

# SunCoke Energy, Inc. Q1 2018 Earnings Conference Call

April 26, 2018



**SunCoke Energy<sup>®</sup>**

# Forward-Looking Statements



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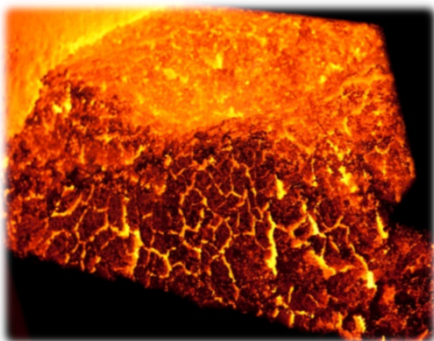
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# Q1 2018 Highlights



- ✓ Achieved strong safety and operating performance across coke and logistics fleet in line with expectations

- ✓ Strong Q1 '18 Adj. EBITDA of \$64.0M; ended quarter with ample liquidity position of >\$370M of liquidity



- ✓ Began 2018 oven rebuild campaign at IHO; improved IHO production due to sustained operating performance from rebuilt ovens

- ✓ Handled record coal export volumes at CMT; Increasing 2018 CMT total throughput expectations to 10.0Mt - 10.5Mt

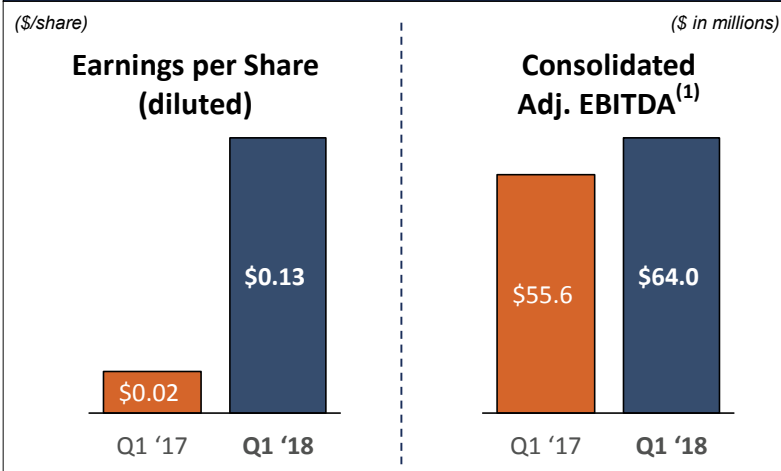


- ✓ Remain well positioned to achieve FY 2018 Adj. EBITDA guidance of \$240M to \$255M

# Q1 2018 Financial Performance



## Q1 2018 Earnings



**Q1 '18 EPS of \$0.13, up from \$0.02 in the prior year quarter**

- Strong cokemaking operating performance, partially offset by higher interest expense

**Consolidated Adj. EBITDA<sup>(1)</sup> of \$64.0M up \$8.4M or 15%; represents strongest first quarter since IPO**

- Coke operations up \$4.9M, primarily driven by strong operating performance at Indiana Harbor
- Improved throughput volume at CMT
- Lower Corporate and Other costs

(\$ in millions, except volumes)	Q1 '18	Q1 '17	Q1 '18 vs. Q1 '17
Domestic Coke Sales Volumes	974	946	28
Logistics Volumes	5,821	5,719	102
Coke Adj. EBITDA <sup>(2)</sup>	\$59.0	\$54.1	\$4.9
Logistics Adj. EBITDA	\$13.6	\$13.1	\$0.5
Corporate and Other Adj. EBITDA <sup>(3)</sup>	(\$8.6)	(\$11.6)	\$3.0
<b>Adjusted EBITDA (Consolidated)<sup>(1)</sup></b>	<b>\$64.0</b>	<b>\$55.7</b>	<b>\$8.4</b>

