

# **SunCoke Energy, Inc. Q2 2018 Earnings Conference Call**

July 26, 2018



**SunCoke Energy<sup>®</sup>**

# Forward-Looking Statements



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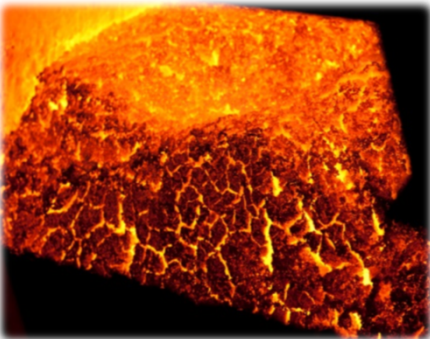
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# Q2 2018 Highlights



- ✓ Safety and operating performance across coke and logistics fleet in line with expectations
- ✓ Strong Q2 '18 Adj. EBITDA of \$67.3M; ended quarter with ample liquidity of >\$370M



- ✓ Remain on track with 2018 oven rebuild campaign at IHO; first set of completed ovens demonstrating solid operating performance

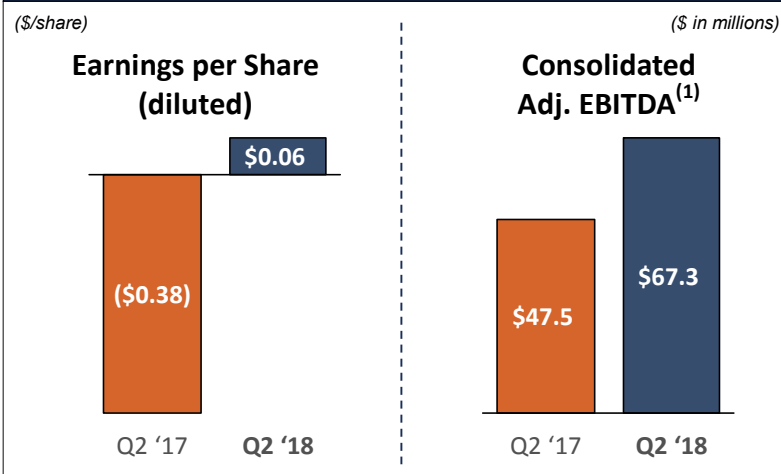


- ✓ CMT achieved its third consecutive quarter of record transloading volumes; increasing 2018 CMT total throughput volumes to 11.5Mt
- ✓ Remain well positioned to achieve FY 2018 Adj. EBITDA guidance of \$240M to \$255M

# Q2 2018 Financial Performance



## Q2 2018 Earnings



**Q2 '18 EPS of \$0.06 up from loss of \$0.38 in the prior year quarter**

- Strong cokemaking and logistic operating performance
- Absence of \$11.6M loss on debt extinguishment related to Q2 '17 debt refinancing

**Consolidated Adj. EBITDA<sup>(1)</sup> of \$67.3M up \$19.8M or 42%**

- Coke operations up \$9.2M, driven by strong operating performance across the fleet
- Logistics increased \$9.7M due to 1.8 million incremental throughput tons

(\$ in millions, except volumes)	Q2 '18	Q2 '17	Q2 '18 vs. Q2 '17
Domestic Coke Sales Volumes	1,007	953	54
Coal Logistics Volumes	6,980	5,173	1,807
Coke Adj. EBITDA <sup>(2)</sup>	\$57.7	\$48.5	\$9.2
Logistics Adj. EBITDA	\$19.7	\$10.0	\$9.7
Corporate and Other Adj. EBITDA <sup>(3)</sup>	(\$10.1)	(\$11.0)	\$0.9
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$67.3</b>	<b>\$47.5</b>	<b>\$19.8</b>

(1) Please see appendix for a definition and reconciliation of Adjusted EBITDA.

