



SunCoke Energy, Inc. Q4 2015 Earnings Conference Call

January 28, 2016



SunCoke Energy™

Forward-Looking Statements



This slide presentation should be reviewed in conjunction with the Fourth Quarter 2015 earnings release of SunCoke Energy, Inc. (SXC) and conference call held on January 28, 2016 at 11:00 a.m. ET.

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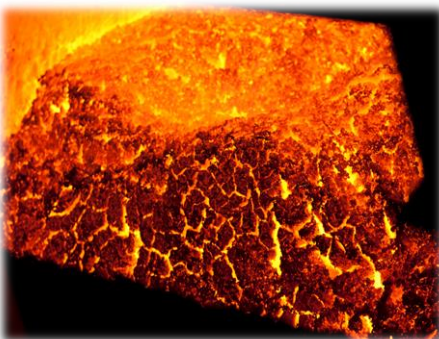
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This presentation includes certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. Reconciliations of non-GAAP financial measures to GAAP financial measures are provided in the Appendix at the end of the presentation. Investors are urged to consider carefully the comparable GAAP measures and the reconciliations to those measures provided in the Appendix.

2015 Overview



- ✓ Achieved solid safety, environmental and operating performance across coke & coal logistics fleet (excl. IHO)
- ✓ Delivered FY 2015 Consolidated Adj. EBITDA of ~\$186M⁽¹⁾, in line with revised guidance range of \$180M to \$190M⁽²⁾



- ✓ Initiated additional measures to strengthen Indiana Harbor performance
- ✓ Expanded coal logistics platform with Convent (“CMT”) acquisition and successfully dropped down Granite City



- ✓ Flattened organization, reduced corporate staff by 20% and rationalized discretionary spending
- ✓ Returned ~\$64M to SXC investors during 2015 and began de-levering consolidated balance sheet during Q4

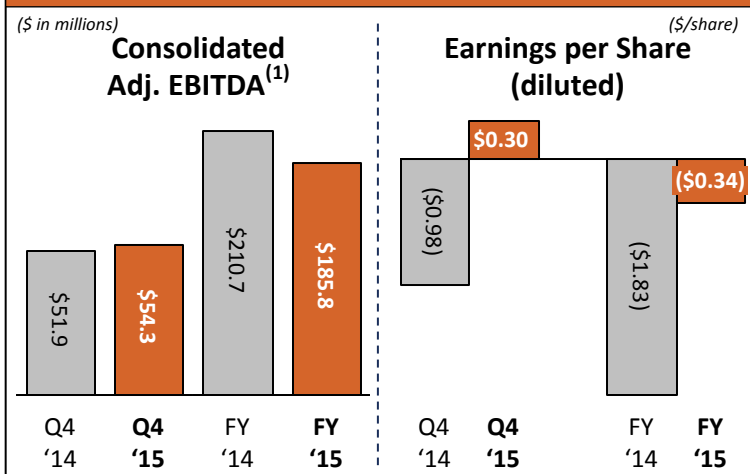
(1) For a definition and reconciliation of Adjusted EBITDA, please see appendix.

(2) Revised guidance provided October 2015, which included an estimated \$20M contribution from Convent
SXC Q4 2015 Earnings Call

Q4 and Full Year 2015 Overview



Q4 and FY 2015 Earnings Overview



Consolidated Adj. EBITDA⁽¹⁾ up \$2.4M vs. Q4 '14 primarily due to

- \$15.6M benefit of Convent acquisition
- Largely offset by IHO underperformance and lower coke sales

FY Consolidated Adj. EBITDA of ~\$186M⁽¹⁾

- In-line with guidance of \$180M – \$190M⁽⁴⁾, including \$21M benefit from Convent
- Decrease vs. 2014 largely due to IHO underperformance, lower domestic coke results and higher Legacy Costs

Q4 '15 EPS of \$0.30 includes gain on debt extinguishment and income tax benefit

| (\$ in millions, except volumes) | Q4'15 | Q4'14 | Q4'15 vs. Q4'14 |
|---|----------|----------|-----------------|
| Domestic Coke Sales Volumes | 1,013 | 1,103 | (90) |
| Coal Logistics Volumes ⁽²⁾ | 5,555 | 4,301 | 1,254 |
| Coke Adj. EBITDA ⁽³⁾ | \$57.6 | \$75.2 | (\$17.6) |
| Coal Logistics Adj. EBITDA | \$20.4 | \$3.4 | \$17.0 |
| Coal Mining Adj. EBITDA | (\$5.5) | (\$7.0) | \$1.5 |
| Corporate and Other, including Legacy Costs | (\$18.2) | (\$19.7) | \$1.5 |
| Adjusted EBITDA (Consolidated) ⁽¹⁾ | \$54.3 | \$51.9 | \$2.4 |

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

(2) Coal Logistics volumes during Q4 2015 include volumes from Convent Marine Terminal.

(3) Coke Adjusted EBITDA includes Domestic Coke, Brazil Coke and India Coke segments.