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

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

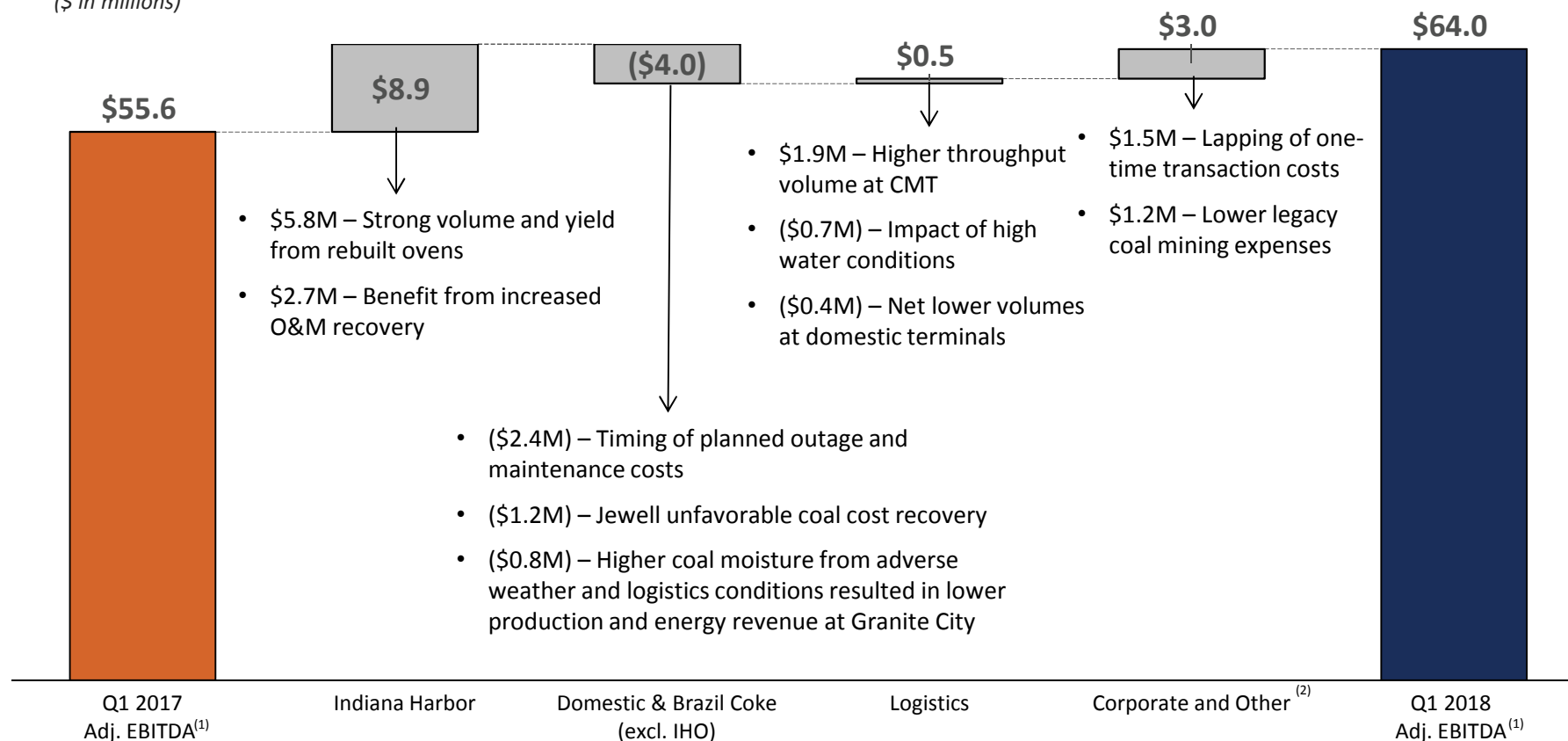
(3) Corporate and Other includes the results of our former coal mining business, contributing Adjusted EBITDA losses of \$2.3 million and \$3.5 million to Corporate and Other during the three months ended March 31, 2018 and 2017, respectively.

# Adjusted EBITDA<sup>(1)</sup> – Q1 '17 to Q1 '18



**Q1 '18 performance driven by solid domestic coke production, strong CMT volume, and lower corporate costs**

(\$ in millions)



