

(\$ in millions, except volumes)	Q1'16	Q1'15	Q1'16 vs. Q1'15
Domestic Coke Sales Volumes	1,000	950	50
Coal Logistics Volumes <sup>(2)</sup>	4,315	3,794	521
Coke Adj. EBITDA <sup>(3)</sup>	\$56.6	\$56.8	(\$0.2)
Coal Logistics Adj. EBITDA	\$15.1	\$2.6	\$12.5
Coal Mining Adj. EBITDA	(\$4.1)	(\$3.1)	(\$1.0)
Corporate and Other, including Legacy Costs <sup>(4)</sup>	(\$14.6)	(\$8.4)	(\$6.2)
Adjusted EBITDA (Consolidated) <sup>(1)</sup>	\$53.0	\$47.9	\$5.1

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

(2) Coal Logistics volumes during Q1 2016 include volumes from Convent Marine Terminal.

(3) Coke Adjusted EBITDA includes Domestic Coke and Brazil Coke.

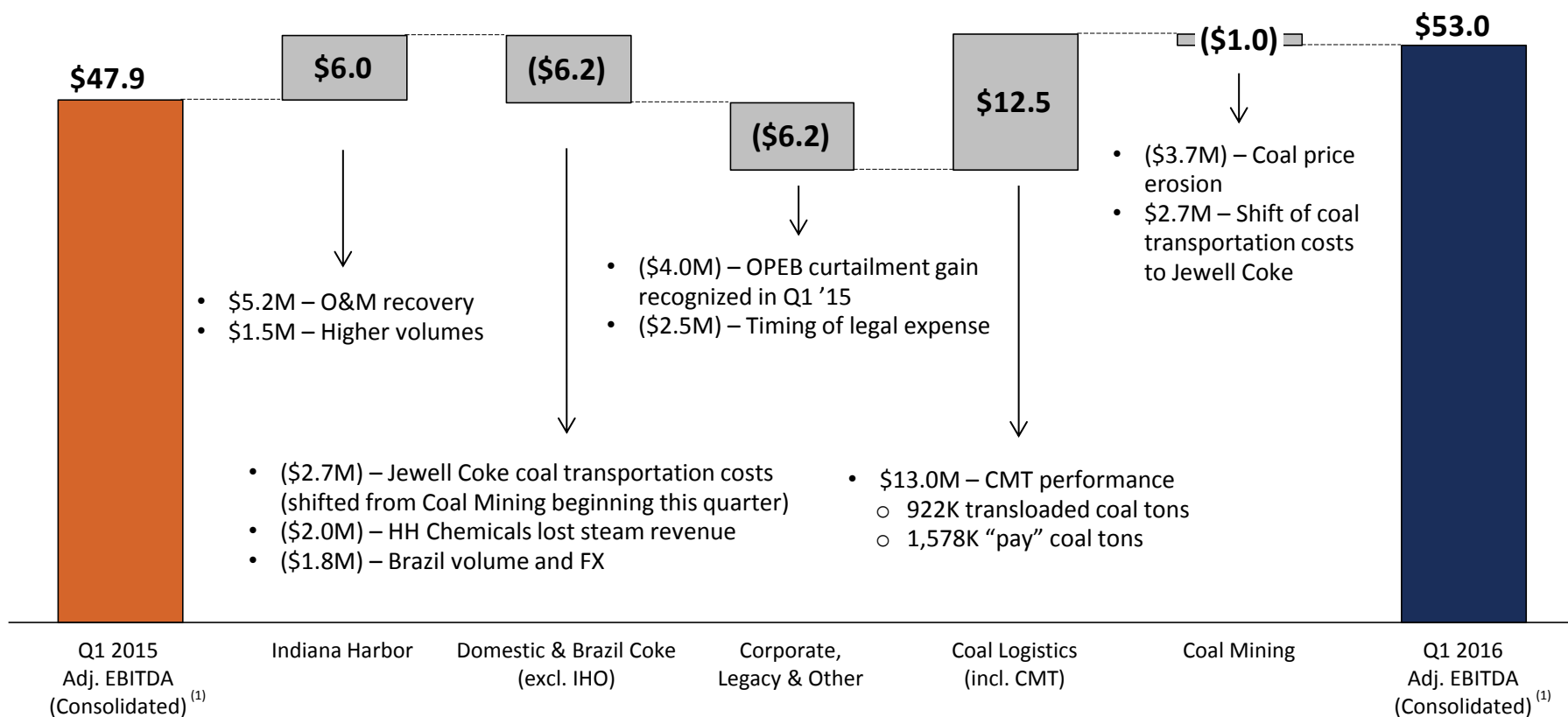
(4) Q1 2015 Legacy Costs included a \$4.0M OPEB curtailment gain.

