

# **SunCoke Energy, Inc. Q4 & FY 2017 Earnings and 2018 Guidance Conference Call**

January 31, 2018



**SunCoke Energy®**



# Forward-Looking Statements

This slide presentation should be reviewed in conjunction with the Fourth Quarter and Full-Year 2017 earnings and 2018 guidance release of SunCoke Energy, Inc. (SXC) and conference call held on January 31, 2018 at 11:00 a.m. ET.

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Due to rounding, numbers presented throughout this presentation may not add up precisely to the totals indicated and percentages may not precisely reflect the absolute figures for the same reason.

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# 2017 Year In Review

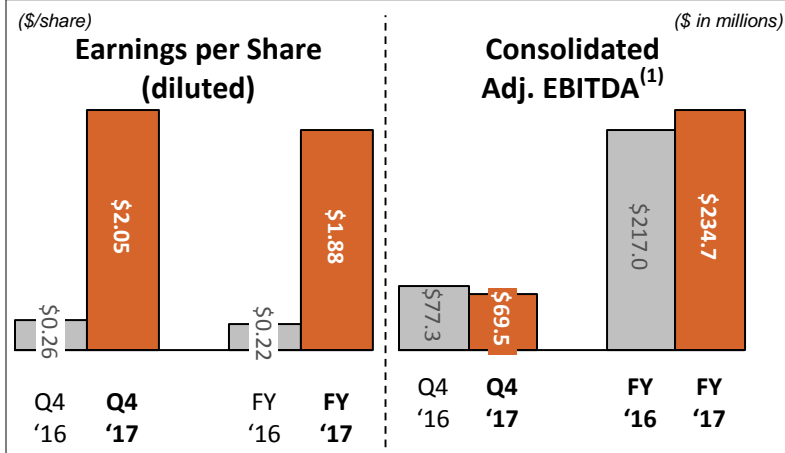
## Achieved top end of FY 2017 Consolidated Adj. EBITDA guidance and successfully delivered against majority of key 2017 objectives

FY 2017 Objective		2017 Achievements	Commentary
Deliver FY 2017 Consolidated Adj. EBITDA of \$220M – \$235M	✓	Achieved <b>strong</b> FY 2017 Consolidated Adjusted EBITDA of \$234.7M	<ul style="list-style-type: none"> <li>Delivered results at top end of FY 2017 guidance range and ~\$18M, or 8%, higher vs. 2016</li> </ul>
Generate \$128M – \$143M Operating Cash Flow <sup>(1)</sup>	✓	Generated <b>\$148.5M</b> of FY 2017 OCF, <b>above post-refinancing guidance</b> and in line with <b>original guidance</b>	<ul style="list-style-type: none"> <li>Deploying cash towards attractive investment opportunities</li> <li>Purchased ~2.9M SXCP units in 2017</li> </ul>
Optimize Existing Assets, including CMT New Business	✓	Successfully <b>expanded customer</b> and <b>product mix</b> and further <b>enhanced</b> CMT's <b>service offerings</b>	<ul style="list-style-type: none"> <li>Diversified CMT products and customers, which contributed \$1.5M to 2017 results</li> <li>Secured and utilized barge unloading capabilities</li> </ul>
Optimize SunCoke Capital Structure	✓	Refinanced both <b>SXC</b> and <b>SXCP</b> senior notes and <b>extended</b> both <b>revolving credit facilities</b>	<ul style="list-style-type: none"> <li>Extended avg. debt maturities to ~7 yrs.</li> <li>Significant flexibility to execute growth and capital allocation priorities</li> </ul>
Stabilize Indiana Harbor Cokemaking Operations	✗	<b>Completed 58 oven rebuilds</b> ( <i>up from original 53 planned</i> ); however, <b>Adjusted EBITDA miss</b> vs. guidance	<ul style="list-style-type: none"> <li>Results include impact of higher than anticipated degradation of non-rebuilt ovens</li> </ul>
Complete proposed Simplification Transaction	■	<b>Terminated negotiations</b> with SXCP Conflicts Committee in late-April 2017	<ul style="list-style-type: none"> <li>Continue to believe in strategic rationale of simplified structure</li> </ul>

(1) Original OCF range of \$140M to \$155M revised with Q2 2017 earnings to reflect impacts from May 2017 SXCP debt refinancing.