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

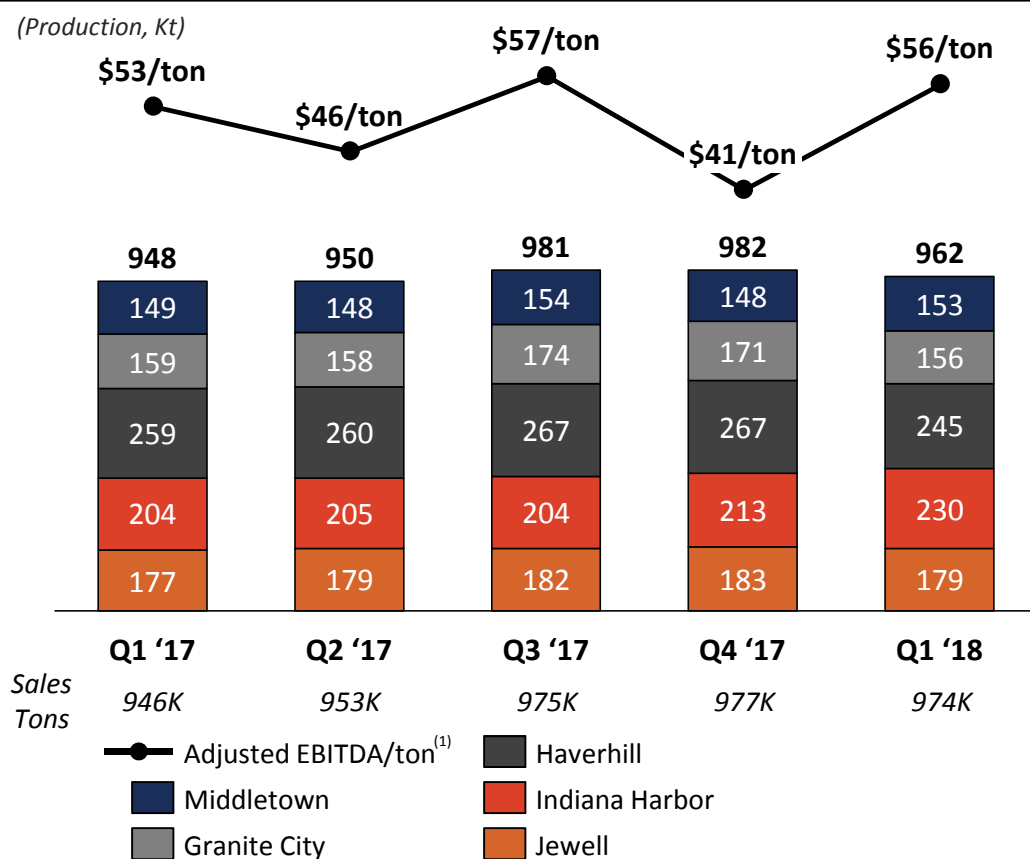
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# Domestic Coke Business Summary



## Solid Q1 '18 cokemaking performance supports FY 2018 outlook

### Domestic Cokemaking Performance



**Delivered Adj. EBITDA/ton<sup>(1)</sup> of ~\$56 on 962K tons production**

- Strong yield performance; partially offset by planned outage at Haverhill

**Sustained operating performance from rebuilt ovens at IHO**

- Rebuilt C & D batteries continue to perform as expected; each battery producing at >300k tons annual run-rate
- Significant improvement on both production and yield
- 2018 A-battery rebuild campaign underway

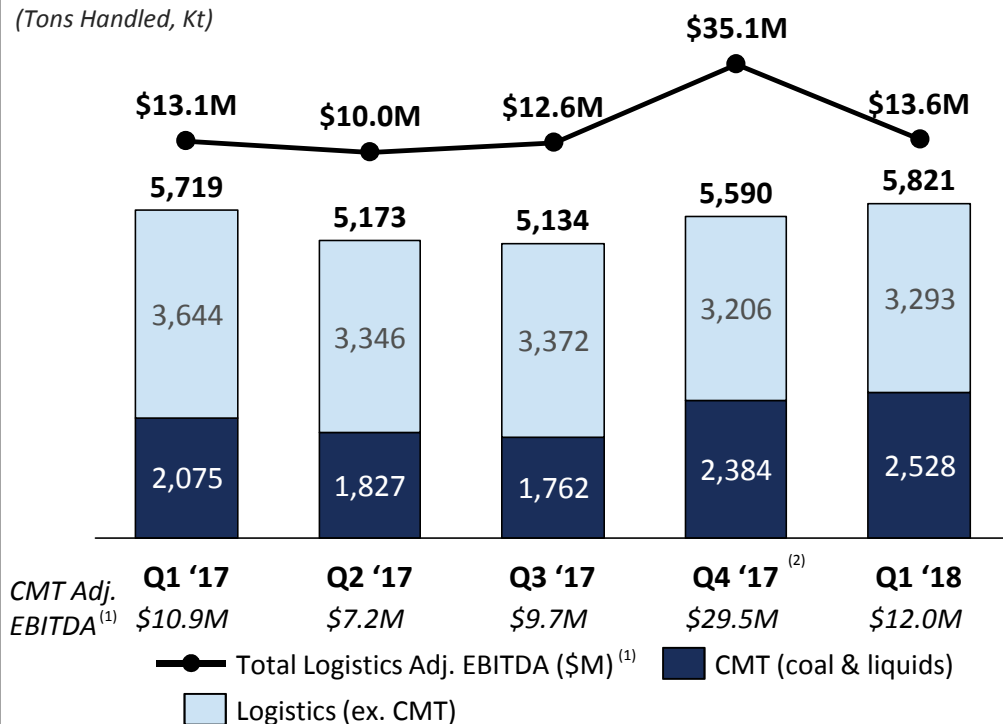
(1) For a definition and reconciliation of Adjusted EBITDA and Adjusted EBITDA per ton, please see appendix.