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

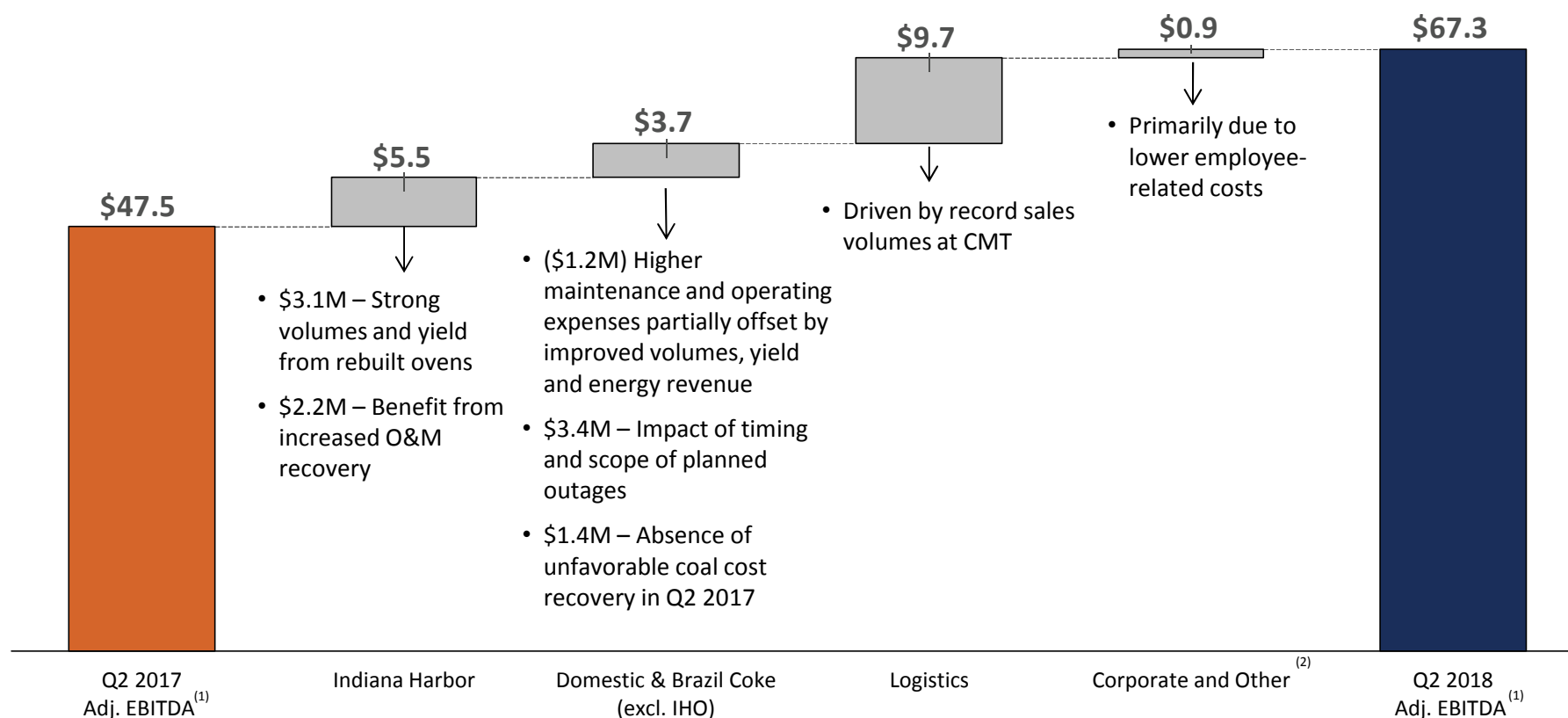
(3) Corporate and Other includes the results of our former coal mining business, which contributed Adjusted EBITDA losses of \$2.4 million and \$2.7 million to Corporate and Other during the three months ended June 30, 2018 and 2017, respectively.

# Adjusted EBITDA<sup>(1)</sup> – Q2 '17 to Q2 '18



## Q2 '18 performance driven by strong domestic coke production and record CMT transloading volume

(\$ in millions)