# Adjusted EBITDA<sup>(1)</sup> – Q1 '15 to Q1 '16



**First quarter results benefited from Convent contribution and improved cost management at Indiana Harbor**

(\$ in millions)



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

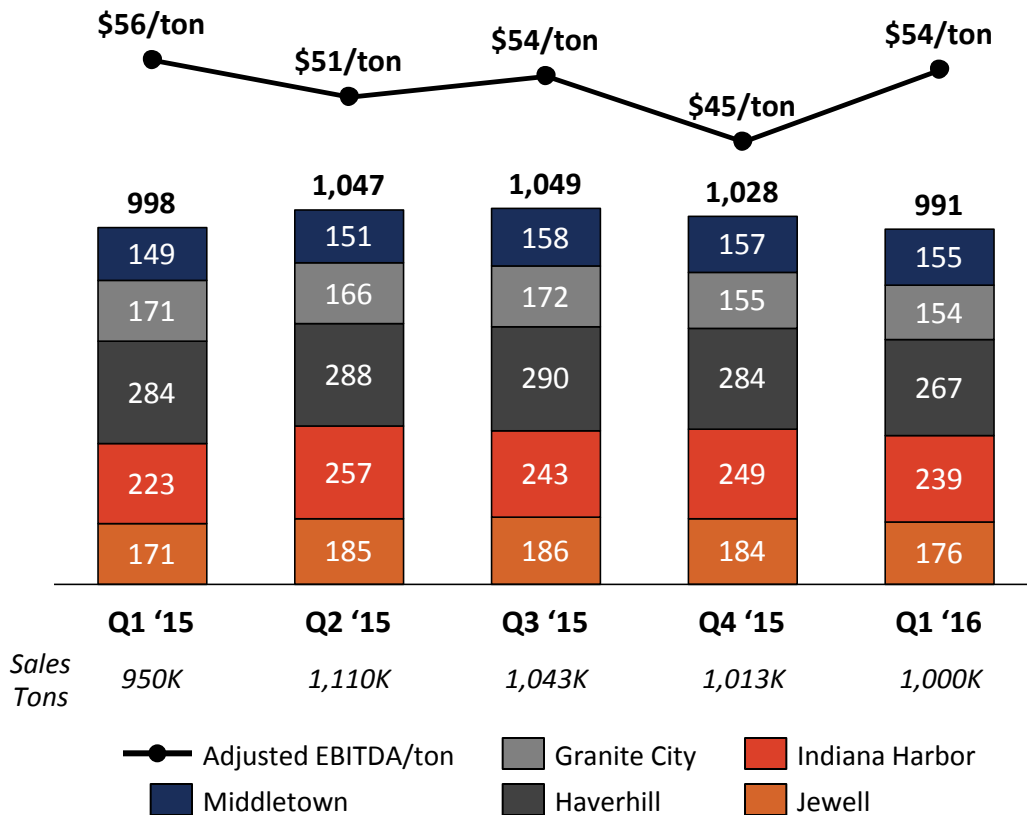
# Domestic Coke Business Summary



**Solid quarter performance despite items impacting Q1 comparability**

## Domestic Cokemaking Performance

(Production, Kt)



## Coke production & Adjusted EBITDA/ton impacted by

- Shift of coal transportation cost to Jewell Coke from Coal Mining
- Customer accommodations at Haverhill and Granite City
- Indiana Harbor performance