# Q4 & FY 2017 Financial Performance

## Q4 and FY 2017 Earnings Overview



## Q4 '17 EPS of \$2.05 and FY '17 EPS of \$1.88

- Revaluation of deferred tax items resulted in income tax benefit attrib. to SXC of ~\$125M
- Partial offset from net impact of losses on debt extinguishment in 2017 and absence of 2016 gains on debt extinguishment

## Q4 '17 Consol. Adj. EBITDA of \$69.5M

- Achieved record CMT volumes, resulting in higher revenues & EBITDA throughout 2017 and lower deferred revenue recognized in Q4 2017 on ToP shortfalls vs. Q4 2016

## FY '17 Consolidated Adj. EBITDA of \$234.7M up \$17.7M, or 8.2% vs. FY '16 and at top end of 2017 guidance range

(\$ in millions, except volumes)	Q4 '17	Q4 '16	FY 2017	FY 2016
Domestic Coke Sales Volumes	977	964	3,851	3,956
Logistics Volumes <sup>(2)</sup>	5,590	5,712	21,616	18,569
Coke Adj. EBITDA <sup>(3)</sup>	\$44.3	\$44.8	\$207.1	\$210.1
Logistics Adj. EBITDA (incl. CMT)	\$35.1	\$45.3	\$70.8	\$63.9
Corporate and Other Adj EBITDA	(\$9.9)	(\$12.8)	(\$43.2)	(\$57.0)
Adjusted EBITDA (Consolidated)	\$69.5	\$77.3	\$234.7	\$217.0
Operating Cash Flow	\$20.2	\$53.0	\$148.5	\$219.1

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

(2) Reflects inbound tons handled during the period.

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

# Tax Reform Overview

**Anticipate significant medium to long-term benefit from recent tax reform, driven primarily by corporate rate cut to 21%**

## Tax Reform Key Items

### Corp. rate cut from 35% to 21%

- Signing of law in 2017 requires revaluation of deferred tax items, resulting in Q4 '17 income tax benefit attributable to SXC of ~\$125M

### 100% expensing of capital investments

- Available for purchase of new and used short-lived capital investments in 2018 – 2022
- Anticipate majority of ongoing CapEx qualifies

### Elimination of Corporate AMT

- Expected to slow utilization of tax credits

### Limit deductibility of interest expense

- Limited to 30% of taxable EBITDA 2018 – 2021
- Limited to 30% of taxable EBIT after 2021, which may impact a minor amount of interest

## Illustrative Value to SunCoke

(\$ in millions)

### Average Annual Cash Tax Benefit<sup>(1)</sup>

(Pre-Tax Reform vs. Post-Tax Reform)

*Benefit of rate cut plus tax credits being used in later years*

*No material difference from tax reform as benefit of rate cut offset by utilization of tax credits in later years*