(1) Please see appendix for a definition and reconciliation of Adjusted EBITDA

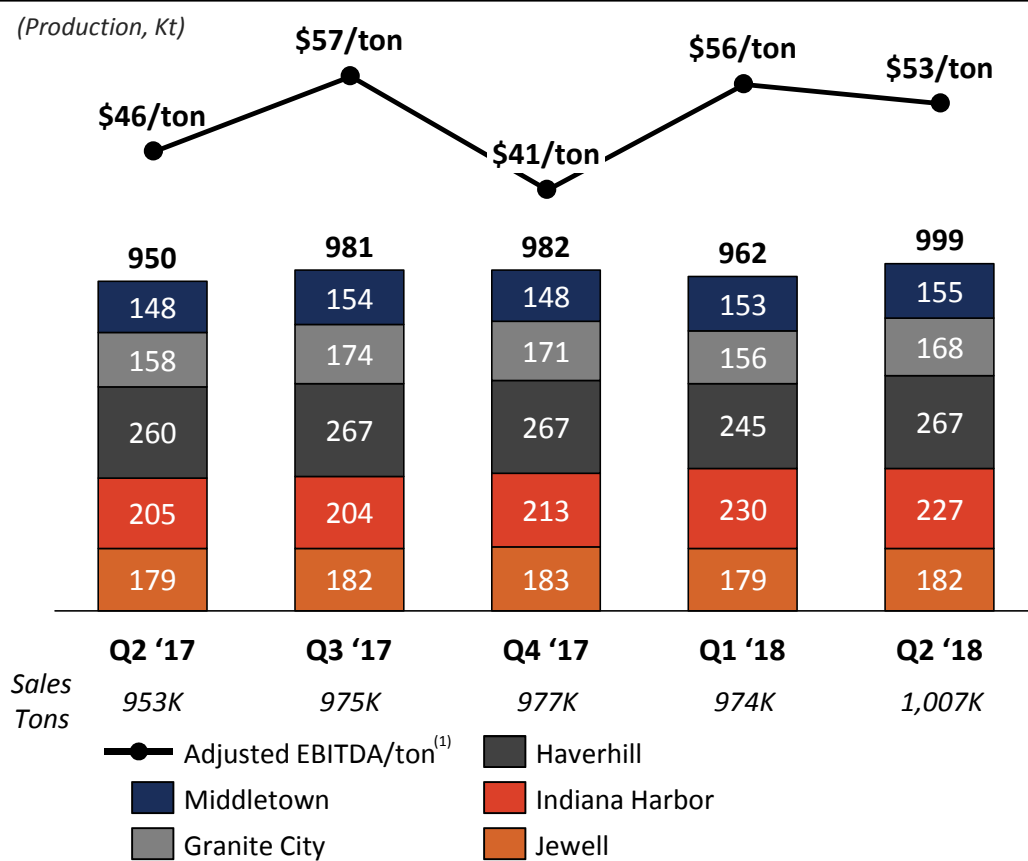
(2) Corporate and Other includes the results of our former coal mining business, contributing Adjusted EBITDA losses of \$2.4M and \$2.7M to Corporate and Other during the three months ended June 30, 2018 and 2017, respectively.

# Domestic Coke Business Summary



## Q2 '18 cokemaking performance supports FY 2018 outlook

### Domestic Cokemaking Performance



**Delivered Adj. EBITDA/ton<sup>(1)</sup> of ~\$53 on ~1.0 million tons of production**

- Higher maintenance and operating costs partially offset by higher coke production and solid yield performance across Domestic Coke facilities
- Benefit from timing of planned outages and absence of unfavorable coal cost recovery in Q2 2017

### Sustained operating performance from rebuilt ovens at IHO

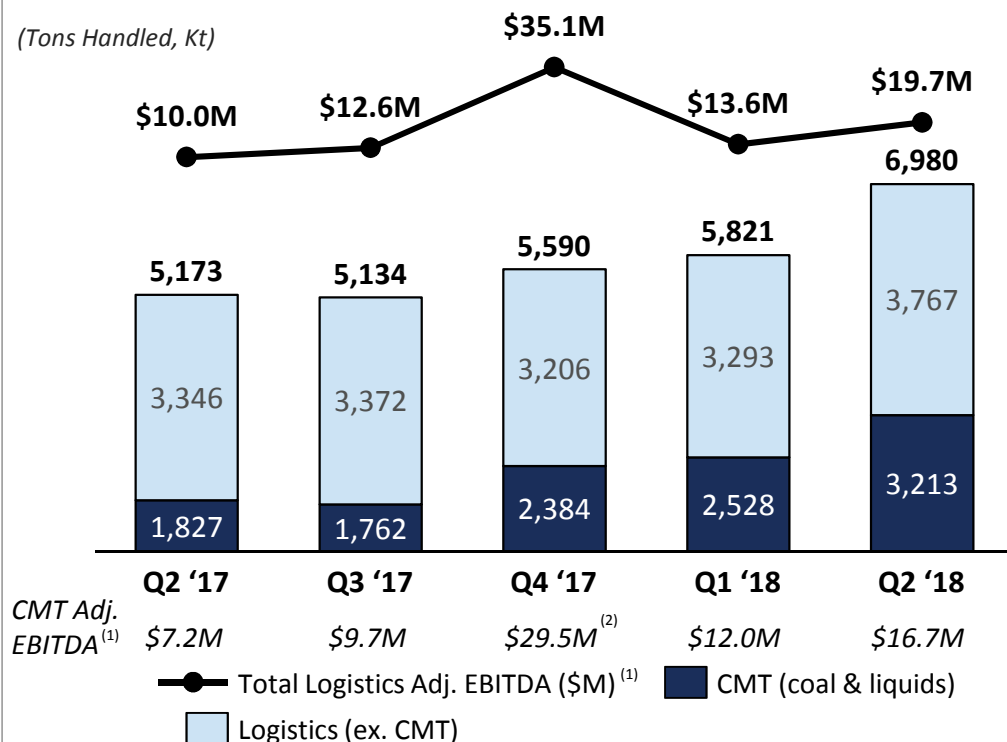
- Rebuilt 21 of the 67 total ovens within our 2018 rebuild campaign
- Rebuilt ovens continue to perform as expected generating increased production and enhanced yield