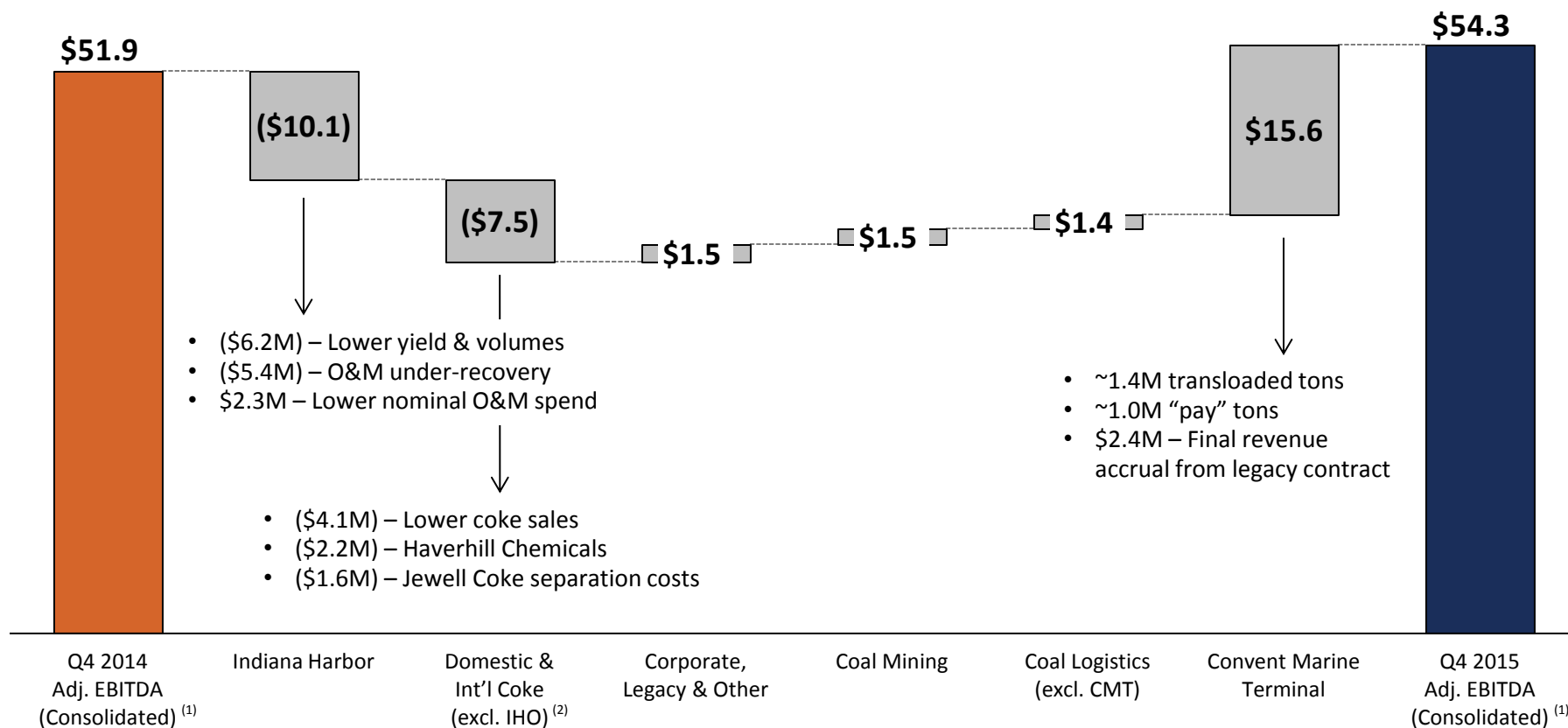
(4) Revised guidance provided October 2015, which included an estimated \$20M contribution from Convent

Adjusted EBITDA⁽¹⁾ – Q4 '14 to Q4 '15



Fourth quarter results benefited from Convent performance, partially offset by lower coke results

(\$ in millions)