# Logistics Business Summary

**Improved Q1 '18 performance driven primarily by significant increase in CMT volumes**

## Logistics Performance

(Tons Handled, Kt)



**Delivered Q1 '18 Adj. EBITDA of \$13.6M**

- Solid volumes due to continued favorable coal export market dynamics
- Increase CMT 2018 base take-or-pay volumes to 8.5Mt - 9.0Mt from 6.5Mt; total throughput up to 10.0Mt - 10.5Mt

**Convent contributed \$12.0M to Q1 '18 Adjusted EBITDA**

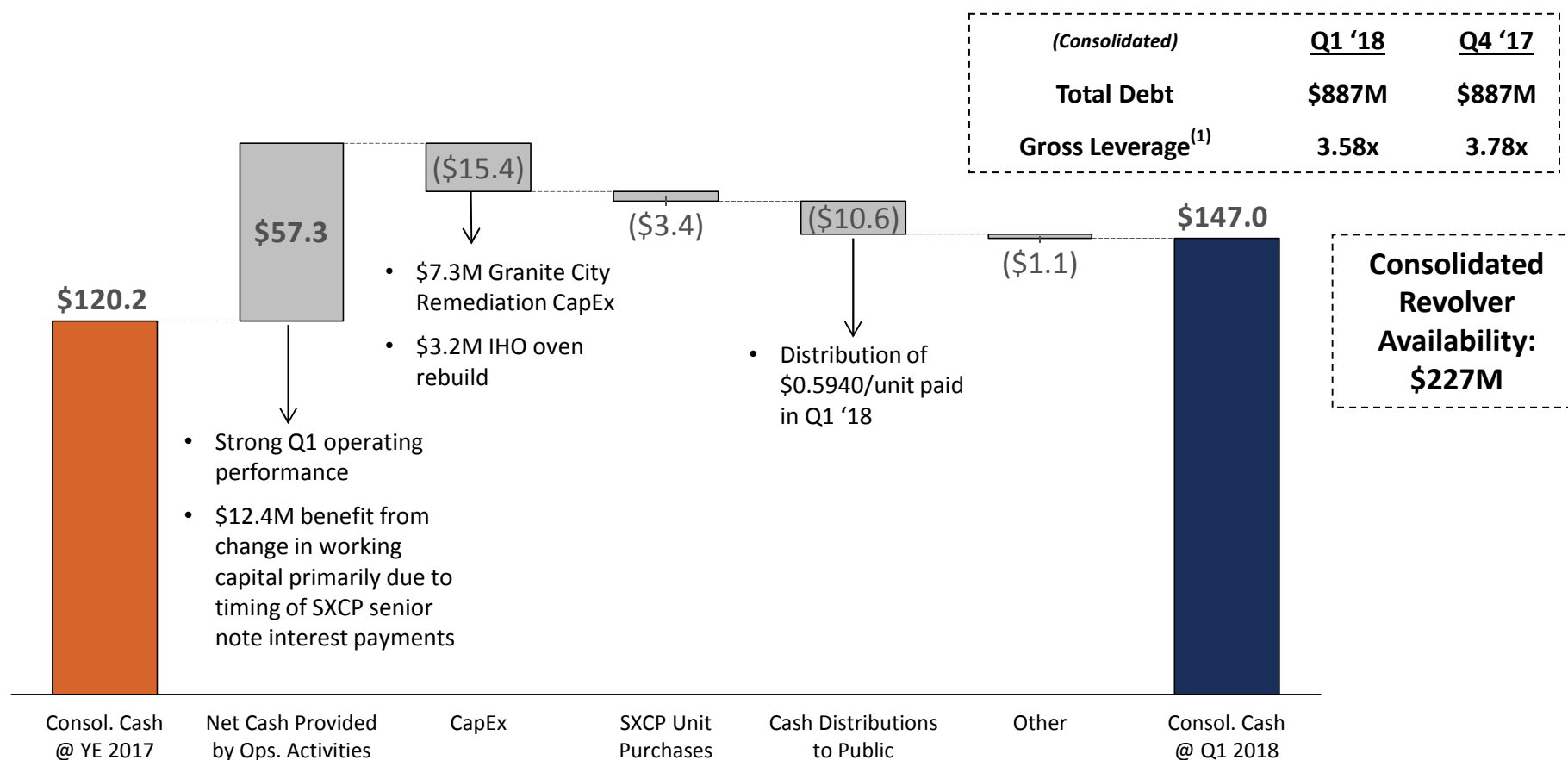
- Highest quarterly volume despite near-historic water levels adversely impacting operations
- Adj. EBITDA does not include \$1.2M of deferred revenue in Q1 volume shortfall to be recognized in Q4 '18

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

(2) Q4 2017 Adjusted EBITDA includes \$16.4M recognition of previously deferred revenue related to take-or-pay shortfalls throughout 2017.