(1) Please see appendix for a definition and reconciliation of Adjusted EBITDA and Adjusted EBITDA per ton  
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# Logistics Business Summary

## Improved Q2 '18 performance driven primarily by significant increase in CMT volumes

### Logistics Performance



### Delivered Q2 '18 Adj. EBITDA of \$19.7M

- Increased volumes due to continued favorable coal export market dynamics
- Increase CMT 2018 base take-or-pay volumes to 10.0Mt; total throughput up to 11.5Mt

### CMT contributed \$16.7M to Q2 '18 Adjusted EBITDA

- No take-or-pay volume shortfalls (e.g. deferred revenue) through the first half on coal export tons
- 300Kt merchant throughput tons in Q2 '18
- Costs associated with high water levels of \$1.1M in the quarter (\$1.8M YTD); water levels back to normal in middle of Q2 '18

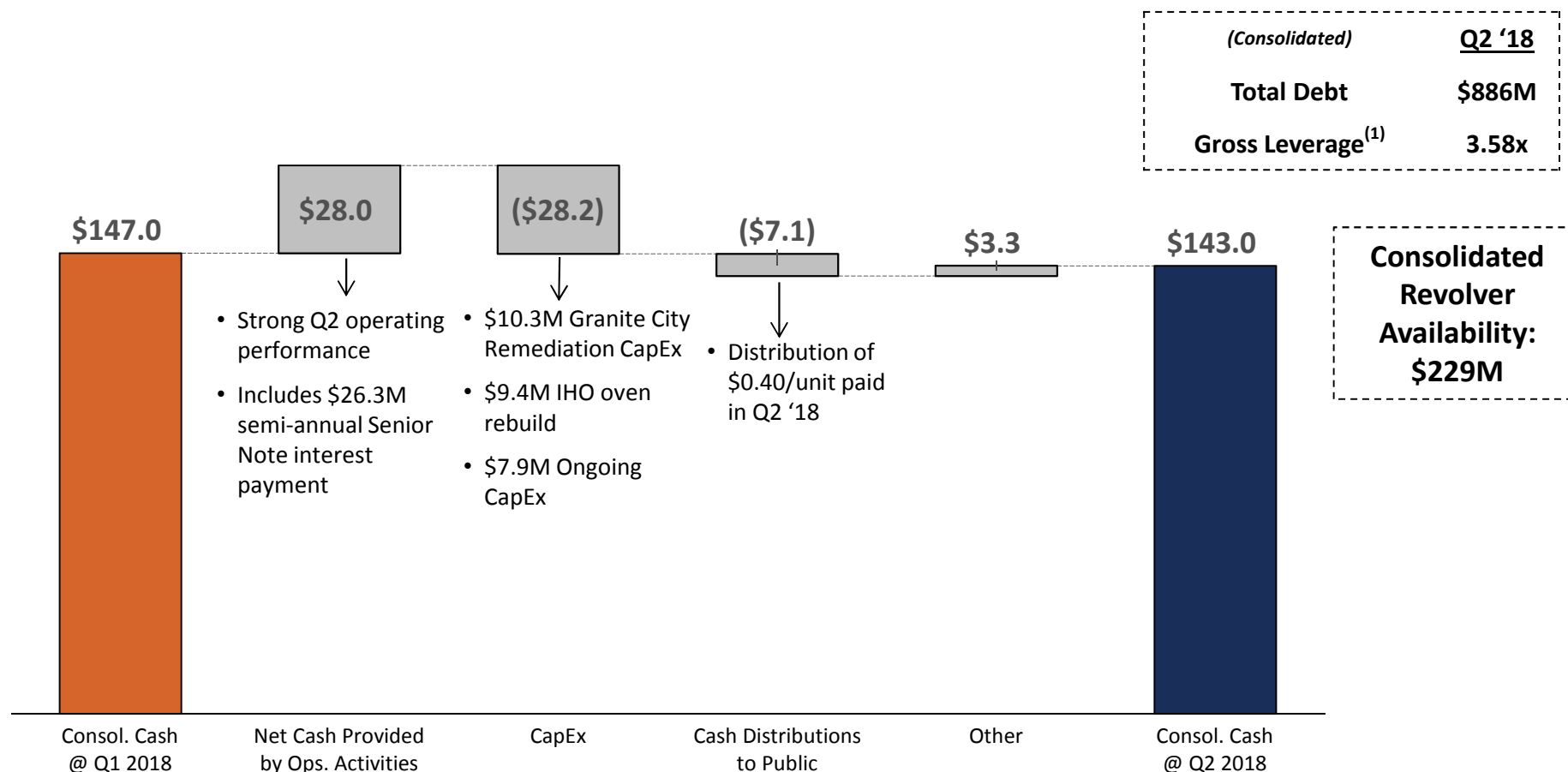
(1) Adjusted EBITDA includes Logistics deferred revenue when it is recognized as GAAP revenue. Please see appendix for a definition and reconciliation of Adjusted EBITDA.