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

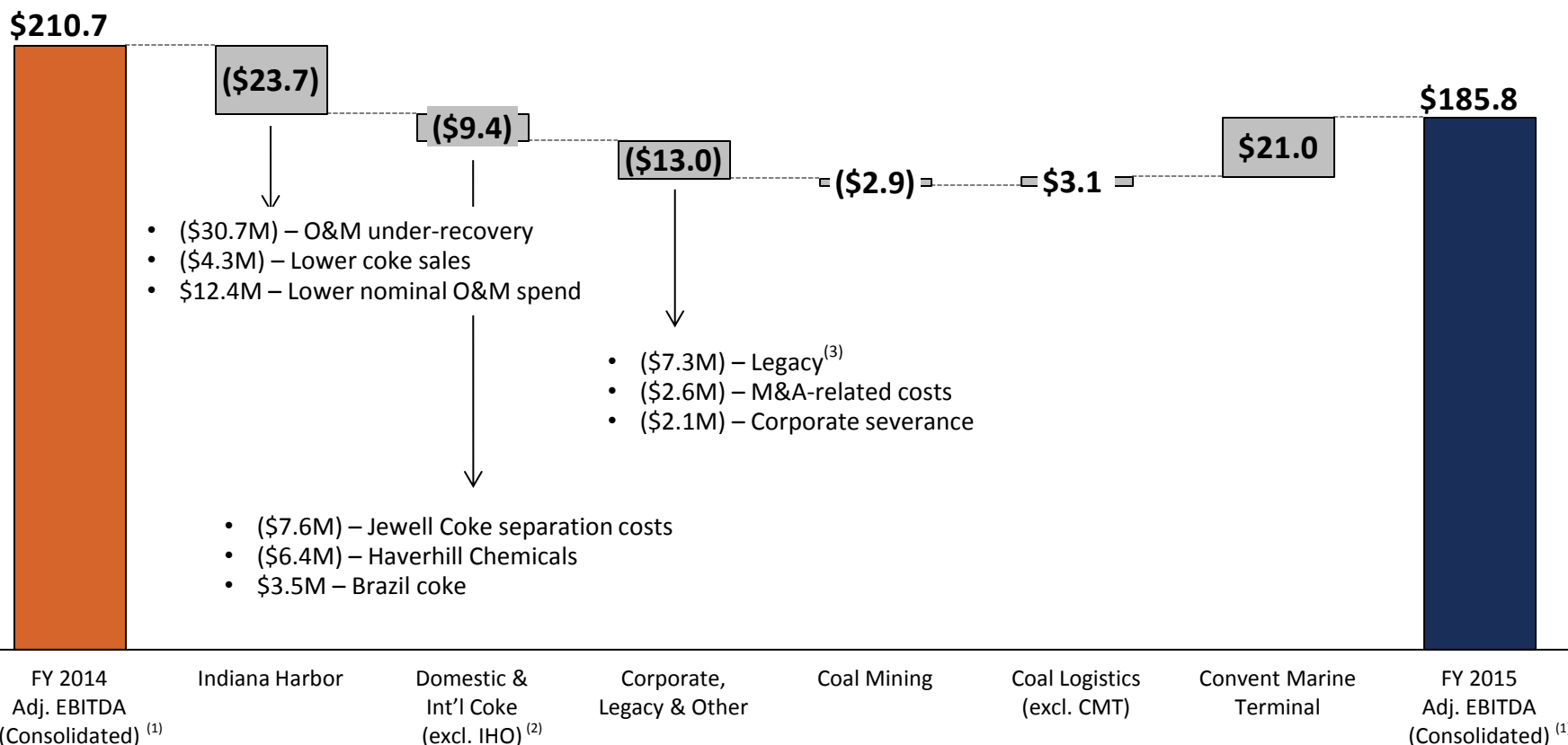
(2) International Coke includes Brazil Coke and India Coke.

Adjusted EBITDA⁽¹⁾ – FY '14 to FY '15



**Full-year results impacted by lower coke results,
offset partially by strong Coal Logistics performance**

(\$ in millions)



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

(2) International Coke includes Brazil Coke and India Coke.

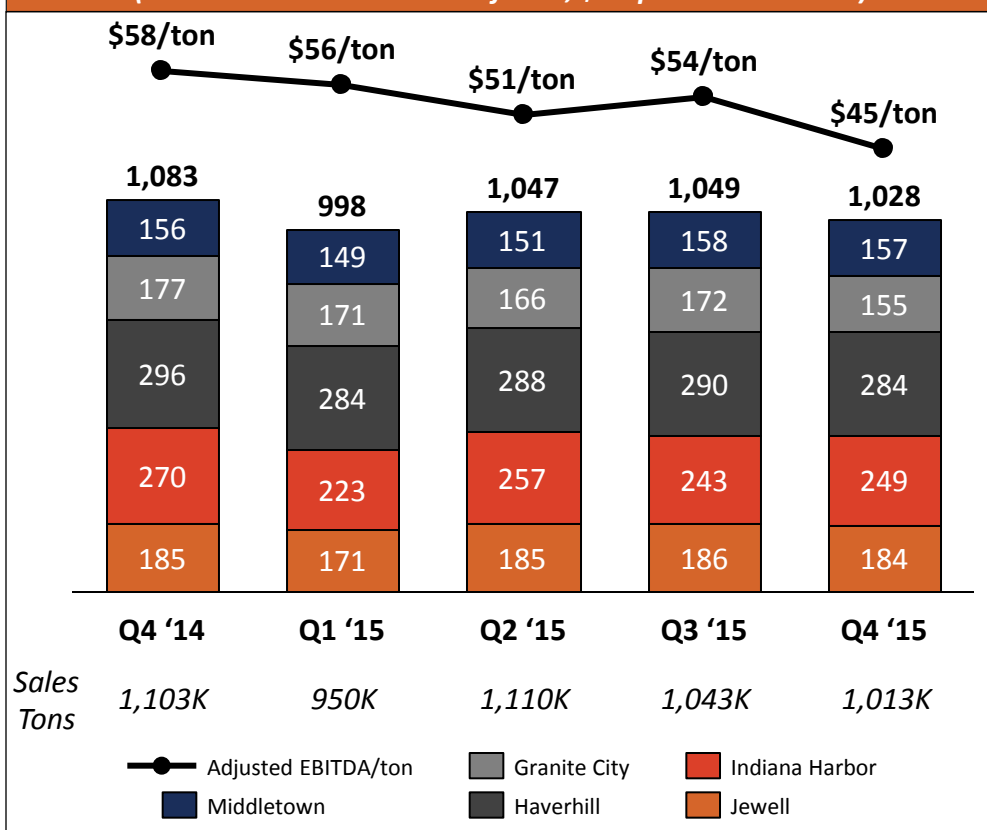
(3) Includes, among other items, (\$12.6M) non-cash pension termination charge, partially offset by \$4.5M favorable black lung.