# Q1 2018 Liquidity

**Maintain strong consolidated liquidity of >\$370M,  
including ~\$180M of SXC standalone liquidity**



(1) Gross leverage for Q1 2018 calculated using midpoint of FY 2018E Consolidated Adjusted EBITDA guidance; Q4 2017 based on 2017 actuals

# SXC Capital Priorities



**SXC maintains significant financial flexibility and will generate positive CF in 2018**

**SXCP's BoD recently declared modified capital allocation policy, which reduced quarterly distributions to \$0.40/unit, or \$1.60/unit annually**

- SXCP will use savings to replenish cash and reduce debt to achieve its 3.5x or lower leverage target by year-end 2019; max leverage covenant step-down to 4.0x in June 2020
- SXC's annual GP/LP/IDR cash flows lower by ~\$28M on full-year basis vs. previous distribution

**Expect SXC will continue to generate sufficient positive cash flow in 2018 and beyond**

**SXC also has significant stand-alone liquidity of ~\$180M, including \$106M of cash and \$74M revolver capacity as of Q1 2018**

- Minimal debt attributable to SXC (*\$44.7M as of Q1 2018*)

**Continuing to deploy capital to most efficiently maximize value for shareholders**

- Maintain flexibility to fund future growth projects, including potential tuck-in M&A

# 2018 Key Initiatives

## Deliver Operations Excellence and Optimize Asset Base

- Drive strong operational & safety performance while optimizing asset utilization

## Complete 2018 Indiana Harbor Oven Rebuild Campaign

- Complete 67 planned A-battery oven rebuilds and deliver near-breakeven FY '18 Adj. EBITDA

## Leverage CMT Capabilities to Diversify Customer & Product Mix

- Secure further new business to contribute towards \$5M – \$10M EBITDA target in next 2 years

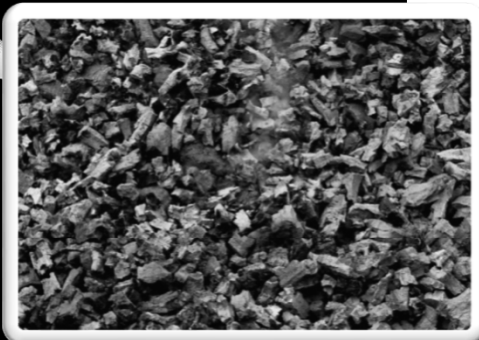
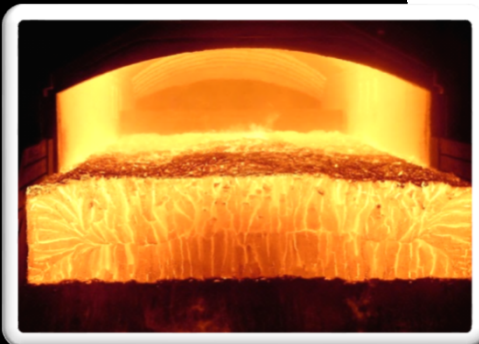
## Accomplish 2018 Financial Objectives

- Achieve \$240M – \$255M Consol. Adj. EBITDA and \$150M – \$165M Op. Cash Flow guidance

# QUESTIONS



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# APPENDIX



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# Definitions



**Adjusted EBITDA** represents earnings before interest, taxes, depreciation and amortization (“EBITDA”), adjusted for any loss (gain) on extinguishment of debt, impairments and/or changes to our contingent consideration liability related to our acquisition of CMT. 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.