~\$0/year

~\$15/year

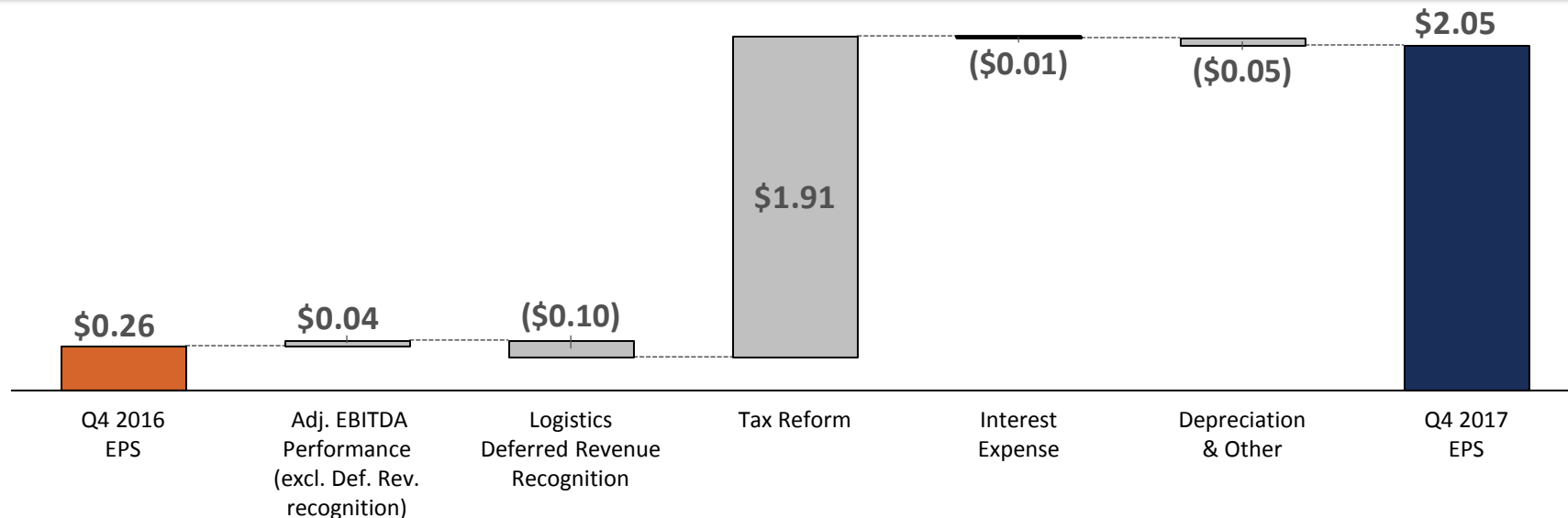
2018E - 2019E

2020E - 2027E

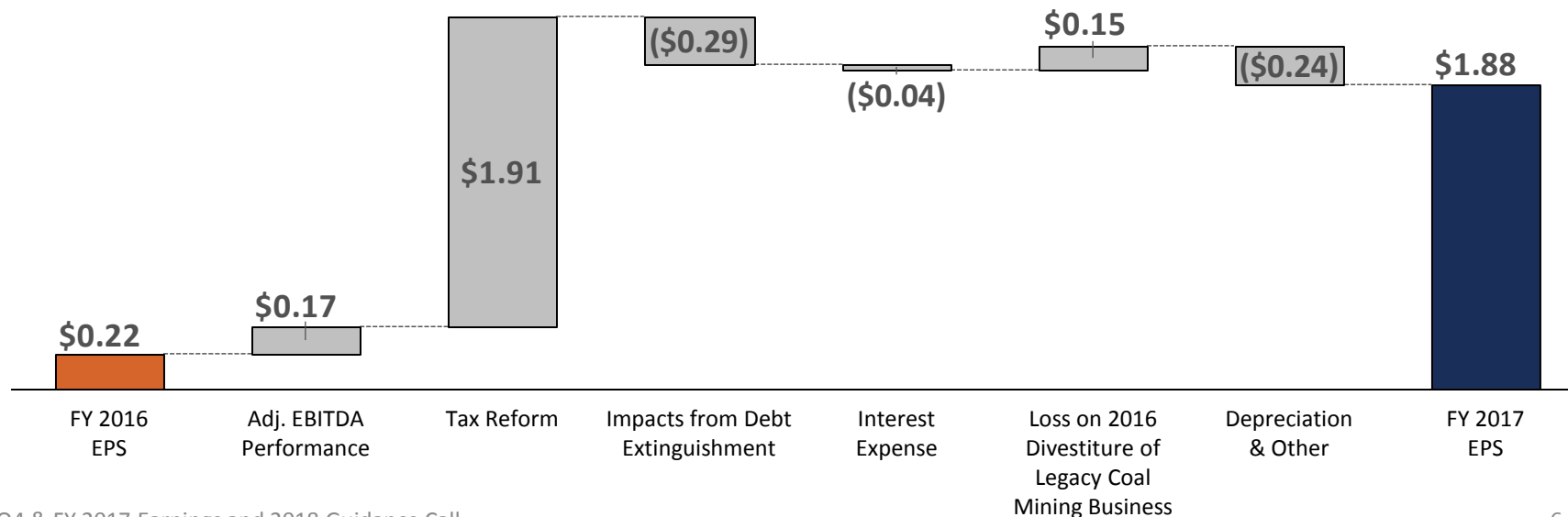
(1) Based on currently available information and management assumptions for future years.