Domestic Coke Business Summary



Delivered FY volumes at contract maximum levels and achieved FY 2015 Adjusted EBITDA per ton of \$51

Domestic Coke Production and Adj. EBITDA Per Ton⁽¹⁾
(Production in thousands of tons, \$ in per ton amounts)



FY Adj. EBITDA per ton of \$51 within revised guidance range of \$50 – \$55 per ton⁽²⁾

Q4 2015 Adj. EBITDA per ton impacted

- Timing of costs at Jewell Coke
- Lower Domestic coke sales due to volumes at contract maximums and absence of spot sales

Q4 2015 performance continues to reflect

- Haverhill Chemicals impact
- IHO O&M under-recovery
- Jewell Coke separation costs

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

(2) Revised guidance provided October 2015.

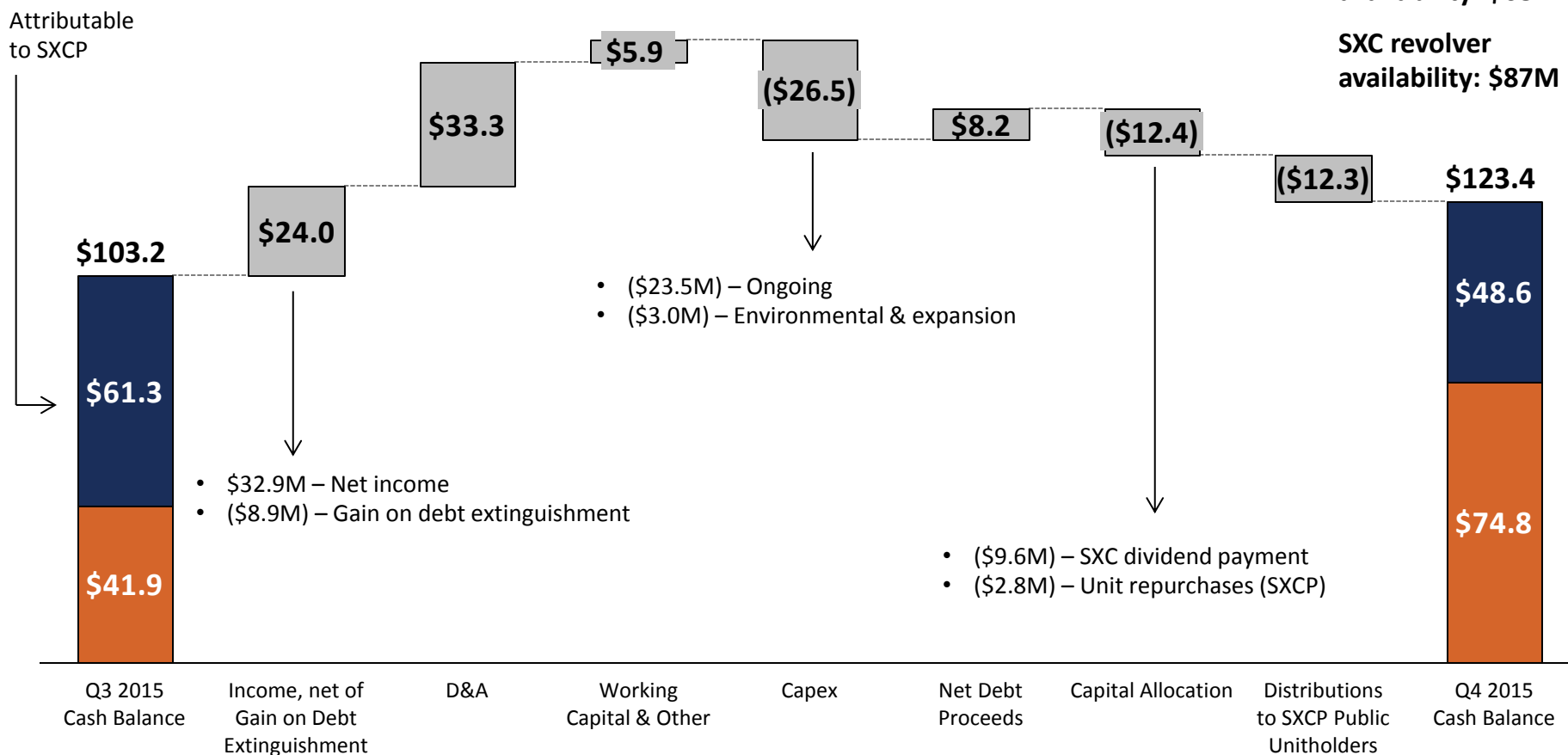
Liquidity Position



Maintain solid combined liquidity of >\$275M

**SXCP revolver
availability: \$68M**

**SXC revolver
availability: \$87M**



2015 Performance & 2016 Outlook



Delivered 2015 results in-line with revised guidance and remain poised to achieve 2016 objectives

