



# SunCoke Energy, Inc. Q1 2017 Earnings Conference Call

April 20, 2017



**SunCoke Energy<sup>®</sup>**

# Forward-Looking Statements

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# Simplification Transaction Update



**While unable to reach agreement on Simplification Transaction, fundamentals of coke and logistics businesses remain sound**

**Unable to agree with Conflicts Committee on appropriate share-for-unit exchange ratio for unaffiliated LP units**

- Received input from SXC shareholders throughout process
- SXC BoD remained price disciplined
- Continue to believe in strategic rationale and benefits of consolidated structure for both SXC and SXCP stakeholders – but process has been terminated

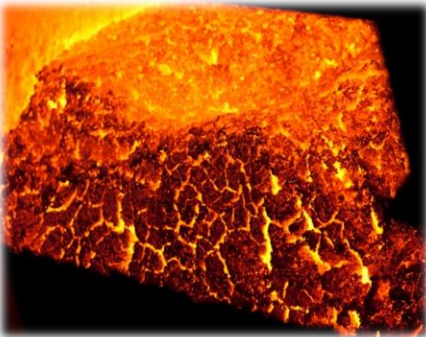
**Remain focused on executing FY 2017 objectives**

- Deliver operational excellence and optimize asset base
- Execute Indiana Harbor oven rebuild initiative
- Achieve FY 2017 financial targets and deliver on commitments to shareholders

**Well positioned to leverage strong competitive advantages to capitalize on sustained coke and logistics industry dynamics**

- Further steel recovery could lead to structural domestic coke shortage
- Continue to experience improvement in coal logistics as exports remain attractive

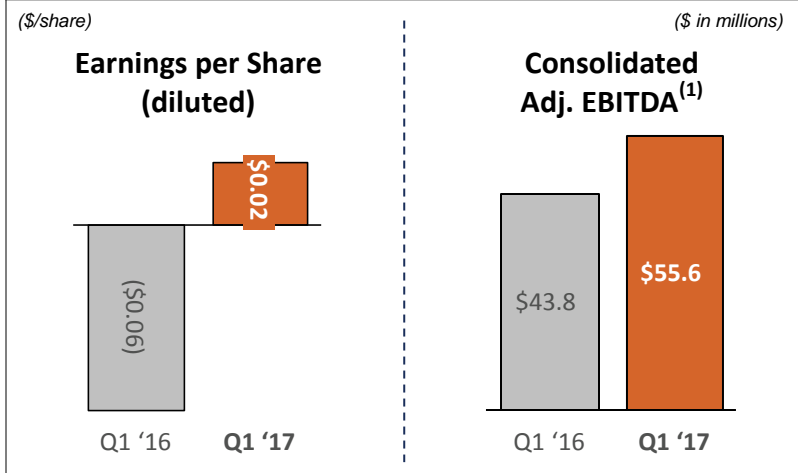
# Q1 2017 Highlights



- ✓ **Achieved solid safety and operating performance across coke and coal logistics fleet**
- ✓ **Executing IHO rebuild campaign; continue to experience sustained performance from previously rebuilt ovens**
- ✓ **Handled record coal export volume at CMT**
- ✓ **Delivered significantly improved Q1 '17 Adj. EBITDA of \$55.6M; ended quarter with strong consolidated liquidity of >\$325M**
- ✓ **Remain well positioned to achieve FY 2017 guidance**

# Q1 2017 Overview

## Q1 2017 Earnings



**Q1 '17 EPS of \$0.02 up vs. Q1 '16 due primarily to**

- Operational items described below and lapping of Q1 '16 coal impairment charge
- Partially offset by \$20.4M pre-tax gain on debt extinguishment in Q1 '16

**Consolidated Adj. EBITDA<sup>(1)</sup> up \$11.8M vs. Q1 '16 primarily due to**

- Logistics higher by \$7.2M, driven primarily by higher CMT volumes
- Lower corporate costs and benefit of coal mining divestiture

**Remain on track to deliver FY 2017 Consol. Adj. EBITDA of \$220M – \$235M**

(\$ in millions, except volumes)	Q1'17	Q1'16	Q1'17 vs. Q1'16
Domestic Coke Sales Volumes	946	1,000	(54)
Coal Logistics Volumes	5,719	4,315	1,404
Coke Adj. EBITDA <sup>(2)</sup>	\$54.1	\$56.6	(\$2.5)
Coal Logistics Adj. EBITDA	\$13.1	\$5.9	\$7.2
Corporate and Other Adj EBITDA <sup>(3)</sup>	(\$11.6)	(\$18.7)	\$7.1
Adjusted EBITDA (Consolidated)	\$55.6	\$43.8	\$11.8