# Earnings Per Share – 2016 to 2017

## Quarterly EPS



## Full-year EPS



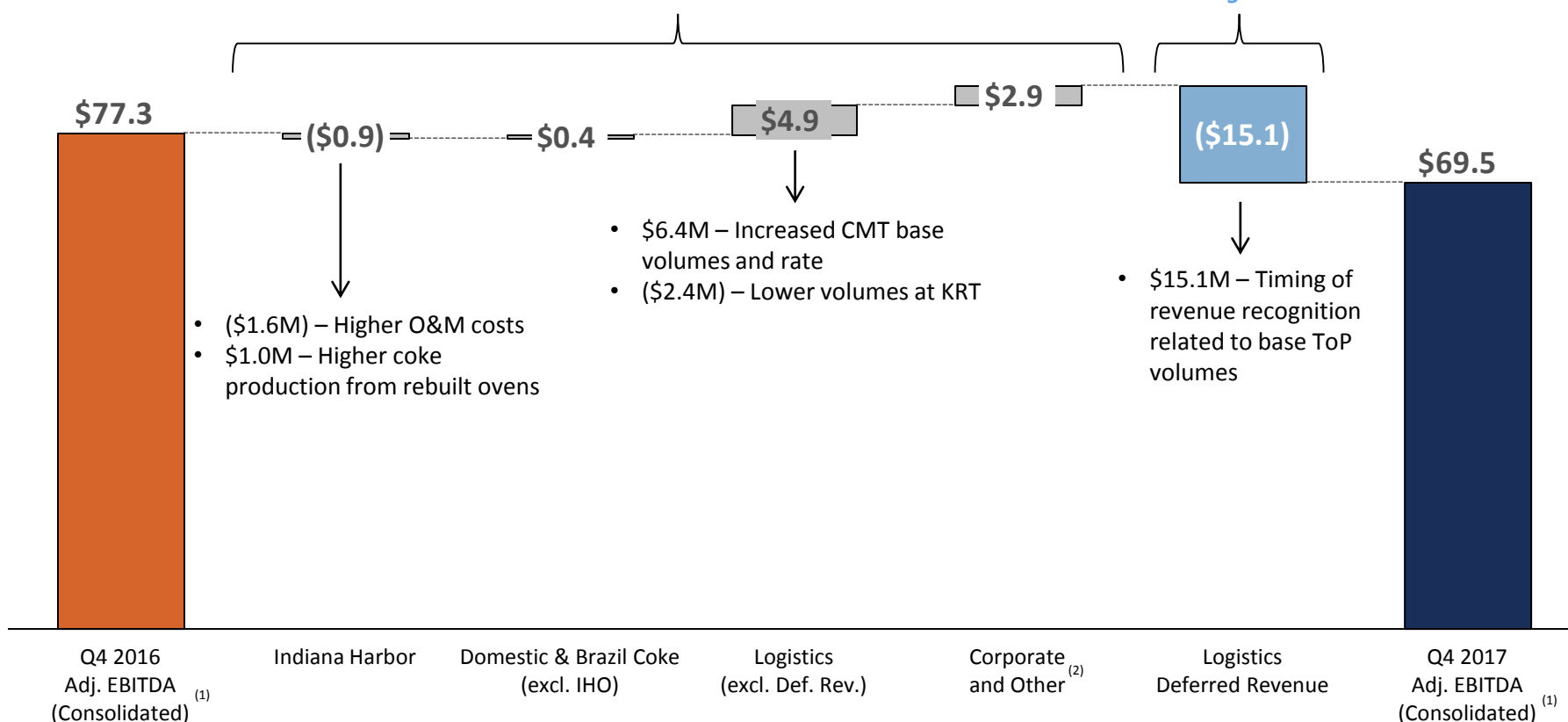
# Adjusted EBITDA – Q4 '16 to Q4 '17

**Significantly higher operating performance in Q4 2017 offset by timing differences in logistics revenue recognition vs. Q4 2016**

(\$ in millions)