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



# Q2 2018 Liquidity

**Maintain strong consolidated liquidity of >\$370M,  
including >\$200M of SXC standalone liquidity**



(1) Gross leverage for Q2 2018 calculated using midpoint of FY 2018E Consolidated Adjusted EBITDA guidance



# 2018 Key Initiatives

## Deliver Operations Excellence and Optimize Asset Base

- Drive strong operational and 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

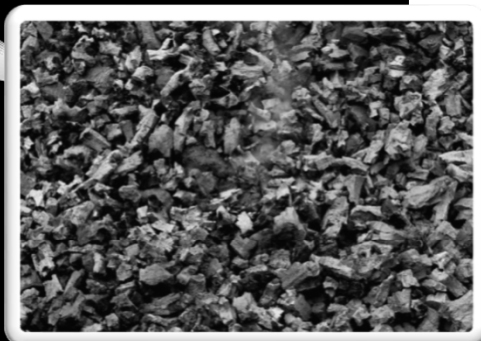
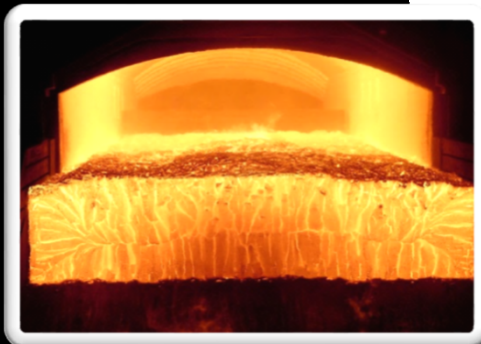
## Accomplish 2018 Financial Objectives