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

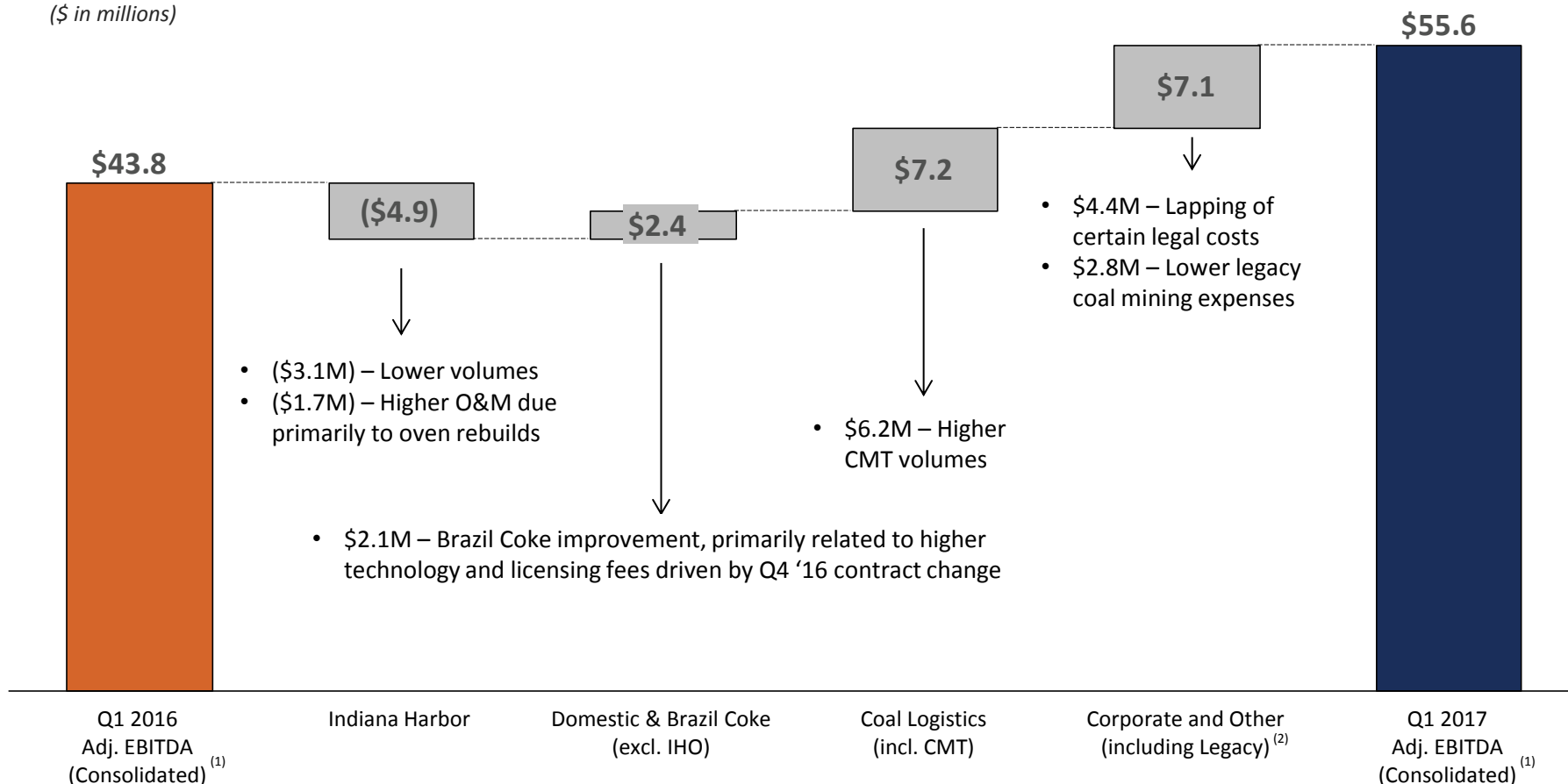
(2) Coke Adjusted EBITDA includes Domestic Coke and Brazil Coke.

(3) Corporate and Other includes the results of our former coal mining business, contributing Adjusted EBITDA losses of \$3.5 million and \$6.3 million to Corporate and Other during the three months ended March 31, 2017 and 2016, respectively.