# Reconciliation to Adjusted EBITDA



(\$ in millions)	Q1 '17	Q2 '17	Q3 '17	Q4 '17	FY '17	Q1 '18
<b>Net cash provided by operating activities</b>	<b>\$ 29.5</b>	<b>\$ 24.9</b>	<b>\$ 73.9</b>	<b>\$ 20.2</b>	<b>\$ 148.5</b>	<b>\$ 57.3</b>
Depreciation, depletion and amortization expense	33.3	33.3	30.6	31.0	128.2	32.9
Loss / (gain) on extinguishment of debt <sup>(1)</sup>	0.1	20.2	0.1	-	20.4	0.3
Deferred income tax (benefit)/expense	65.8	14.0	(9.4)	(157.6)	(87.2)	0.2
Changes in working capital and other	(12.0)	(11.1)	33.8	(27.1)	(16.4)	10.9
<b>Net Income (loss)</b>	<b>\$ (57.7)</b>	<b>\$ (31.5)</b>	<b>\$ 18.8</b>	<b>\$ 173.9</b>	<b>\$ 103.5</b>	<b>\$ 13.0</b>
Depreciation, depletion and amortization expense	33.3	33.3	30.6	31.0	128.2	32.9
Loss / (gain) on extinguishment of debt <sup>(1)</sup>	0.1	20.2	0.1	-	20.4	0.3
Interest expense, net <sup>(2)</sup>	13.7	15.2	16.1	15.6	60.6	15.8
Income tax expense / (benefit)	66.2	4.7	(1.5)	(151.0)	(81.6)	2.0
Contingent consideration adjustments <sup>(3)</sup>	-	0.3	(2.0)	-	(1.7)	-
Expiration of land deposits and write-off of costs related to potential new cokemaking facility <sup>(4)</sup>	-	5.3	-	-	5.3	-
<b>Adjusted EBITDA</b>	<b>\$ 55.6</b>	<b>\$ 47.5</b>	<b>\$ 62.1</b>	<b>\$ 69.5</b>	<b>\$ 234.7</b>	<b>\$ 64.0</b>
Adjusted EBITDA attributable to noncontrolling interest <sup>(5)</sup>	(21.6)	(17.5)	(21.9)	(25.4)	(86.4)	(19.0)
<b>Adjusted EBITDA attributable to SXC</b>	<b>\$ 34.0</b>	<b>\$ 30.0</b>	<b>\$ 40.2</b>	<b>\$ 44.1</b>	<b>\$ 148.3</b>	<b>\$ 45.0</b>

(1) The Partnership recorded a loss on extinguishment of debt as a result of its debt refinancing activities which occurred during the second quarter of 2017.

(2) In conjunction with the adoption of ASU 2017-07, the non-service type expense associate with the postretirement benefit plans was excluded from operating income and recorded in interest expense, net on the Consolidated Statements of Operations during the periods presented. Amounts in prior periods were immaterial and therefore were not reclassified in the reconciliation of Adjusted EBITDA to net income and net cash provided by operating activities.

(3) As a result of changes in the fair value of the contingent consideration liability, the Partnership recognized a benefit of \$1.7 million during 2017.

(4) In 2014, we finalized the required permitting and engineering plan for a potential new cokemaking facility to be constructed in Kentucky. However, in June 2017, due to our focus on renewing our existing customer contracts and the lack of any long-term customer commitment for a majority of the facility's capacity, we decided to terminate the project. As a result, during the second quarter of 2017, the Company wrote-off previously capitalized engineering and land deposit costs of \$5.3 million.

(5) 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					
(\$ in millions, except per ton data)	Domestic Coke	Brazil Coke	Logistics	Corporate and Other <sup>(1)</sup>	Consolidated
<b>Q1 2018</b>					
Adjusted EBITDA	\$54.3	\$4.7	\$13.6	(\$8.6)	<b>\$64.0</b>
Sales Volume (thousands of tons)	974	441	5,821		
<b>Adjusted EBITDA per Ton</b>	<b>\$55.75</b>	<b>\$10.66</b>	<b>\$2.34</b>		
<b>FY 2017</b>					
Adjusted EBITDA	\$188.9	\$18.2	\$70.8	(\$43.2)	<b>\$234.7</b>
Sales Volume (thousands of tons)	3,851	1,761	21,616		
<b>Adjusted EBITDA per Ton</b>	<b>\$49.05</b>	<b>\$10.34</b>	<b>\$3.28</b>		
<b>Q4 2017</b>					
Adjusted EBITDA	\$39.6	\$4.7	\$35.1	(\$9.9)	<b>\$69.5</b>
Sales Volume (thousands of tons)	977	445	5,590		
<b>Adjusted EBITDA per Ton</b>	<b>\$40.53</b>	<b>\$10.57</b>	<b>\$6.28</b>		
<b>Q3 2017</b>					
Adjusted EBITDA	\$55.6	\$4.6	\$12.6	(\$10.7)	<b>\$62.1</b>
Sales Volume (thousands of tons)	975	444	5,134		
<b>Adjusted EBITDA per Ton</b>	<b>\$57.03</b>	<b>\$10.36</b>	<b>\$2.45</b>		
<b>Q2 2017</b>					
Adjusted EBITDA	\$44.0	\$4.5	\$10.0	(\$11.0)	<b>\$47.5</b>
Sales Volume (thousands of tons)	953	437	5,173		
<b>Adjusted EBITDA per Ton</b>	<b>\$46.17</b>	<b>\$10.30</b>	<b>\$1.93</b>		
<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>		

(1) Corporate and Other includes the results of our legacy coal mining business which, incurred Adjusted EBITDA losses of \$2.3 million and \$3.5 million during the three months ended March 31, 2018 and 2017, respectively.