| Metric | Revised 2015 Guidance <i>(Provided Oct. 2015)</i> | 2015 Results | 2016 Guidance |
|--|--|-------------------------------------|------------------------------------|
| Adjusted EBITDA ⁽¹⁾ Consolidated Attrib. to SXC | \$180M – \$190M ⁽³⁾ \$102M – \$110M | \$185.8M ⁽³⁾ \$104.6M | \$210M – \$235M \$105M – \$124M |
| Capital Expenditures | \$75M – \$80M | \$76M | ~\$45M |
| Domestic Coke Production | 4.1 – 4.2 Mt | 4.1 Mt | ~4.1 Mt |
| Dom. Coke Adj. EBITDA / ton | \$50 – \$55 / ton | \$51 / ton | \$50 – \$55 / ton |
| Operating Cash Flow | \$125M – \$145M | \$141.1M | \$150M – \$170M |
| Cash Taxes ⁽²⁾ | \$8M – \$9M | \$2M | \$4M – \$9M |

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

(2) Included in Operating Cash Flow.

(3) Revised 2015 guidance included ~\$20M related to the Convent acquisition. Actual Convent contribution during FY 2015 was \$21.0 million.

2016 Priorities



Managing 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



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630-824-1907
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APPENDIX



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Definitions



Adjusted EBITDA represents earnings before interest, taxes, depreciation, depletion and amortization (“EBITDA”) adjusted for impairments, coal rationalization costs, sales discounts, Coal Logistics deferred revenue and interest, taxes, depreciation and amortization attributable to our equity method investment. Prior to the expiration of our nonconventional fuel tax credits in November 2013, Adjusted EBITDA included an add-back of sales discounts related to the sharing of these credits with customers. Any adjustments to these amounts subsequent to 2013 have been included in Adjusted EBITDA. Coal Logistics deferred revenue adjusts for differences between the timing of recognition of take-or-pay shortfalls into revenue for GAAP purposes versus the timing of payments from our customers. This adjustment aligns Adjusted EBITDA more closely with cash flow. 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 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, depletion 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) | FY '15 | Q4 '15 | Q3 '15 | Q2 '15 | Q1 '15 | FY '14 | Q4 '14 | Q3 '14 | Q2 '14 | Q1 '14 |
|---|---------|--------|----------|---------|--------|-----------|----------|--------|----------|----------|
| Net cash provided by Operating activities | \$141.1 | \$58.1 | \$6.4 | \$65.5 | \$11.1 | \$112.3 | \$53.9 | \$33.1 | \$36.6 | (\$11.3) |
| Depreciation, depletion and amortization expense | 109.1 | 33.3 | 25.6 | 26.4 | 23.8 | 106.3 | 25.9 | 22.8 | 28.6 | 29.0 |
| (Gain) / Loss on extinguishment of debt | 0.5 | (8.9) | - | - | 9.4 | 15.4 | - | - | 15.4 | - |
| Asset and goodwill impairment | - | - | - | - | - | 150.3 | 30.8 | 16.4 | 103.1 | - |
| Deferred income tax expense / (benefit) | (5.6) | (12.5) | 8.0 | (4.2) | 3.1 | (64.4) | (6.4) | 11.9 | (66.8) | (3.1) |
| Changes in working capital and other | 26.8 | 13.3 | (10.7) | 49.8 | (25.6) | 6.5 | 59.4 | (24.4) | 4.9 | (33.4) |
| Net Income / (Loss) | \$10.3 | \$32.9 | (\$16.5) | (\$6.5) | \$0.4 | (\$101.8) | (\$55.8) | \$6.4 | (\$48.6) | (\$3.8) |
| Depreciation, depletion and amortization expense | 109.1 | 33.3 | 25.6 | 26.4 | 23.8 | 106.3 | 25.9 | 22.8 | 28.6 | 29.0 |
| Interest expense, net | 56.7 | 5.8 | 14.6 | 13.0 | 23.3 | 63.2 | 12.1 | 11.9 | 27.1 | 12.1 |
| Income tax expense / (benefit) | (8.8) | (13.9) | 4.8 | (0.8) | 1.1 | (58.8) | (9.9) | 6.1 | (50.8) | (4.2) |
| Asset and goodwill impairment | - | - | - | - | - | 150.3 | 30.8 | 16.4 | 103.1 | - |
| Nonrecurring coal rationalization costs ⁽¹⁾ | 0.6 | 0.2 | 0.8 | 0.6 | (1.0) | 18.5 | 17.7 | 0.3 | 0.3 | 0.2 |
| Sales discounts ⁽²⁾ | - | - | - | - | - | (0.5) | - | - | - | (0.5) |
| Coal Logistics deferred revenue ⁽³⁾ | (2.9) | (4.0) | 1.1 | - | - | - | - | - | - | - |
| Adjustment to unconsolidated affiliate earnings ⁽⁴⁾ | 20.8 | - | 19.8 | 0.7 | 0.3 | 33.5 | 31.1 | 0.3 | 1.1 | 1.0 |
| Adjusted EBITDA (Consolidated) | \$185.8 | \$54.3 | \$50.2 | \$33.4 | \$47.9 | \$210.7 | \$51.9 | \$64.2 | \$60.8 | \$33.8 |
| Adjusted EBITDA attributable to noncontrolling interests ⁽⁵⁾ | (81.2) | (24.9) | (20.1) | (18.1) | (18.1) | (60.7) | (18.7) | (18.2) | (14.5) | (9.3) |
| Adjusted EBITDA attributable to SXC | \$104.6 | \$29.4 | \$30.1 | \$15.3 | \$29.8 | \$150.0 | \$33.2 | \$46.0 | \$46.3 | \$24.5 |