# Adjusted EBITDA<sup>(1)</sup> – Q1 '16 to Q1 '17

**Q1 '17 performance driven primarily by lower corporate and coal mining expenses and significantly improved logistics volumes**

(\$ in millions)



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

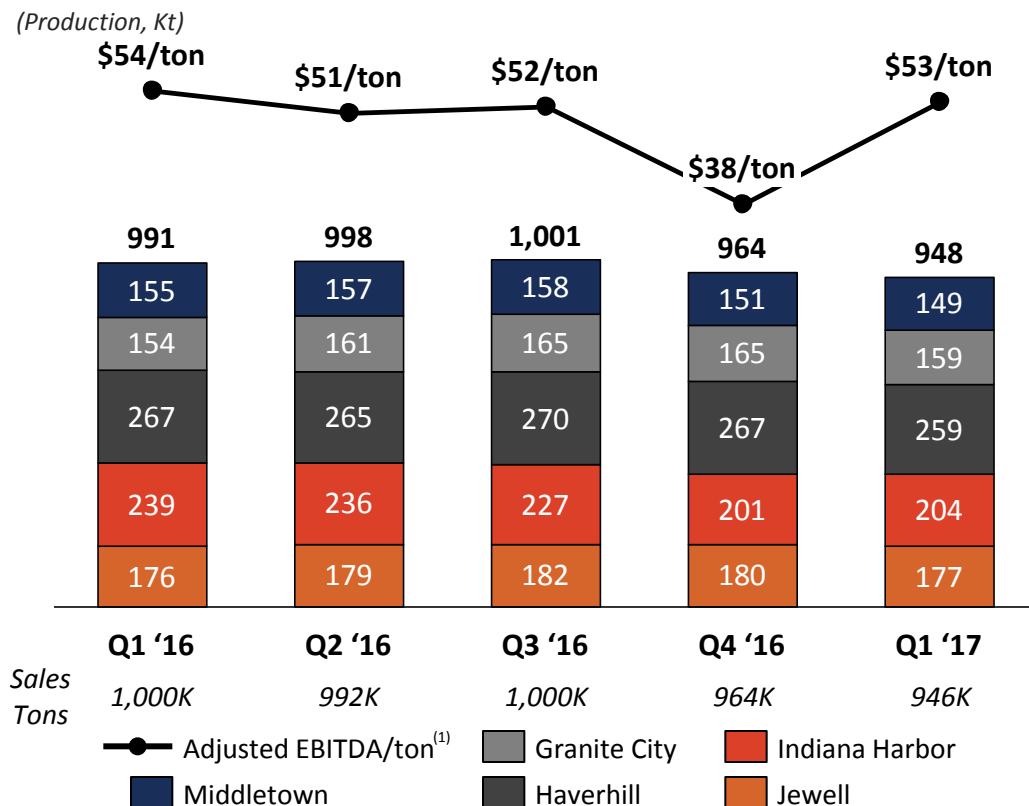
(2) Corporate and Other includes the results of our former coal mining business, contributing Adjusted EBITDA losses of \$3.5 million and \$6.3 million to Corporate and Other during the three months ended March 31, 2017 and 2016, respectively.

# Domestic Coke Business Summary



## Solid Q1 '17 cokemaking performance supports FY 2017 outlook

### Domestic Cokemaking Performance



**Delivered Adj. EBITDA/ton<sup>(1)</sup> of ~\$53 on 948K tons production**

- Impacts of IHO oven rebuilds (lower volumes and higher O&M)
- Other facilities largely in line with expectations