**Lowering 2016 Adj. EBITDA per ton to \$48 – \$53 and production to 4.0Mt – 4.1Mt**

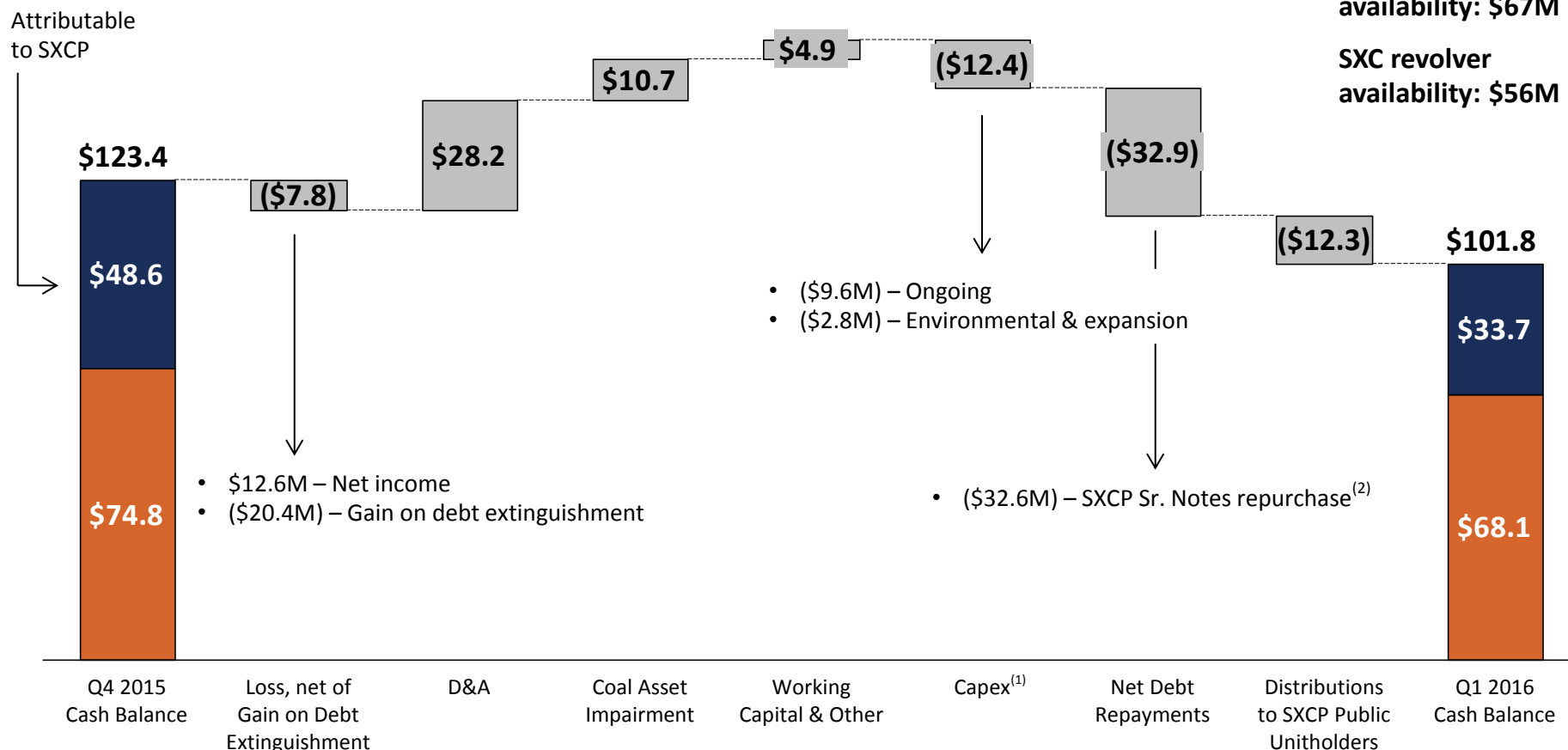
# Liquidity Position



**Maintain solid combined liquidity of ~\$225M**

**SXCP revolver  
availability: \$67M**

**SXC revolver  
availability: \$56M**



(1) CapEx excludes ~\$1.4M spent during Q1 for pre-funded shiploader project.

(2) Average bond repurchase price of \$0.6172 per \$1.00 face value, resulting in ~\$53M of face value debt repurchased by SXCP during Q1 2016.

# IHO Operating Performance



**Encouraged with progress made at Indiana Harbor during Q1 2016;  
Continued focus on stabilizing operations plant-wide**

## Revised Indiana Harbor Approach

**1 Emphasis on stabilizing daily production, not striving for 1.22Mt capacity, per se**

- Optimize charge weights, coking cycles
- Perform systematic maintenance & comprehensive winterization activities

**2 Evaluate & analyze results to maximize value of capital deployed for rebuilds**

**3 Operate with significant focus & discipline on O&M costs and CapEx**

- Chartered cross functional team to lead cost control initiatives
- Expect ~\$5M reduction in 2016

## Q1 2016 Progress

**1 Progress made, although disruptions challenging broader stability**

- Non-revitalized ovens less able to recover from upset conditions
- Well-prepared, albeit mild winter