- 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 impairments, loss (gain) on extinguishment of debt, changes to our contingent consideration liability related to our acquisition of CMT and/or loss on the disposal of our interest in VISA SunCoke Limited. 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	Q2 '18	YTD Q2 '18	YTD Q2 '17
<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>	<b>\$ 28.0</b>	<b>\$ 85.3</b>	<b>\$ 54.4</b>
Depreciation, depletion and amortization expense	33.3	33.3	30.6	31.0	128.2	32.9	32.0	64.9	66.6
Loss on extinguishment of debt <sup>(1)</sup>	0.1	20.2	0.1	-	20.4	0.3	-	0.3	20.3
Loss from equity method investment <sup>(2)</sup>	-	-	-	-	-	-	5.4	5.4	-
Deferred income tax (benefit)/expense	65.8	14.0	(9.4)	(157.6)	(87.2)	0.2	0.1	0.3	79.8
Changes in working capital and other	(12.0)	(11.1)	33.8	(27.1)	(16.4)	10.9	(20.9)	(10.0)	(23.1)
<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>	<b>\$ 11.4</b>	<b>\$ 24.4</b>	<b>\$ (89.2)</b>
Depreciation, depletion and amortization expense	33.3	33.3	30.6	31.0	128.2	32.9	32.0	64.9	66.6
Loss on extinguishment of debt <sup>(1)</sup>	0.1	20.2	0.1	-	20.4	0.3	-	0.3	20.3
Interest expense, net <sup>(3)</sup>	13.7	15.2	16.1	15.6	60.6	15.8	15.7	31.5	28.9
Income tax expense / (benefit)	66.2	4.7	(1.5)	(151.0)	(81.6)	2.0	2.2	4.2	70.9
Loss from equity method investment <sup>(2)</sup>	-	-	-	-	-	-	5.4	5.4	-
Contingent consideration adjustments	-	0.3	(2.0)	-	(1.7)	-	0.6	0.6	0.3
Expiration of land deposits and write-off of costs related to potential new cokemaking facility <sup>(4)</sup>	-	5.3	-	-	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>	<b>\$ 67.3</b>	<b>\$ 131.3</b>	<b>\$ 103.1</b>
Adjusted EBITDA attributable to noncontrolling interest <sup>(5)</sup>	(21.6)	(17.5)	(21.9)	(25.4)	(86.4)	(19.0)	(21.6)	(40.6)	(39.1)
<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>	<b>\$ 45.7</b>	<b>\$ 90.7</b>	<b>\$ 64.0</b>

(1) The loss on extinguishment of debt was recorded in connection with the debt refinancing activities during the second quarter of 2017.

(2) In June 2018, the Company recorded a loss in connection with the disposal of our interest in VISA SunCoke Limited.

(3) In conjunction with the adoption of ASU 2017-07, the 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.

(4) 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 <sup>(1)</sup>	Corporate and Other <sup>(2)</sup>	Consolidated
<b>Q2 2018</b>					
Adjusted EBITDA	\$52.9	\$4.8	\$19.7	(\$10.1)	<b>\$67.3</b>
Sales Volume (thousands of tons)	1,007	431	6,980		
<b>Adjusted EBITDA per Ton</b>	<b>\$52.53</b>	<b>\$11.14</b>	<b>\$2.82</b>		
<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>		

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

(2) Corporate and Other includes the results of our legacy coal mining business.



# Balance Sheet & Debt Metrics



	As of 06/30/2018		
(\$ in millions)	SXC Consolidated	Attributable to SXCP	Balance Attributable to SXC
Cash	\$ 143	\$ 12	\$ 131
Available Revolver Capacity	229	153	76
Total Liquidity	\$ 372	\$ 165	\$ 207
Gross Debt (Long and Short-term)	\$ 886	\$ 841	\$ 45
Net Debt (Total Debt less Cash)	\$ 743	\$ 829	\$ (87)
FY 2018E Adj. EBITDA Guidance <sup>(1)</sup>	\$ 248	\$ 220	\$ 166
Gross Debt / FY 2017E Adj. EBITDA	3.58x	3.82x	0.27x
Net Debt / FY 2017E Adj. EBITDA	3.00x	3.77x	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 Q2 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	1.3	2.8	7.3	-	-	-	-	-	11.4
SXC Term Loan	0.5	1.1	3.4	3.4	36.0	-	-	-	44.4
<b>Total</b>	<b>\$ 1.8</b>	<b>\$ 3.9</b>	<b>\$ 10.7</b>	<b>\$ 3.4</b>	<b>\$ 166.0</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 700.0</b>	<b>\$ 885.8</b>

# 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) Please see other appendix materials for a definition and reconciliation of Adjusted EBITDA.

(2) Includes CapEx for the Granite City gas sharing project of \$18M and \$35M for FY 2017 and 2018, respectively. Capital expenditures exclude the impact of capitalized interest.

(3) Included in Operating Cash Flow.

# 2018 Capital Expenditures



## 2017 CapEx

(\$ in millions)	<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

(\$ in millions)	<u>SXC</u>	<u>SXCP</u>	<u>Consolidated</u>
Ongoing (ex. IHO rebuilds)	\$7	\$25	\$32
IHO Oven Rebuild Initiative <sup>(2)</sup>	27	0	27
<b>Total Ongoing CapEx<sup>(3)</sup></b>	<b>\$34</b>	<b>\$25</b>	<b>\$59</b>
Other / Expansion	0	1	1
Environmental Project (Gas Sharing) <sup>(4)</sup>	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) Anticipate IHO Oven Rebuild CapEx to be between \$25M and \$30M in 2018.