**Continued stability of previously rebuilt ovens at IHO**

- Completed 2016 campaign in Q1
- 2017 rebuild campaign underway

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

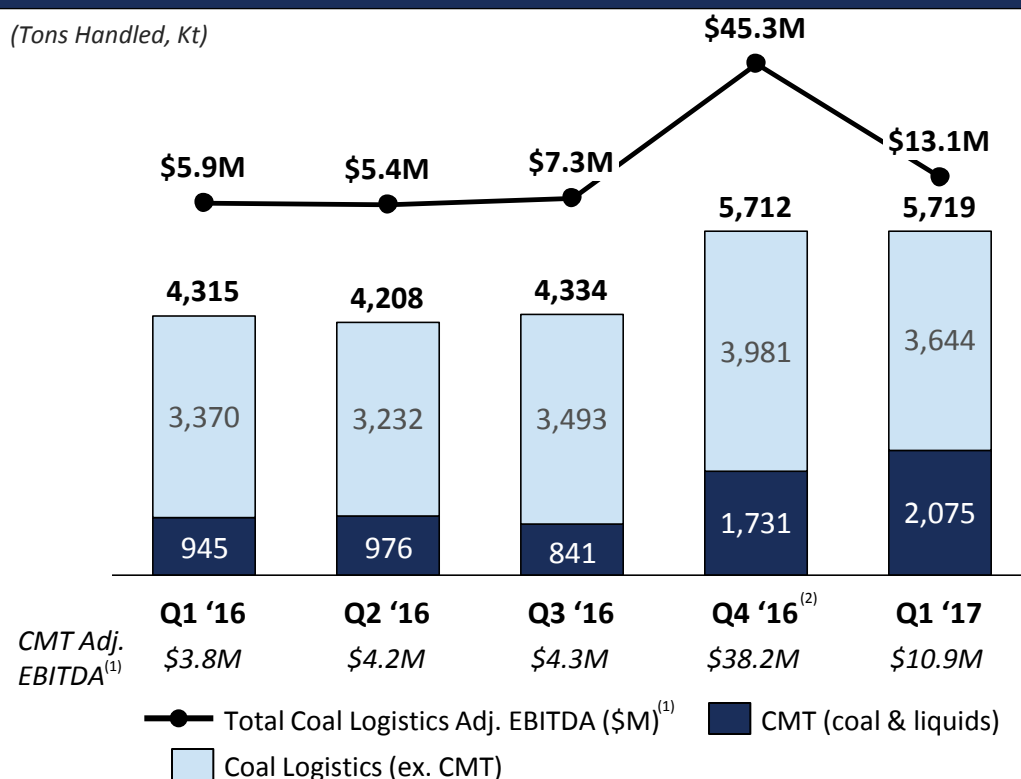


# Coal Logistics Business Summary

**Strong Q1 '17 performance driven primarily by significant increase in CMT volumes**

## Coal Logistics Performance

(Tons Handled, Kt)



**Delivered Q1 '17 Adj. EBITDA of \$13.1M, driven primarily by**

- Strong volumes due to sustained coal market improvement

**Convent contributed ~\$11M to Q1 '17 Adjusted EBITDA**

- Highest quarterly volume since August 2015 acquisition
- Handled 31Kt merchant thermal coal volumes
- Adj. EBITDA does not include \$3.2M deferred revenue for Q1 volume shortfall

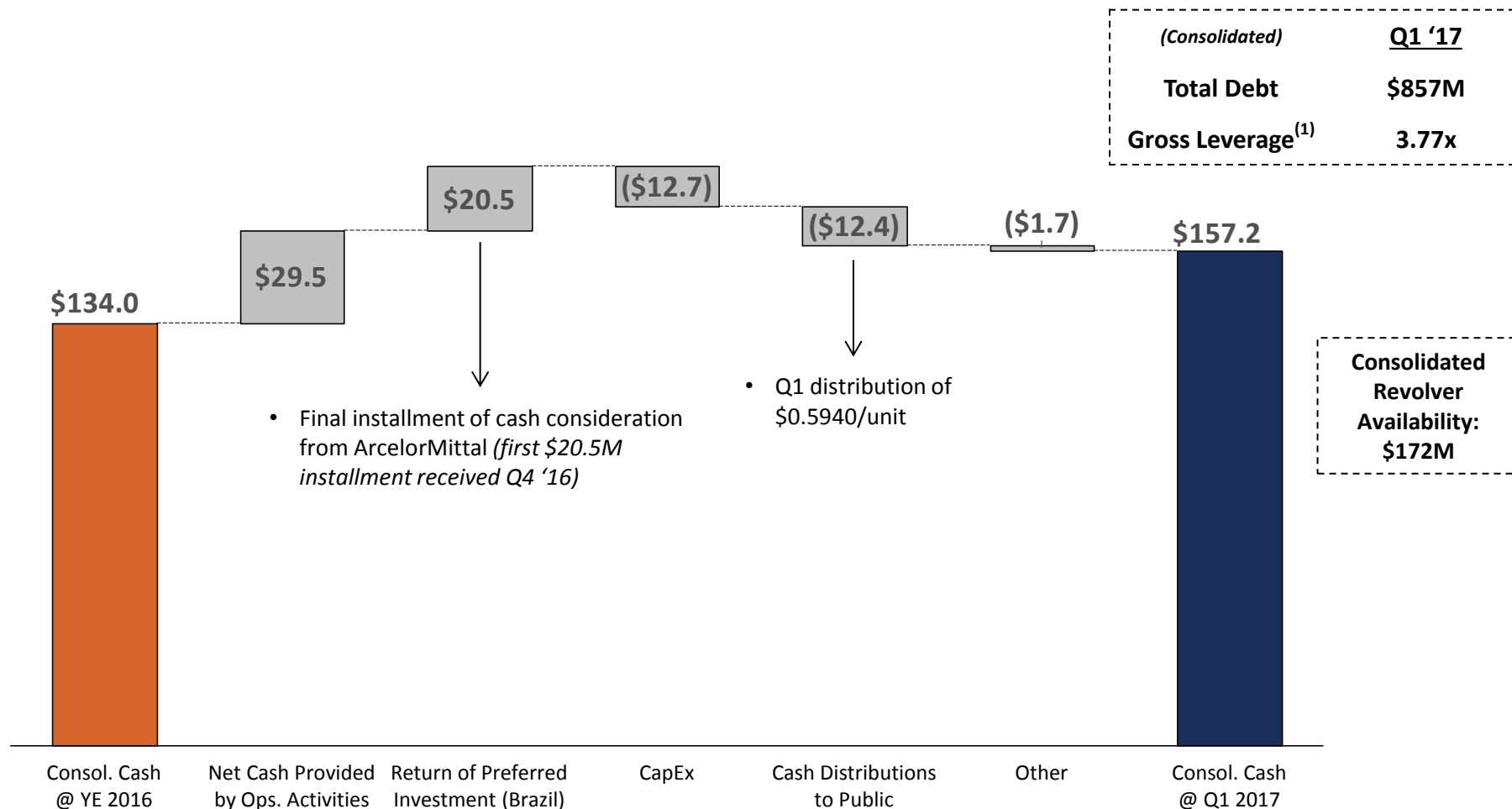
(1) Adjusted EBITDA includes Coal Logistics when it is recognized as GAAP revenue. For a definition and reconciliation of Adjusted EBITDA, please see appendix.