Q4 2017 results +\$7.3M vs. Q4 2016

Deferred Revenue Recognition



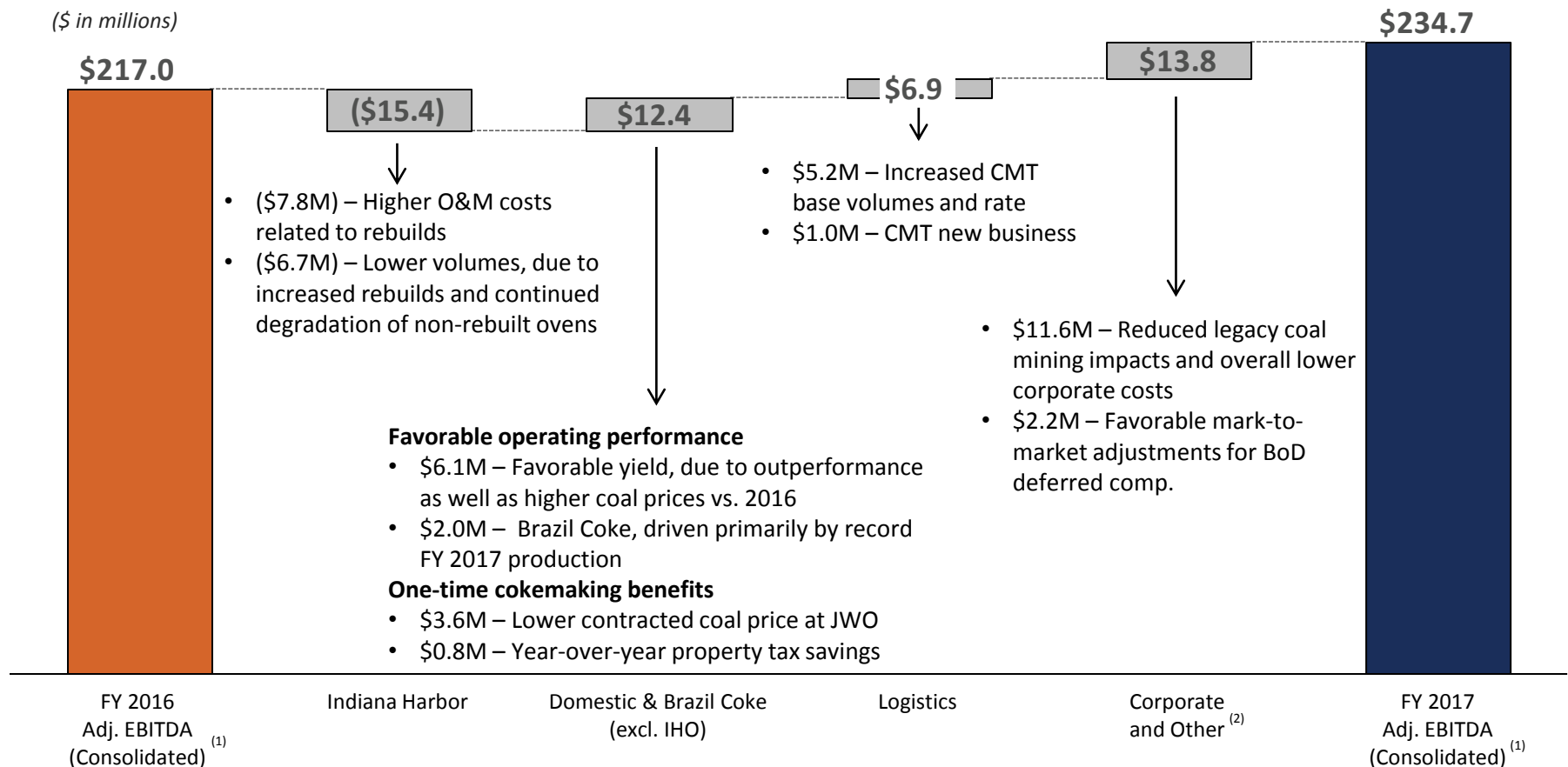
(1) For a definition and reconciliation of Adjusted EBITDA, please see appendix.