**2 Improved oven performance supports increased number of rebuilds in 2016**

**3 Significant benefit from disciplined cost management**

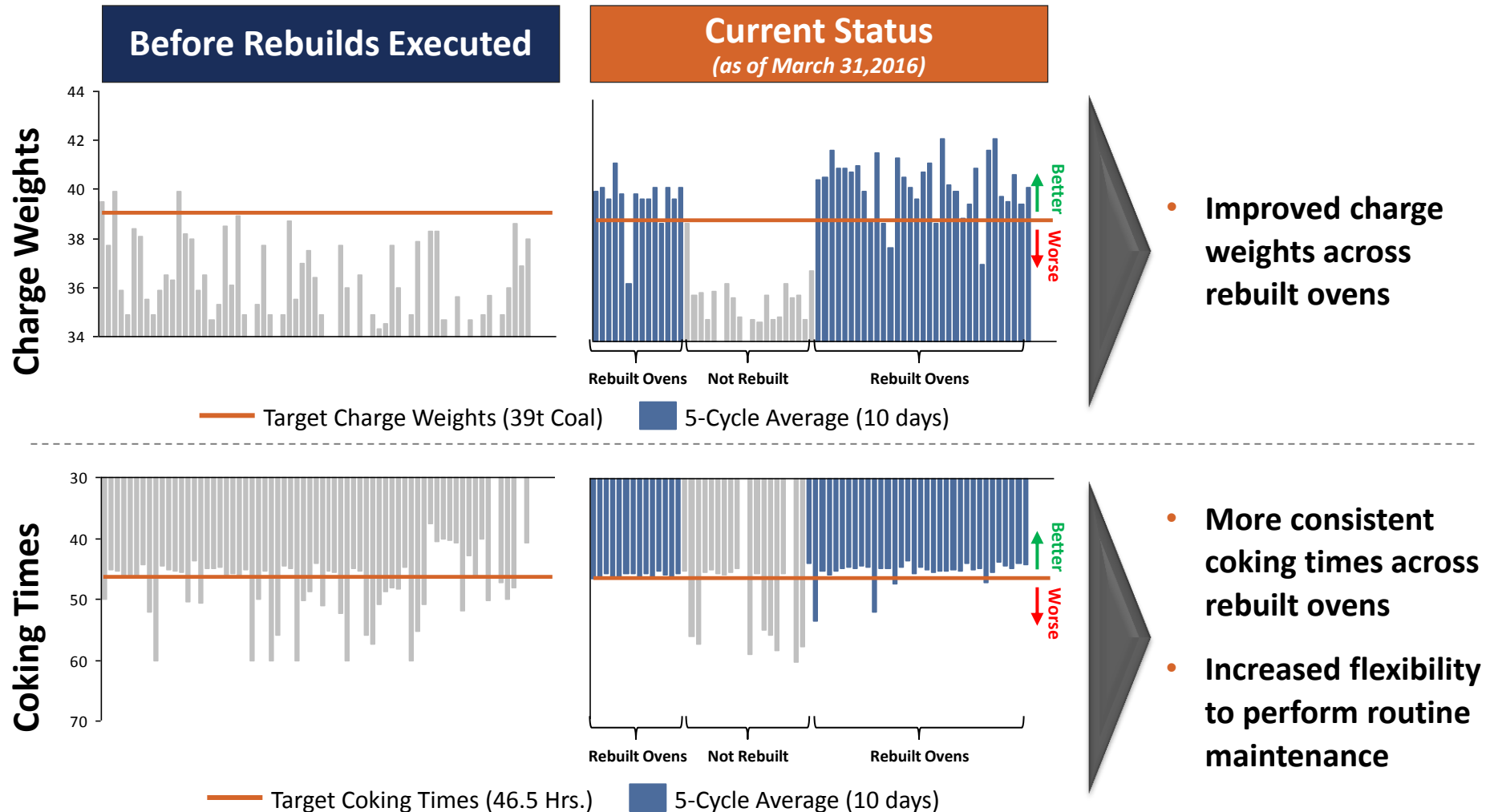
- Recognized savings in Q1; continuing to explore further savings opportunities

**Reaffirming FY 2016 Adj. EBITDA  
guidance of \$3M – \$13M @ IHO**

# Oven Internals – Rebuild Pilot Program



Improvement in charge weights and coking times  
driving greater stability in rebuilt ovens



# 2016 Priorities



## Manage Through Challenging Market Conditions

- Remain flexible & responsive to industry backdrop while leveraging unique value proposition

## Stabilize Indiana Harbor Cokemaking Operations

- Improve profitability by executing oven rebuilds and reducing O&M costs

## Deliver Operations Excellence

- Drive strong operational & safety performance across our fleet

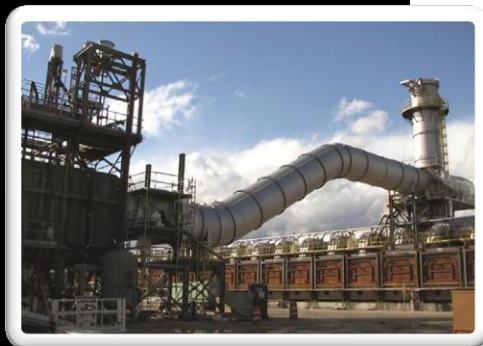
## Achieve Financial Objectives & Strengthen Balance Sheet