(2) Q4 2016 Adjusted EBITDA includes \$31.5M recognition of previously deferred revenue related to take-or-pay shortfalls throughout 2016.



# Q1 2017 Liquidity

**Maintain strong consolidated liquidity of >\$325M,  
including >\$200M of SXC standalone liquidity**



(1) Gross leverage for Q1 2017 calculated using midpoint of FY 2017E Consolidated Adjusted EBITDA guidance.

# Capital Allocation Priorities

**Board recently authorized SXCP unit purchase program;  
represents most attractive return for SXC shareholders**

**Expect SXCP will refinance capital structure in Q2 2017**

**Purchasing SXCP units in open market represents most attractive opportunity**

- Assets we know and operate
- Highly accretive risk-adjusted returns (including cash yield and tax synergies)
- Recently received \$50M board authorization to purchase SXCP units

**Continuing pursuit of small organic projects and tuck-in acquisitions within steel and logistics value chain to extent risk-adjusted returns are attractive**

**Will assess and prioritize capital allocation decisions in most efficient manner for SXC shareholders**

# 2017 Key Initiatives

## **Deliver Operations Excellence and Optimize Asset Base**

- Drive strong operational & safety performance while optimizing asset utilization

## **Execute Further Oven Rebuilds at IHO Cokemaking Operations**

- Complete 53 oven rebuilds to drive further performance improvements

## **Deploy Capital in Most Accretive Manner for SXC Shareholders**

- Measure risk-adjusted alternatives to ensure most efficient allocation

## **Accomplish 2017 Financial Objectives**

- Achieve \$220M – \$235M Consolidated Adjusted EBITDA guidance

# QUESTIONS



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# APPENDIX



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# Definitions

**Adjusted EBITDA** represents earnings before interest, (gain) loss on extinguishment of debt, taxes, depreciation and amortization (“EBITDA”), adjusted for impairments, coal rationalization costs, changes to our contingent consideration liability related to our acquisition of CMT and the expiration of certain acquired contractual obligations, and interest, taxes, depreciation and amortization and impairments 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 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.

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

**Legacy Costs** include costs associated with former mining employee-related liabilities net of certain royalty revenues.



# Reconciliation to Adjusted EBITDA

(\$ in millions)	Q1 '17	FY '16	Q4 '16	Q3 '16	Q2 '16	Q1 '16
Net cash provided by Operating activities	\$29.5	\$219.1	\$53.0	\$44.6	\$92.1	\$29.4
Depreciation, depletion and amortization expense	33.3	114.2	31.8	25.6	28.6	28.2
Loss / (gain) on extinguishment of debt	0.1	(25.0)	(0.1)	(1.0)	(3.5)	(20.4)
Loss on divestiture of business and asset impairment <sup>(1)</sup>	-	14.7	-	-	5.1	9.6
Deferred income tax expense / (benefit)	65.8	3.1	(1.4)	0.9	0.4	3.2
Changes in working capital and other	(12.0)	52.6	(8.8)	4.7	60.5	(3.8)
Net (Loss) / Income	(\$57.7)	\$59.5	\$31.5	\$14.4	\$1.0	\$12.6
Depreciation, depletion and amortization expense	33.3	114.2	31.8	25.6	28.6	28.2
Interest expense, net	13.7	53.5	13.2	12.9	13.4	14.0
Loss / (gain) on extinguishment of debt	0.1	(25.0)	(0.1)	(1.0)	(3.5)	(20.4)
Income tax expense	66.2	8.6	2.7	2.6	-	3.3
Loss on divestiture of business and asset impairment <sup>(1)</sup>	-	14.7	-	-	5.1	9.6
Coal rationalization costs <sup>(2)</sup>	-	0.4	-	0.2	-	0.2
Contingent consideration adjustments <sup>(3)</sup>	-	(10.1)	(1.8)	(4.6)	-	(3.7)
Expiration of land deposits <sup>(4)</sup>	-	1.9	-	-	1.9	-
Non-cash reversal of acquired contractual obligations <sup>(5)</sup>	-	(0.7)	-	(0.7)	-	-
Adjusted EBITDA (Consolidated)	\$55.6	\$217.0	\$77.3	\$49.4	\$46.5	\$43.8
Adjusted EBITDA attributable to noncontrolling interests <sup>(6)</sup>	(21.6)	(86.6)	(28.8)	(18.9)	(18.6)	(20.3)
Adjusted EBITDA attributable to SXC	\$34.0	\$130.4	\$48.5	\$30.5	\$27.9	\$23.5