# Balance Sheet & Debt Metrics



	As of 03/31/2018		
(\$ in millions)	SXC Consolidated	Attributable to SXCP	Balance Attributable to SXC
Cash	147	42	106
Available Revolver Capacity	227	153	74
Total Liquidity	374	195	179
Gross Debt (Long and Short-term)	887	842	45
Net Debt (Total Debt less Cash)	740	801	(61)
FY 2018E Adj. EBITDA Guidance <sup>(1)</sup>	247.5	220.0	165.5
Gross Debt / FY 2017E Adj. EBITDA	3.58x	3.83x	0.27x
Net Debt / FY 2017E Adj. EBITDA	2.99x	3.64x	0.00x

(1) Represents mid-point of FY 2018 guidance for Adj. EBITDA (Consolidated), Adj. EBITDA attributable to SXCP, and Adj. EBITDA attributable to SXC.

As of Q1 2018	SXC & SXCP Debt Maturities Schedule									
(\$ in millions)	2018	2019	2020	2021	2022	2023	2024	2025	Consolidated Total	
SXCP Revolver	-	-	-	-	130.0	-	-	-	130.0	
SXCP Sr. Notes	-	-	-	-	-	-	-	700.0	700.0	
SXCP Sale Leaseback	2.0	2.8	7.3	-	-	-	-	-	12.1	
SXC Term Loan	0.8	1.1	3.4	3.4	36.0	-	-	-	44.7	
Total	\$ 2.8	\$ 3.9	\$ 10.7	\$ 3.4	\$ 166.0	\$ -	\$ -	\$ 700.0	\$ 886.8	

# 2018 Guidance Summary



**Guidance remains unchanged from January 2018 announcement**

<b>Metric</b>	<b>2017 Results</b>	<b>2018 Guidance</b> <i>(published Jan. '18)</i>
<b>Adjusted EBITDA<sup>(1)</sup></b>		
<b>Consolidated</b>	<b>\$234.7M</b>	<b>\$240M – \$255M</b>
<b>Attrib. to SXC</b>	<b>\$148.3M</b>	<b>\$160M – \$171M</b>
<b>Capital Expenditures<sup>(2)</sup></b>	<b>\$74.5M</b>	<b>~\$95M</b>
<b>Domestic Coke Production</b>	<b>3.86 Mt</b>	<b>~3.9 Mt</b>
<b>Dom. Coke Adj. EBITDA/ton</b>	<b>\$49 / ton</b>	<b>\$50 – \$52 / ton</b>
<b>Operating Cash Flow</b>	<b>\$148.5M</b>	<b>\$150M – \$165M</b>
<b>Cash Taxes<sup>(3)</sup></b>	<b>\$6.8M</b>	<b>\$7M – \$14M</b>

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

(2) FY 2017 results include \$18.3M for Granite City gas sharing project and excludes \$1.1M of capitalized interest.

(3) Included in Operating Cash Flow.

# 2018 Capital Expenditures



## 2017 CapEx

<i>(\$ in millions)</i>	<u>SXC</u>	<u>SXCP</u>	<u>Consolidated</u>
Ongoing (ex. IHO rebuilds)	\$6	\$19	\$25
IHO Oven Rebuild Initiative	30	0	30
<b>Total Ongoing CapEx<sup>(1)</sup></b>	<b>\$36</b>	<b>\$19</b>	<b>\$55</b>
Other / Expansion	0	1	1
Environmental Project (Gas Sharing)	0	18	18
<b>Total CapEx</b>	<b>\$36</b>	<b>\$38</b>	<b>\$74</b>

## 2018 Expected CapEx

<i>(\$ in millions)</i>	<u>SXC</u>	<u>SXCP</u>	<u>Consolidated</u>
Ongoing (ex. IHO rebuilds)	\$7	\$25	\$32
IHO Oven Rebuild Initiative	27	0	27
<b>Total Ongoing CapEx<sup>(2)</sup></b>	<b>\$34</b>	<b>\$25</b>	<b>\$59</b>
Other / Expansion	0	1	1
Environmental Project (Gas Sharing)	0	35	35
<b>Total CapEx</b>	<b>\$34</b>	<b>\$61</b>	<b>\$95</b>

(1) 2017 ongoing CapEx includes approximately \$51M in ongoing Coke Capex and \$3M ongoing Logistics.