- Deliver \$210M – \$235M Consol. Adj. EBITDA guidance & execute de-levering strategy

# QUESTIONS



**SunCoke Energy<sup>TM</sup>**



**Investor Relations**  
**630-824-1907**  
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# APPENDIX

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**SunCoke Energy<sup>TM</sup>**

# Definitions



**Adjusted EBITDA** represents earnings before interest, (gain) loss on extinguishment of debt, taxes, depreciation and amortization (“EBITDA”), adjusted for impairments, coal rationalization costs, Coal Logistics deferred revenue, changes to our contingent consideration liability related to our acquisition of CMT, and interest, taxes, depreciation and amortization attributable to our equity method investment. Coal Logistics deferred revenue adjusts for coal and liquid tons the Partnership did not handle, but are included in Adjusted EBITDA as the associated take-or-pay fees are billed to the customer. Deferred revenue on take-or-pay contracts is recognized into GAAP income annually based on the terms of the contract. 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 the operating performance and liquidity of the Company's net assets and its ability to incur and service debt, fund capital expenditures and make distributions. Adjusted EBITDA 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 and liquidity. EBITDA and Adjusted EBITDA are not measures calculated in accordance with GAAP, and they should not be considered a substitute for net income, operating cash flow or any other measure of financial performance presented in accordance with GAAP.

**EBITDA** represents earnings before interest, taxes, depreciation and amortization.

**Adjusted EBITDA attributable to SXC/SXCP** represents Adjusted EBITDA less Adjusted EBITDA attributable to noncontrolling interests.

**Adjusted EBITDA/Ton** represents Adjusted EBITDA divided by tons sold/handled.

**Non recurring Coal Rationalization Costs** include employee severance, contract termination costs and other one-time costs to idle mines incurred during the execution of our coal rationalization plan.

**Legacy Costs** include royalty revenues, costs associated with former mining employee-related liabilities prior to the implementation of our current contractor mining business.

# Reconciliation to Adjusted EBITDA



(\$ in millions)	Q1 '16	FY '15	Q4 '15	Q3 '15	Q2 '15	Q1 '15	FY '14
Net cash provided by Operating activities	\$29.4	\$141.1	\$58.1	\$6.4	\$65.5	\$11.1	\$112.3
Depreciation, depletion and amortization expense	28.2	109.1	33.3	25.6	26.4	23.8	106.3
(Gain) / loss on extinguishment of debt	(20.4)	0.5	(8.9)	-	-	9.4	15.4
Asset and goodwill impairment	10.7	-	-	-	-	-	150.3
Deferred income tax expense / (benefit)	3.2	(5.6)	(12.5)	8.0	(4.2)	3.1	(64.4)
Changes in working capital and other	(4.9)	26.8	13.3	(10.7)	49.8	(25.6)	6.5
Net Income / (Loss)	\$12.6	\$10.3	\$32.9	(\$16.5)	(\$6.5)	\$0.4	(\$101.8)
Depreciation, depletion and amortization expense	28.2	109.1	33.3	25.6	26.4	23.8	106.3
Interest expense, net	14.0	56.2	14.7	14.6	13.0	13.9	47.8
(Gain) / loss on extinguishment of debt	(20.4)	0.5	(8.9)	-	-	9.4	15.4
Income tax expense / (benefit)	3.3	(8.8)	(13.9)	4.8	(0.8)	1.1	(58.8)
Asset and goodwill impairment	10.7	-	-	-	-	-	150.3
Coal rationalization expense / (income) <sup>(1)</sup>	(0.9)	0.6	0.2	0.8	0.6	(1.0)	18.5
Sales discounts <sup>(2)</sup>	-	-	-	-	-	-	(0.5)
Coal Logistics deferred revenue <sup>(3)</sup>	9.2	(2.9)	(4.0)	1.1	-	-	-
Reduction of contingent consideration <sup>(4)</sup>	(3.7)	-	-	-	-	-	-
Adjustment to unconsolidated affiliate earnings <sup>(5)</sup>	-	20.8	-	19.8	0.7	0.3	33.5
Adjusted EBITDA (Consolidated)	\$53.0	\$185.8	\$54.3	\$50.2	\$33.4	\$47.9	\$210.7
Adjusted EBITDA attributable to noncontrolling interests <sup>(6)</sup>	(24.3)	(81.2)	(24.9)	(20.1)	(18.1)	(18.1)	(60.7)
Adjusted EBITDA attributable to SXC	\$28.7	\$104.6	\$29.4	\$30.1	\$15.3	\$29.8	\$150.0

(1) Coal rationalization expense/income includes employee severance, contract termination costs and other one-time items incurred to idle mines during the execution of our coal rationalization plan.