(1) This loss included transaction-related costs of \$0.4 million as well as an impairment charge of \$10.7 million, which reduced the carrying value of the long-lived assets to be disposed of to zero based on the value implied by the terms of the divestiture agreement with Revelation. Partially offsetting these impacts was a \$1.5 million gain recognized in connection with the disposal of certain coal mining permits and related reclamation obligations in exchange for a \$1.8 million payment made to Revelation in March 2016. This gain was recorded as a reduction to costs of products sold and operating expenses on the Consolidated Statements of Operations.

(2) Prior to the divestiture of our coal mining business, the Company incurred coal rationalization costs including employee severance, contract termination costs and other costs to idle mines incurred during the execution of our coal rationalization plan.

(3) The Partnership amended its contingent consideration terms with The Cline Group during the first quarter of 2016. These amendments resulted in a gain of \$3.7 million recorded during the three months ended March 31, 2016, which was excluded from Adjusted EBITDA.

(4) Land deposits were in connection with the Company's potential new cokemaking facility to be constructed in Kentucky.

(5) In association with the acquisition of CMT, we assumed certain performance obligations under existing contracts and recorded liabilities related to such obligations. These contractual performance obligation have expired without the customer requiring performance. As such, the Partnership reversed the liabilities as we no longer have any obligations under the contract.

(6) Reflects non-controlling interest in Indiana Harbor and the portion of the Partnership owned by public unitholders.

# 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	Coal Logistics <sup>(1)</sup>	Corporate and Other <sup>(2)</sup>	Consolidated
<b>Q1 2017</b>					
Adjusted EBITDA	\$49.7	\$4.4	\$13.1	(\$11.6)	<b>\$55.6</b>
Sales Volume (thousands of tons)	946	435	5,719		
<b>Adjusted EBITDA per Ton</b>	<b>\$52.54</b>	<b>\$10.11</b>	<b>\$2.29</b>		
<b>FY 2016</b>					
Adjusted EBITDA	\$193.9	\$16.2	\$63.9	(\$57.0)	<b>\$217.0</b>
Sales Volume (thousands of tons)	3,956	1,741	18,569		
<b>Adjusted EBITDA per Ton</b>	<b>\$49.01</b>	<b>\$9.30</b>	<b>\$3.44</b>		
<b>Q4 2016</b>					
Adjusted EBITDA	\$36.5	\$8.3	\$45.3	(\$12.8)	<b>\$77.3</b>
Sales Volume (thousands of tons)	964	446	5,712		
<b>Adjusted EBITDA per Ton</b>	<b>\$37.86</b>	<b>\$18.61</b>	<b>\$7.93</b>		
<b>Q3 2016</b>					
Adjusted EBITDA	\$52.1	\$3.2	\$7.3	(\$13.2)	<b>\$49.4</b>
Sales Volume (thousands of tons)	1,000	449	4,334		
<b>Adjusted EBITDA per Ton</b>	<b>\$52.10</b>	<b>\$7.13</b>	<b>\$1.68</b>		
<b>Q2 2016</b>					
Adjusted EBITDA	\$51.0	\$2.4	\$5.4	(\$12.3)	<b>\$46.5</b>
Sales Volume (thousands of tons)	992	431	4,208		
<b>Adjusted EBITDA per Ton</b>	<b>\$51.41</b>	<b>\$5.57</b>	<b>\$1.28</b>		
<b>Q1 2016</b>					
Adjusted EBITDA	\$54.3	\$2.3	\$5.9	(\$18.7)	<b>\$43.8</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>\$1.37</b>		

(1) Beginning in the second quarter of 2016, in response to the SEC's May 2016 update to its guidance on the appropriate use of non-GAAP financial measures, Adjusted EBITDA no longer includes Coal Logistics deferred revenue until it is recognized as GAAP Revenue.