(2) 2018 ongoing CapEX includes approximately \$54M in ongoing Coke CapEx and \$5M ongoing Logistics.

# 2018E Guidance Reconciliation

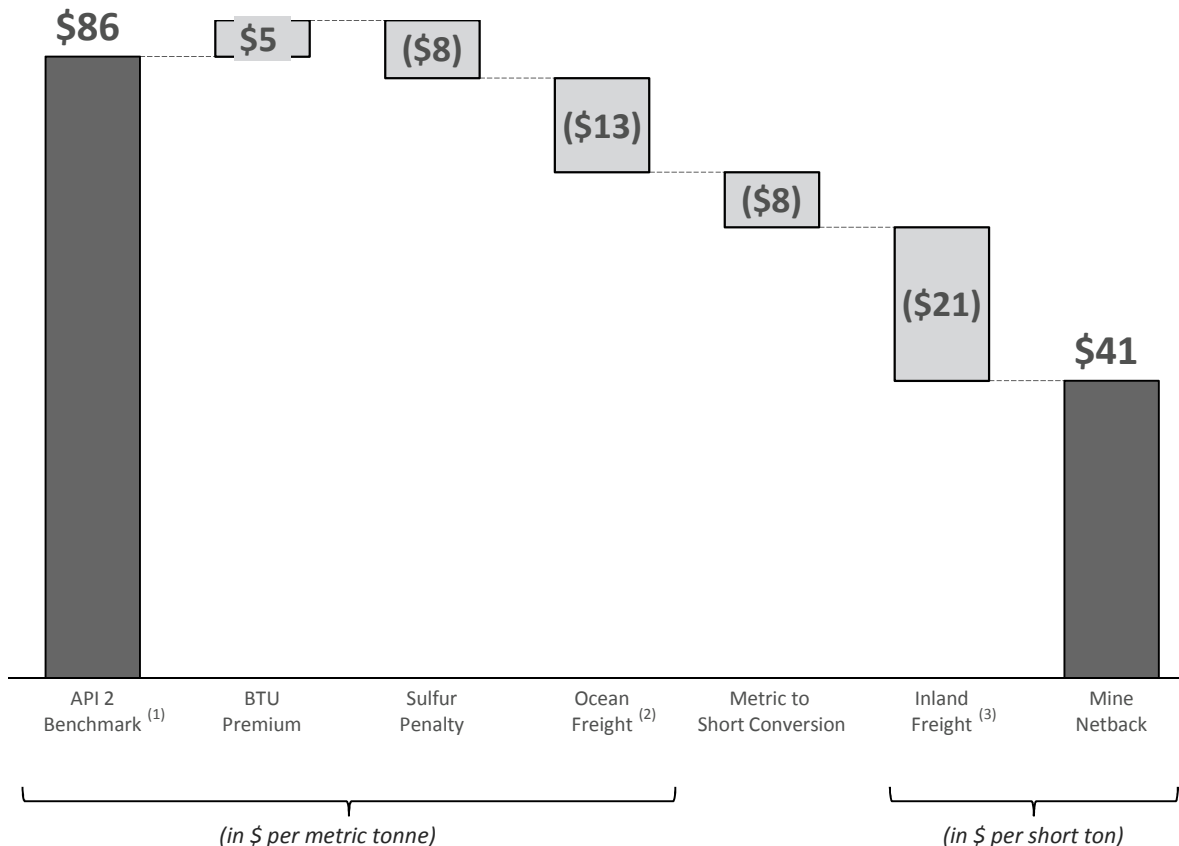


<i>(\$ in millions)</i>	<b>2018E Low</b>	<b>2018E High</b>
Net cash provided by Operating activities	\$150	\$165
Depreciation and amortization expense	(137)	(129)
Changes in working capital and other	22	14
Net Income	\$35	\$50
Depreciation and amortization expense	137	129
Interest expense, net	63	63
Income tax expense	5	13
Adjusted EBITDA (Consolidated)	\$240	\$255
Adjusted EBITDA attributable to noncontrolling interests <sup>(1)</sup>	(80)	(84)
Adjusted EBITDA attributable to SXC	\$160	\$171

(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**



(1) Netback calculation example assuming \$86 per metric tonne prompt API 2 benchmark (Q1 2018 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.

**Believe ILB export thermal solidly profitable at Q1 '18 API2 benchmark pricing of ~\$86/t**

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

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