(2) Corporate and Other includes the activity from our legacy coal mining business, which incurred expenses of \$2.3 million and \$3.2 million during the three months ended December 31, 2017 and December 31, 2016, respectively

# Adjusted EBITDA – FY '16 to FY '17

**FY 2017 Adj. EBITDA up \$17.7M, or 8.2%, vs. FY 2016 driven primarily by reduced Corp. & Other spending and improved Logistics performance**

(\$ in millions)



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

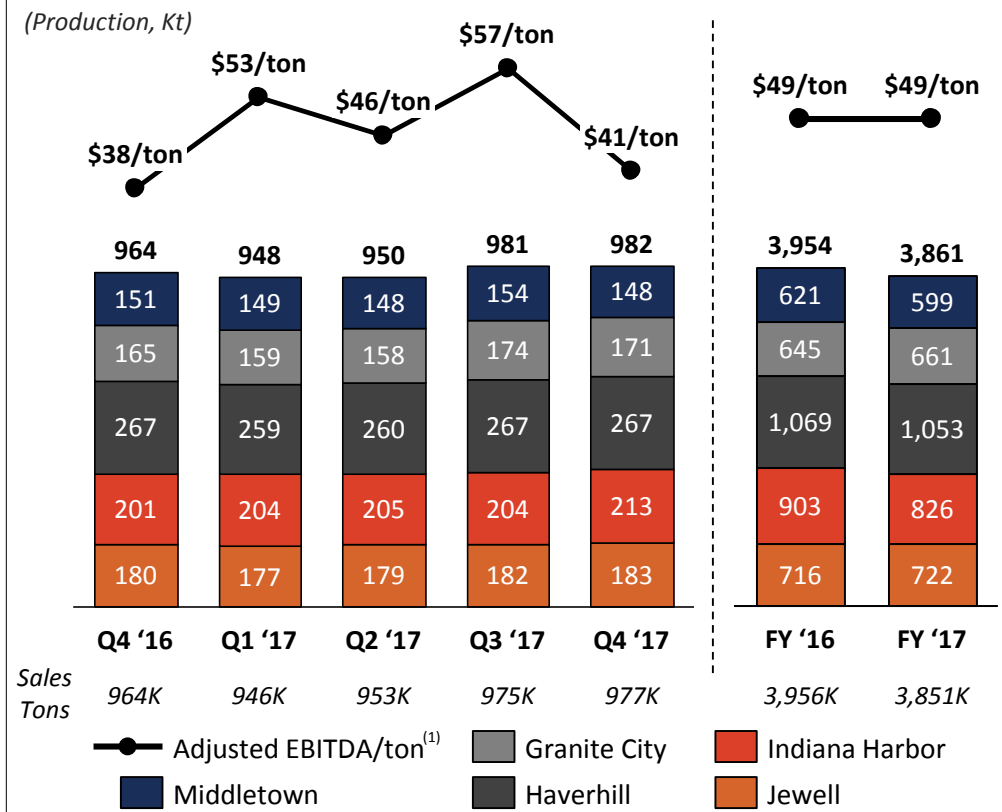
(2) Corporate and Other includes the activity from our legacy coal mining business, which incurred expenses of \$10.5 million and \$15.0 million during the years ended December 31, 2017 and December 31, 2016, respectively.



# Domestic Coke Business Summary

**Achieved solid Q4 2017 Domestic Coke results, and delivered FY 2017 Adjusted EBITDA and Adj. EBITDA/ton at top end of guidance**