(2) Corporate and Other includes the results of our legacy coal mining business which, incurred Adjusted EBITDA losses of \$3.5 million and \$6.3 million during the three months ended March 31, 2017 and 2016, respectively.

# Balance Sheet & Debt Metrics

	As of 03/31/2017		
	SXC Consolidated	Attributable to SXCP	Balance Attributable to SXC
<i>(\$ in millions)</i>			
Cash	\$ 157	\$ 46	\$ 111
Available Revolver Capacity	172	76	96
Total Liquidity	329	122	207
Gross Debt (Long and Short-term)	857	813	45
Net Debt (Total Debt less Cash)	700	767	(66)
FY 2017E Adj. EBITDA Guidance <sup>(1)</sup>	227.5	215.0	135.5
Gross Debt / FY 2017E Adj. EBITDA	3.77x	3.78x	0.33x
Net Debt / FY 2017E Adj. EBITDA	3.08x	3.57x	0.00x

(1) Represents mid-point of FY 2017 guidance for Adj. EBITDA (Consolidated), Adj. EBITDA attributable to SXCP, and Adj. EBITDA attributable to SXC.

As of Q1 2017	SXC & SXCP Debt Maturities Schedule							
	SXCP Promissory				SXCP Sale			Consolidated
<i>(\$ in millions)</i>	Note (CMT)	SXCP Term Loan	SXCP Revolver	SXCP Sr. Notes	Leasback	SXC Revolver	SXC Sr. Notes	Total
2017	0.9	1.2	-	-	1.9	-	-	4.0
2018	5.6	5.0	-	-	2.6	-	-	13.2
2019	9.9	43.8	172.0	-	2.8	-	44.6	273.1
2020	10.0	-	-	463.0	7.3	-	-	480.3
2021	86.5	-	-	-	-	-	-	86.5
Total	\$ 112.9	\$ 50.0	\$ 172.0	\$ 463.0	\$ 14.6	\$ -	\$ 44.6	\$ 857.1

# 2017 Guidance Summary

**Guidance remains unchanged from January 2017 announcement**

<b>Metric</b>	<b>2016 Results</b>	<b>2017 Guidance</b> <i>(published Jan. '17)</i>
<b>Adjusted EBITDA<sup>(1)</sup></b>		
<b>Consolidated</b>	<b>\$217.0M</b>	<b>\$220M – \$235M</b>
<b>Attrib. to SXC</b>	<b>\$130.4M</b>	<b>\$130M – \$141M</b>
<b>Capital Expenditures<sup>(2)</sup></b>	<b>~\$48M</b>	<b>~\$80M</b>
<b>Domestic Coke Production</b>	<b>3.95 Mt</b>	<b>~3.9 Mt</b>
<b>Dom. Coke Adj. EBITDA/ton</b>	<b>\$49 / ton</b>	<b>\$46 – \$49 / ton</b>
<b>Operating Cash Flow</b>	<b>\$219.1M</b>	<b>\$140M – \$155M</b>
<b>Cash Taxes<sup>(3)</sup></b>	<b>\$5.9M</b>	<b>\$8M – \$15M</b>

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

(2) FY 2016 excludes \$5.0M of capitalized interest and \$11.2M of pre-funded capex related to the CMT shiploader. FY 2017 guidance includes \$25.0M for Granite City gas sharing project and excludes capitalized interest.

(3) Included in Operating Cash Flow.

# 2017 Capital Expenditures

## 2016 CapEx

(\$ in millions)	<u>SXC</u>	<u>SXCP</u>	<u>Consolidated</u>
Ongoing <sup>(1)</sup>	\$24	\$16	\$40
Other / Expansion	3	0	3
Environmental Project (Gas Sharing)	0	5	5
<b>Total CapEx (excl. pre-funded Ship loader)</b>	<b>\$27</b>	<b>\$21</b>	<b>\$48</b>
<i>Coal Logistics: Ship loader (pre-funded)</i>	<i>\$0</i>	<i>\$11</i>	<i>\$11</i>

## 2017 Expected CapEx

(\$ in millions)	<u>SXC</u>	<u>SXCP</u>	<u>Consolidated</u>
Ongoing <sup>(2)</sup>	\$35	\$17	\$52
Other / Expansion	0	3	3
Environmental Project (Gas Sharing)	0	25	25
<b>Total CapEx (excl. pre-funded Ship loader)</b>	<b>\$35</b>	<b>\$45</b>	<b>\$80</b>

(1) 2016 consolidated includes approximately \$35M in ongoing Coke Capex and \$2M ongoing Coal Logistics.

(2) 2017 consolidated includes approximately \$47M in ongoing Coke CapEx and \$3M ongoing Coal Logistics.