(2) At December 31, 2013, we had \$13.6 million accrued related to sales discounts to be paid to our customer at our Granite City facility. During the first quarter of 2014, we settled this obligation for \$13.1 million which resulted in a gain of \$0.5 million. The gain was recorded in sales and other operating revenue on our Combined and Consolidated Statement of Income.

(3) Coal Logistics deferred revenue adjusts for coal and liquid tons the Partnership did not handle, but are included in Adjusted EBITDA as the associated take-or-pay fees are billed to the customer. Deferred revenue on take-or-pay contracts is recognized into GAAP income annually based on the terms of the contract.

(4) During the first quarter of 2016, the Partnership amended the threshold to the contingent consideration arrangement with the Cline Group, which reduced the fair value of the contingent consideration from \$7.9 million at December 31, 2015 to \$4.2 million at March 31, 2016. Consequently, a \$3.7 million gain was recognized as a reduction to costs of products sold and operating expenses on the Consolidated Statements of Operations during the three months ended March 31, 2016.

(5) Represents SunCoke's share of India JV interest, taxes and depreciation expense. Includes \$30.5M impairment of our equity method investment in India in Q4 and FY 2014.

(6) Represents Adjusted EBITDA attributable to SXCP public unitholders and DTE Energy's interest in Indiana Harbor.

# Reconciliation of Segment Adjusted EBITDA and Adjusted EBITDA per ton



Reconciliation of Segment Adjusted EBITDA and Adjusted EBITDA per Ton							
(\$ in millions, except per ton data)	Domestic Coke	Brazil Coke	India Coke <sup>(1)</sup>	Coal Mining	Coal Logistics	Corporate, Legacy Costs and Other	Consolidated
<b>Q1 2016</b>							
Adjusted EBITDA	\$54.3	\$2.3		(\$4.1)	\$15.1	(\$14.6)	<b>\$53.0</b>
Sales Volume (thousands of tons)	1,000	415			4,315		
<b>Adjusted EBITDA per Ton</b>	<b>\$54.30</b>	<b>\$5.54</b>			<b>\$3.50</b>		
<b>FY 2015</b>							
Adjusted EBITDA	\$210.1	\$22.4	(\$1.9)	(\$18.9)	\$38.4	(\$64.3)	<b>\$185.8</b>
Sales Volume (thousands of tons)	4,115	1,760	124		18,864		
<b>Adjusted EBITDA per Ton</b>	<b>\$51.06</b>	<b>\$12.73</b>	<b>(\$15.32)</b>		<b>\$2.04</b>		
<b>Q4 2015</b>							
Adjusted EBITDA	\$45.3	\$12.3		(\$5.5)	\$20.4	(\$18.2)	<b>\$54.3</b>
Sales Volume (thousands of tons)	1,013	436			5,555		
<b>Adjusted EBITDA per Ton</b>	<b>\$44.72</b>	<b>\$28.19</b>			<b>\$3.67</b>		
<b>Q3 2015</b>							
Adjusted EBITDA	\$55.9	\$3.4	(\$0.8)	(\$4.9)	\$10.4	(\$13.8)	<b>\$50.2</b>
Sales Volume (thousands of tons)	1,043	449	35		5,149		
<b>Adjusted EBITDA per Ton</b>	<b>\$53.60</b>	<b>\$7.58</b>	<b>(\$22.90)</b>		<b>\$2.02</b>		
<b>Q2 2015</b>							
Adjusted EBITDA	\$56.2	\$2.6	(\$0.4)	(\$5.4)	\$5.0	(\$24.6)	<b>\$33.4</b>
Sales Volume (thousands of tons)	1,110	437	43		4,366		
<b>Adjusted EBITDA per Ton</b>	<b>\$50.63</b>	<b>\$5.95</b>	<b>(\$9.38)</b>		<b>\$1.15</b>		
<b>Q1 2015</b>							
Adjusted EBITDA	\$52.7	\$4.1	(\$0.7)	(\$3.1)	\$2.6	(\$7.7)	<b>\$47.9</b>
Sales Volume (thousands of tons)	950	439	46		3,794		
<b>Adjusted EBITDA per Ton</b>	<b>\$55.63</b>	<b>\$9.34</b>	<b>(\$15.07)</b>		<b>\$0.69</b>		

(1) Represents SunCoke's share of India JV interest, taxes and depreciation expense.