- (1) Nonrecurring 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.
- (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 represents revenue excluded from sales and other operating income related to the timing of revenue recognition on the Coal Logistics take-or-pay contracts.
- (4) 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.
- (5) 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 | | | | | | | |
|---|------------------|----------------|------------------------------|-------------|----------------|---|----------------|
| <i>(\$ in millions, except per ton data)</i> | Domestic Coke | Brazil Coke | India Coke ⁽¹⁾ | Coal Mining | Coal Logistics | Corporate, Legacy Costs and Other | Consolidated |
| FY 2015 | | | | | | | |
| Adjusted EBITDA | \$210.1 | \$22.4 | (\$1.9) | (\$18.9) | \$38.4 | (\$64.3) | \$185.8 |
| Sales Volume (thousands of tons) | 4,115 | 1,760 | 124 | | 18,864 | | |
| Adjusted EBITDA per Ton | \$51.06 | \$12.73 | (\$15.32) | | \$2.04 | | |
| Q4 2015 | | | | | | | |
| Adjusted EBITDA | \$45.3 | \$12.3 | | (\$5.5) | \$20.4 | (\$18.2) | \$54.3 |
| Sales Volume (thousands of tons) | 1,013 | 436 | | | 5,555 | | |
| Adjusted EBITDA per Ton | \$44.72 | \$28.19 | | | \$3.67 | | |
| Q3 2015 | | | | | | | |
| Adjusted EBITDA | \$55.9 | \$3.4 | (\$0.8) | (\$4.9) | \$10.4 | (\$13.8) | \$50.2 |
| Sales Volume (thousands of tons) | 1,043 | 449 | 35 | | 5,149 | | |
| Adjusted EBITDA per Ton | \$53.60 | \$7.58 | (\$22.90) | | \$2.02 | | |
| Q2 2015 | | | | | | | |
| Adjusted EBITDA | \$56.2 | \$2.6 | (\$0.4) | (\$5.4) | \$5.0 | (\$24.6) | \$33.4 |
| Sales Volume (thousands of tons) | 1,110 | 437 | 43 | | 4,366 | | |
| Adjusted EBITDA per Ton | \$50.63 | \$5.95 | (\$9.38) | | \$1.15 | | |
| Q1 2015 | | | | | | | |
| Adjusted EBITDA | \$52.7 | \$4.1 | (\$0.7) | (\$3.1) | \$2.6 | (\$7.7) | \$47.9 |
| Sales Volume (thousands of tons) | 950 | 439 | 46 | | 3,794 | | |
| Adjusted EBITDA per Ton | \$55.63 | \$9.34 | (\$15.07) | | \$0.69 | | |
| FY 2014 | | | | | | | |
| Adjusted EBITDA | \$247.9 | \$18.9 | (\$3.1) | (\$16.0) | \$14.3 | (\$51.3) | \$210.7 |
| Sales Volume (thousands of tons) | 4,184 | 1,516 | 177 | | 19,037 | | |
| Adjusted EBITDA per Ton | \$59.25 | \$12.47 | (\$17.51) | | \$0.75 | | |
| Q4 2014 | | | | | | | |
| Adjusted EBITDA | \$64.4 | \$12.2 | (\$1.4) | (\$7.0) | \$3.4 | (\$19.7) | \$51.9 |
| Sales Volume (thousands of tons) | 1,103 | 419 | 38 | | 4,301 | | |
| Adjusted EBITDA per Ton | \$58.39 | \$29.12 | (\$36.84) | | \$0.79 | | |