(3) 2018 ongoing CapEX includes approximately \$54M in ongoing Coke CapEx and \$5M ongoing Logistics.

(4) Anticipate Granite City Gas Sharing project CapEx to be approximately \$35M in 2018.

# 2018E Guidance Reconciliation

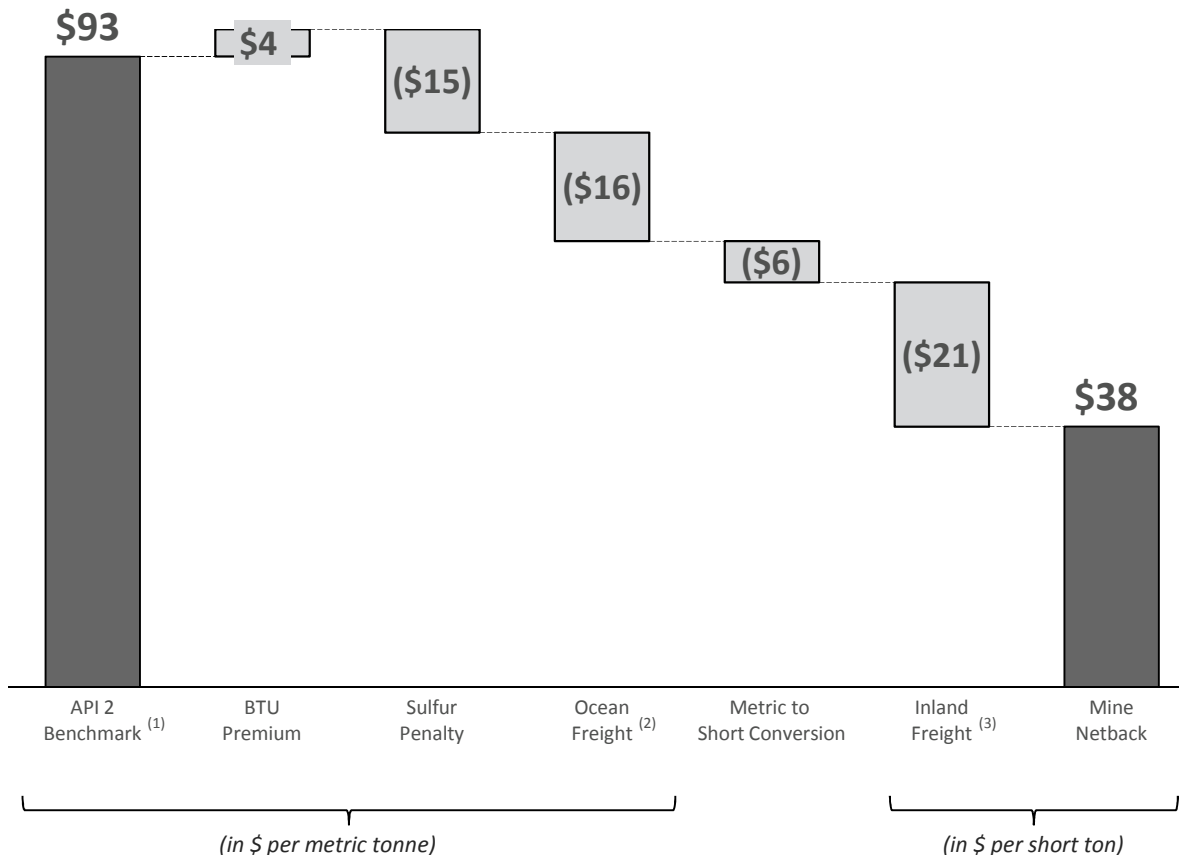


<i>(\$ in millions)</i>	<u>2018E</u> <u>Low</u>	<u>2018E</u> <u>High</u>
Net cash provided by Operating activities	\$150	\$165
Depreciation and amortization expense	(137)	(129)
Changes in working capital and other	22	14
Loss from equity method investment	(5)	(5)
Net Income	\$30	\$45
Loss from equity method investment	5	5
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 \$93 per metric tonne prompt API 2 benchmark (Q2 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

(4) Source: DTC

**Believe ILB export thermal solidly profitable at Q2 '18 API2 benchmark pricing of ~\$93/t**

- Based on average ILB cash cost, netback calculation implies attractive margins
- 2019 and 2020 API2 forward price is ~\$93/t and \$88/t, respectively<sup>(4)</sup>

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