## Domestic Cokemaking Performance



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

**Q4 '17 Adjusted EBITDA of \$39.6M and Adjusted EBITDA/ton of \$41/t improved vs. Q4 '16**

- Higher volumes, driven primarily by increased IHO production

**FY 2017 Adj. EBITDA/ton of \$49/t**

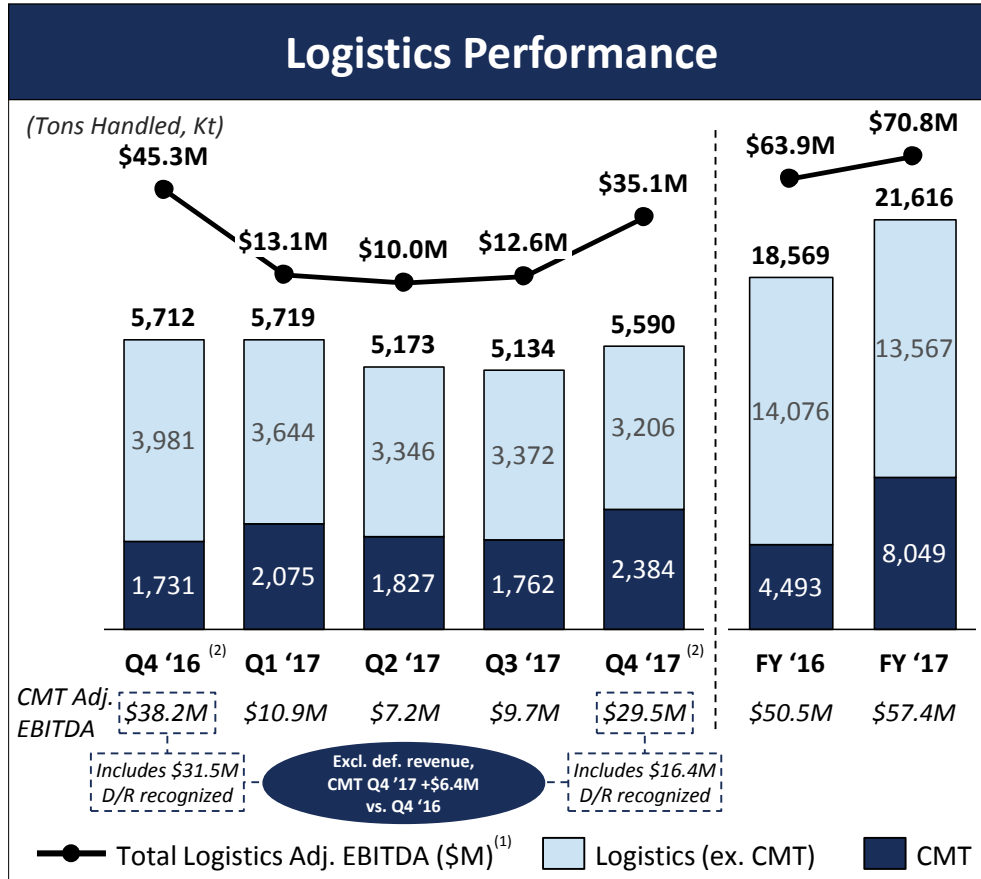
- Adj. EBITDA/ton at top end of guidance range of \$46 – \$49 and in line with FY '16 of \$49/t

**Delivered FY 2017 Adj. EBITDA of \$188.9M, at top end of full-year guidance of \$184M – \$189M**

- Includes FY 2017 IHO Adj. EBITDA loss of \$18.5M, which included \$10.6M oven rebuild expenses

# Logistics Business Summary

**Record CMT volumes driving strong logistics performance in Q4 2017;  
FY 2017 performance up \$6.9M, or 10.8%, vs. FY 2016**



**Delivered Q4 '17 Adjusted EBITDA of \$35.1M**

- Solid CMT throughput due to sustained coal market improvement
- Partial offset from lower KRT volumes due to reduced thermal coal burn

**Convent contributed \$29.5M to Q4 '17 Adjusted EBITDA**

- Substantially higher quarterly volumes up 653Kt, or 38%, vs. Q4 '16

**FY '17 Logistics Adj. EBITDA of \$70.8M in line with guidance and \$6.9M improved vs. FY 2016**

- Highest annual volumes in CMT history, including \$1.5M new business

(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 and Q4 2016 Adjusted EBITDA includes \$16.4M and \$31.5M recognition of previously deferred revenue, respectively, related to take-or-pay shortfalls.

# Capital Allocation Priorities

**Successfully optimized balance sheet while continuing to deploy capital in efficient manner to maximize value for SXC shareholders**

## **Purchased ~2.9M SXCP units for \$49M during FY 2017<sup>(1)</sup>**

- Includes ~870K SXCP units purchased for \$15M total during Q4 2017
- Total SXCP units purchased throughout 2017 expected to generate approximately \$7M additional SXC cash flow annually<sup>(2)</sup>, resulting in 14% after-tax return
- Significant BoD authorization remaining for further unit purchases

## **Also optimized consolidated balance sheet in FY 2017, providing significant flexibility to execute our growth, operating and capital allocation priorities**