# Balance Sheet & Debt Metrics



	As of 03/31/2016		
(\$ in millions)	SXC Consolidated	Attributable to SXCP	Balance Attributable to SXC
Cash	\$ 112	\$ 44	\$ 68
Available Revolver Capacity	123	67	56
Total Liquidity	235	111	124
Total Debt (Long and Short-term)	951	846	105
Net Debt (Total Debt less Cash)	839	802	37
FY 2016E Adj. EBITDA Guidance <sup>(1)</sup>	222.5	212.0	114.5
Gross Debt / FY 2016E Adj. EBITDA	4.27x	3.99x	0.92x
Net Debt / FY 2016E Adj. EBITDA	3.77x	3.78x	0.32x

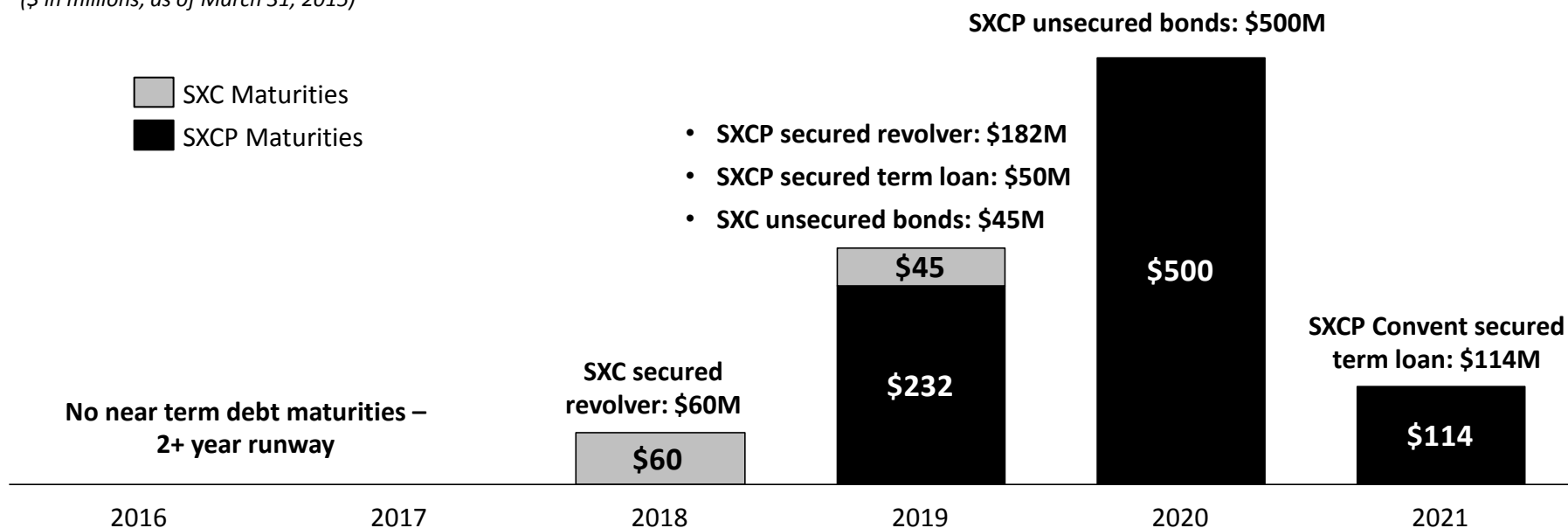
(1) Represents mid-point of FY 2016 guidance for Adjusted EBITDA (Consolidated), Adjusted EBITDA attributable to SXCP, and Adjusted EBITDA attributable to SXC.

# Debt Maturity Schedule



**Maintain sufficient liquidity position, with no near-term debt maturities**

(\$ in millions; as of March 31, 2015)



	Leverage Covenant	Interest Coverage Covenant
<b>SXC</b>	3.25x Gross Debt/EBITDA	2.75x Interest Expense/EBITDA
<b>SXCP</b>	4.50x Gross Debt/EBITDA (5.0x acquisition holiday until June '16)	2.50x Interest Expense/EBITDA