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

Indiana Harbor Outlook



Targeting \$10M – \$20M Adjusted EBITDA improvement in 2016

- Emphasis on reducing O&M
- Project sequential quarterly improvements

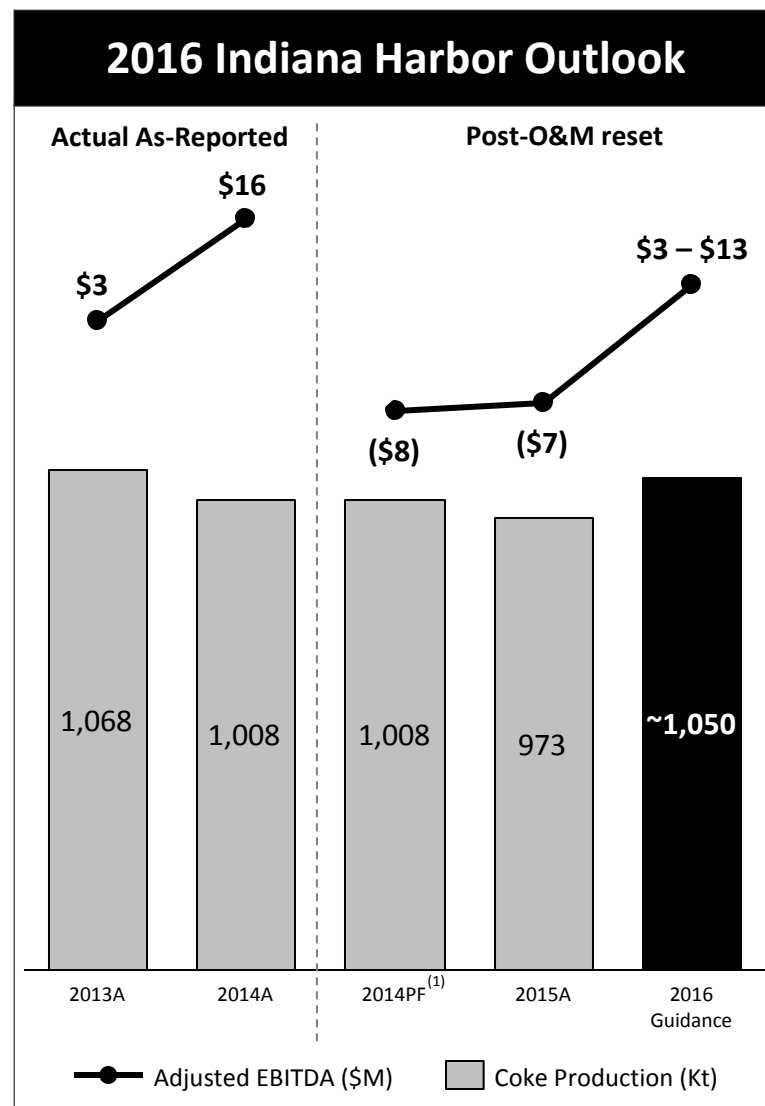
Outlook includes benefit of additional 19 oven rebuilds to be completed during 2016

- Continue to implement holistic approach to stabilizing production focused on optimizing charge weights & coking cycles

Anticipate operational stability will fuel substantial long-term improvement

- Expect 2016 performance to set floor for ongoing financial results
- O&M cost-sharing mechanism resets in '18 to annually budgeted reimbursement rate

(1) Pro Forma represents 2014 actuals, adjusted for the revised O&M cost-sharing mechanism which took effect beginning in 2015.



Corporate Cash Costs



Significant reduction in Corporate expenses, driven by continued cost discipline and recent organizational rightsizing

| | 2013 | 2014 | 2015 | 2016E | |
|---|----------------|----------------|----------------|---------------|--|
| Total Salaries & Compensation | \$44.0M | \$41.1M | \$38.2M | ~\$32M | |
| Other Controllable Corporate Expense⁽¹⁾ | \$40.5M | \$36.5M | \$38.9M | ~\$32M | |
| Total Corporate Expense⁽²⁾ | \$84.5M | \$77.6M | \$77.1M | ~\$64M | ~25% Reduction Since 2013 |
| Less: Non-cash Stock Compensation | (\$7.6M) | (\$9.8M) | (\$7.2M) | ~(\$8M) | |
| Total Corporate Cash Expense⁽²⁾ | \$76.9M | \$67.8M | \$69.9M | ~\$56M | |

Total Corporate Cash Expense Breakout⁽²⁾

| | | | | | |
|--|---------|---------|---------|--------|---|
| SXC Corporate (retained) | \$25.1M | \$22.4M | \$23.9M | ~\$14M | Includes ~\$28M allocated to SXCP assets |
| SXCP Corporate (direct & allocated) | \$6.8M | \$7.2M | \$13.7M | ~\$14M | |
| Operating Assets (allocated) | \$45.0M | \$38.1M | \$32.3M | ~\$28M | |

(1) Includes expenses related to consulting & professional services (e.g., legal costs, public company costs, banker fees, etc.), T&E, Board of Directors' fees, facilities expense, IT, etc.

(2) Excludes Legacy costs retained within Corporate and Other segment of (\$0.2M), (\$14.7M), (\$22.0M) and ~(\$10M) in 2013, 2014 and 2015, 2016E, respectively.