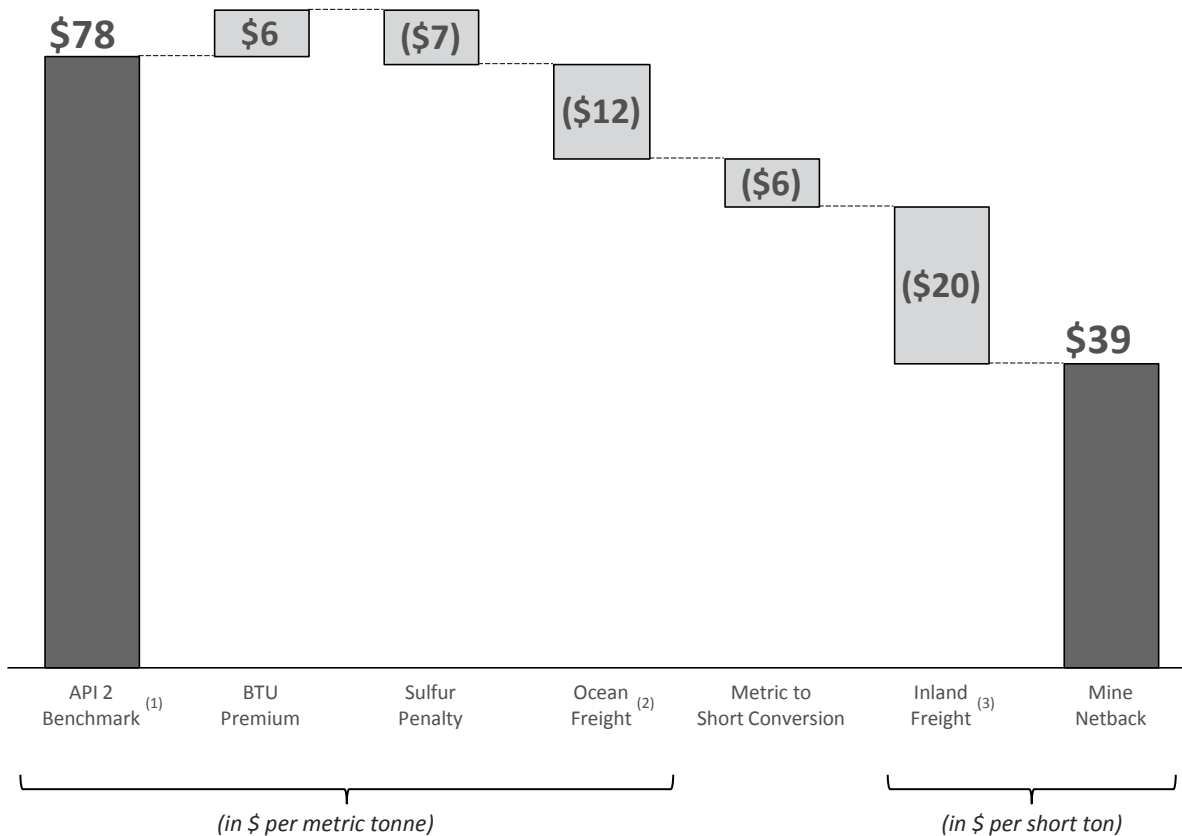
# 2017E Guidance Reconciliation

<i>(\$ in millions)</i>	<u>2017E</u> <u>Low</u>	<u>2017E</u> <u>High</u>
Net cash provided by Operating activities	\$140	\$155
Depreciation and amortization expense	131	131
Deferred income tax expense	65	70
Changes in working capital and other	(21)	(24)
Net Income	(\$35)	(\$22)
Depreciation and amortization expense	131	131
Interest expense, net	57	54
Income tax expense / (benefit)	67	72
Adjusted EBITDA (Consolidated)	\$220	\$235
Adjusted EBITDA attributable to noncontrolling interests <sup>(1)</sup>	(90)	(94)
Adjusted EBITDA attributable to SXC	\$130	\$141

(1) Reflects non-controlling interest in Indiana Harbor and the portion of the Partnership owned by public unitholders.

# Thermal Coal Export Profitability

**Solid API2 benchmark price should continue to support CMT ILB producers' competitiveness in maintaining viable exports**



**Believe ILB export thermal solidly profitable at Q1 '17 API2 benchmark pricing of ~\$78/t**

- Based on average ILB cash cost, netback calculation implies attractive margins

**CMT well-positioned to serve existing ILB thermal coal producers**

(1) Netback calculation example assuming \$78 per metric tonne prompt API 2 benchmark (Q1 2017 average).

(2) Ocean Freight for 70,000 metric tonne US Gulf/ARA Coal Panamax freight.

(3) Consists of CN rail transportation from ILB coal mines to CMT and terminal transloading costs.