# 2016 Outlook



**On-track to achieve FY 2016 Guidance; updated production and Adj. EBITDA/ton outlook to reflect Q1 developments**

<b>Metric</b>	<b>2015 Results</b>	<b>2016 Original Guidance</b>	<b>2016 Update</b>
<b>Adjusted EBITDA<sup>(1)</sup></b>			
<b>Consolidated</b>	<b>\$185.8M<sup>(3)</sup></b>	<b>\$210M – \$235M</b>	<b>\$210M – \$235M</b>
<b>Attrib. to SXC</b>	<b>\$104.6M</b>	<b>\$105M – \$124M</b>	<b>\$105M – \$124M</b>
<b>Capital Expenditures</b>	<b>\$76M</b>	<b>~\$45M</b>	<b>~\$45M</b>
<b>Domestic Coke Production</b>	<b>4.1 Mt</b>	<b>~4.1 Mt</b>	<b>4.0 Mt – 4.1 Mt</b>
<b>Dom. Coke Adj. EBITDA/ton</b>	<b>\$51 / ton</b>	<b>\$50 – \$55 / ton</b>	<b>\$48 – \$53 / ton</b>
<b>Operating Cash Flow</b>	<b>\$141.1M</b>	<b>\$150M – \$170M</b>	<b>\$150M – \$170M</b>
<b>Cash Taxes<sup>(2)</sup></b>	<b>\$2M</b>	<b>\$4M – \$9M</b>	<b>\$4M – \$9M</b>

(1) For a definition and reconciliation of 2015 and 2016E Adjusted EBITDA, please see appendix.

(2) Included in Operating Cash Flow.

# 2016E Guidance Reconciliation



<i>(\$ in millions)</i>	<u>2016E</u> <u>Low</u>	<u>2016E</u> <u>High</u>
Net cash provided by Operating activities	\$150	\$170
Depreciation and amortization expense	106	106
(Gain) / loss on extinguishment of debt	(20)	(27)
Asset impairment / loss on sale	14	14
Changes in working capital and other	6	7
Net Income	\$44	\$70
Depreciation and amortization expense	106	106
Interest expense, net	62	58
(Gain) / loss on extinguishment of debt	(20)	(27)
Income tax expense / (benefit)	6	17
Asset impairment / loss on sale	14	14
Coal rationalization expense / (income) <sup>(1)</sup>	2	1
Coal Logistics deferred revenue <sup>(2)</sup>	-	-
Reduction of contingent consideration	(4)	(4)
Adjusted EBITDA (Consolidated)	\$210	\$235
Adjusted EBITDA attributable to noncontrolling interests <sup>(3)</sup>	(105)	(111)
Adjusted EBITDA attributable to SXC	\$105	\$124

- (1) Coal rationalization expense/income includes employee severance, contract termination costs and other one-time items incurred to idle mines during the execution of our coal rationalization plan. Also includes anticipated transaction costs associated with our coal mining divestiture.
- (2) Coal Logistics deferred revenue adjusts for coal and liquid tons the Partnership did not handle, but are included in Adjusted EBITDA as the associated take-or-pay fees are billed to the customer. Deferred revenue on take-or-pay contracts is recognized into GAAP income annually based on the terms of the contract.
- (3) Represents Adjusted EBITDA attributable DTE Energy's interest in Indiana Harbor, as well as to SXCP public unitholders. Adjusted EBITDA attributable to SXCP includes a special deduction for the general partner in an amount equal to the corporate cost reimbursement holiday, in this case assuming a \$28 million deduction in 2016. Actual capital allocation decisions to be made quarterly.

# Capital Expenditures



## 2015 CapEx

(\$ in millions)	<u>SXC</u>	<u>SXCP</u>	<u>Consolidated</u>
Ongoing <sup>(1)</sup>	\$30	\$21	\$51
Other	4	0	4
Environmental Project	0	21	21
<b>Total CapEx (excl. pre-funded Ship loader)</b>	<b>\$34</b>	<b>\$42</b>	<b>\$76</b>
<i>Coal Logistics: Ship loader (pre-funded)</i>	<i>\$0</i>	<i>\$5</i>	<i>\$5</i>

## 2016 Expected CapEx

(\$ in millions)	<u>SXC</u>	<u>SXCP</u>	<u>Consolidated</u>
Ongoing <sup>(2)</sup>	\$23	\$15	\$38
Other	4	0	4
Environmental Project	0	3	3
<b>Total CapEx (excl. pre-funded Ship loader)</b>	<b>\$27</b>	<b>\$18</b>	<b>\$45</b>
<i>Coal Logistics: Ship loader (pre-funded)</i>	<i>\$0</i>	<i>\$12</i>	<i>\$12</i>

(1) 2015 consolidated includes approximately \$50M in ongoing Coke CapEx and \$1M ongoing Coal Logistics.

(2) 2016 consolidated includes approximately \$34M in ongoing Coke CapEx and \$4M ongoing Coal Logistics.