Balance Sheet & Debt Metrics



| | As of 12/31/2015 | | |
|---|------------------|----------------------|-----------------------------|
| (\$ in millions) | SXC Consolidated | Attributable to SXCP | Balance Attributable to SXC |
| Cash | \$ 123 | \$ 49 | \$ 75 |
| Available Revolver Capacity | 155 | 68 | 87 |
| Total Liquidity | 278 | 117 | 162 |
| Total Debt (Long and Short-term) | 1,004 | 899 | 105 |
| Net Debt (Total Debt less Cash) | 881 | 850 | 30 |
| FY 2015 Adjusted EBITDA | \$ 186 | \$ 192 | \$ 105 |
| Proforma FY 2015 Adj. EBITDA ⁽¹⁾ | \$ 217 | \$ 229 | \$ 112 |
| Proforma Gross Debt / FY 2015 Adj. EBITDA | 4.6x | 3.9x | 0.9x |
| Proforma Net Debt / FY 2015 Adj. EBITDA | 4.1x | 3.7x | 0.3x |

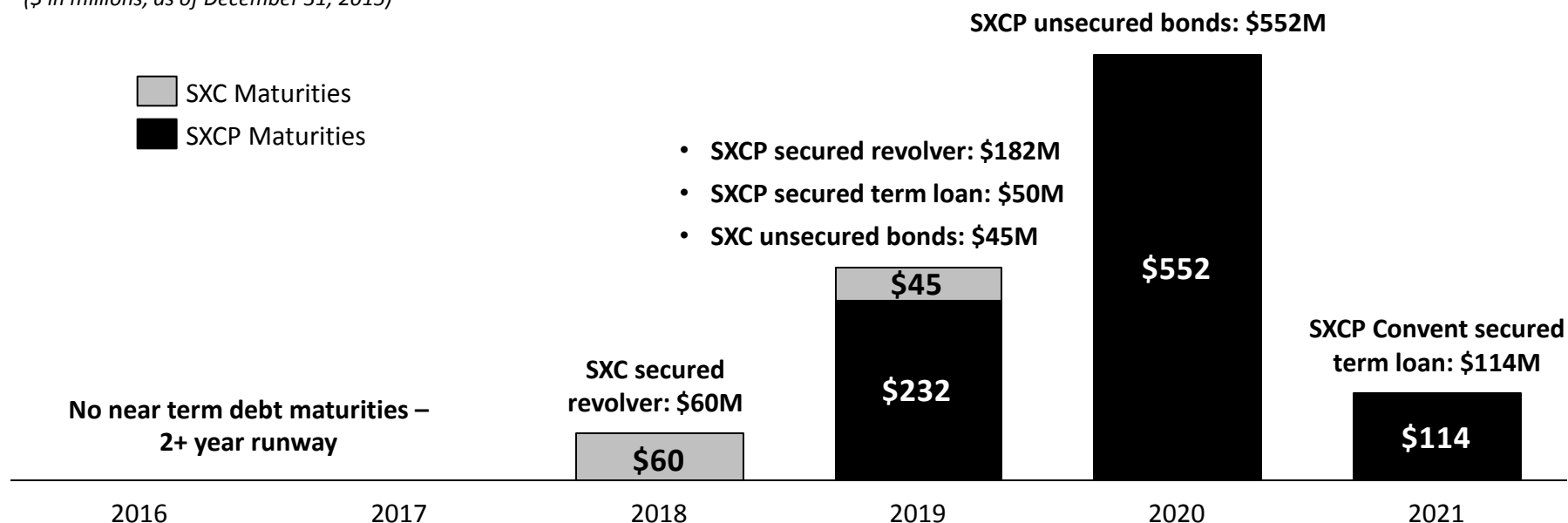
(1) Proforma Adjusted EBITDA includes \$52.5M contribution from Convent Marine Terminal (i.e., mid-point of FY 2016 guidance) and the full year impact of a dropdown of 23% in Granite City.

Debt Maturity Schedule



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

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



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

2016E Guidance Reconciliation



| (\$ in millions) | <u>2016E</u> <u>Low</u> | <u>2016E</u> <u>High</u> |
|---|----------------------------|-----------------------------|
| Net cash provided by Operating activities | \$150 | \$170 |
| Depreciation and amortization expense | (104) | (104) |
| Gain on extinguishment of debt | - | - |
| Asset and goodwill impairment | - | - |
| Coal Logistics deferred revenue ⁽¹⁾ | - | - |
| Changes in working capital and other | (10) | (12) |
| Net Income | \$36 | \$54 |
| Depreciation and amortization expense | 104 | 104 |
| Interest expense, net | 62 | 58 |
| Income tax expense | 3 | 14 |
| Asset and goodwill impairment | - | - |
| Nonrecurring coal rationalization costs | 5 | 5 |
| Coal Logistics deferred revenue ⁽¹⁾ | - | - |
| Adjustment to unconsolidated affiliate earnings ⁽²⁾ | - | - |
| Adjusted EBITDA (Consolidated) | \$210 | \$235 |
| Adjusted EBITDA attributable to noncontrolling interests ⁽³⁾ | (105) | (111) |
| Adjusted EBITDA attributable to SXC | \$105 | \$124 |

(1) Coal Logistics deferred revenue represents revenue excluded from sales and other operating income related to the timing of revenue recognition on the Coal Logistics take-or-pay contracts, and reflects take-or-pay volume during the pre-acquisition period which, for U.S. GAAP purposes, is recognized as earnings at year-end.

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

(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

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

2016 Expected CapEx

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