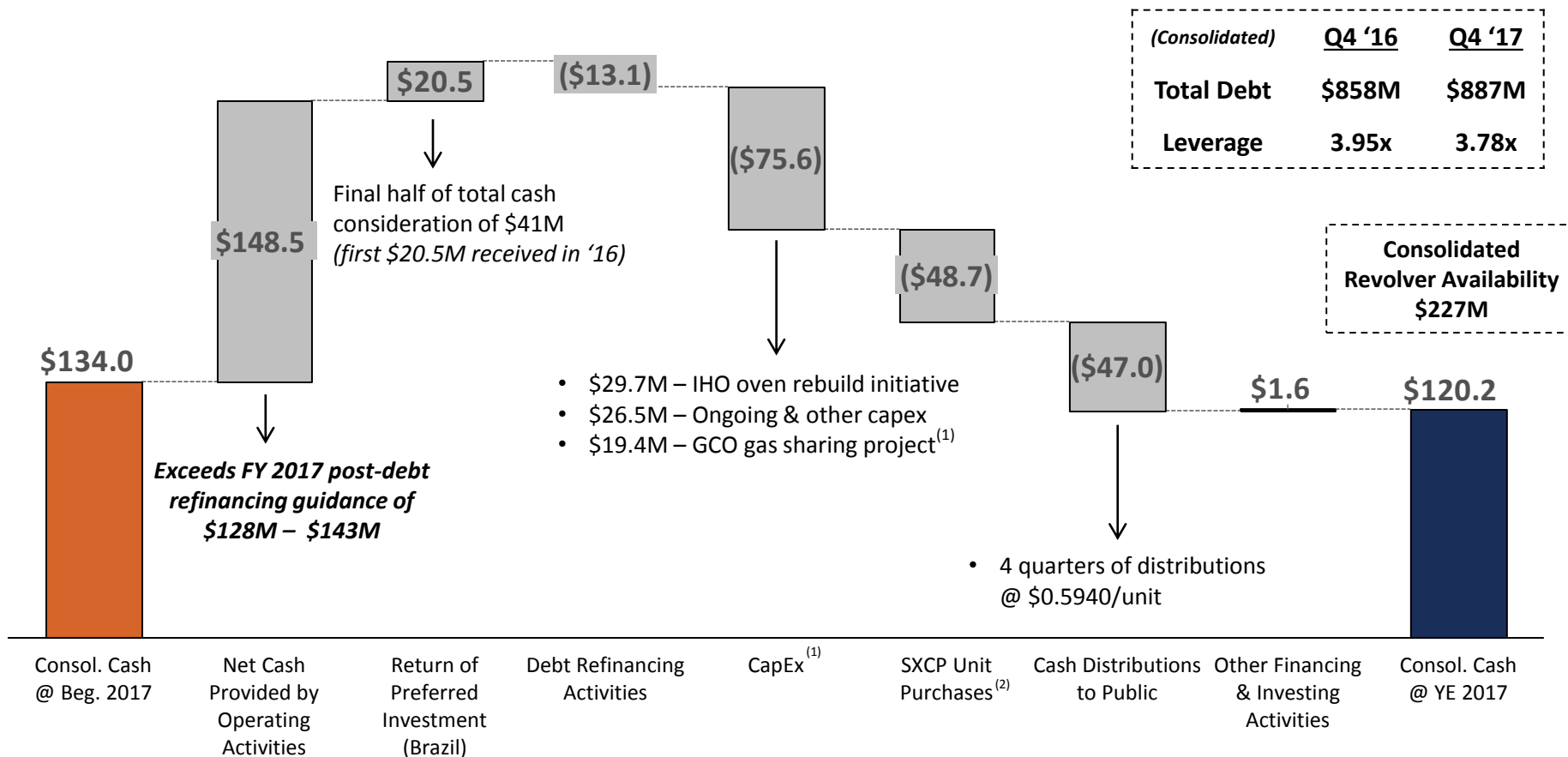
- Refinanced SXCP capital structure, extending maturities to ~7 years remaining
- Repaid outstanding SXC notes with new \$45M term loan
- Restructured revolving credit facilities at SXC (\$100M) and SXCP (\$285M) and extended both maturities through 2022

(1) Average SXCP unit purchase price of \$17.04.

(2) Assumes SXCP distribution policy held constant at \$0.5940 per quarter.

# FY 2017 Capital Deployment

**Strong cash flow generation from coke and logistics operations deployed primarily for CapEx, unit purchases and SXCP distributions**



(1) Includes \$1.1M of total capitalized interest.

(2) Average SXCP unit purchase price of \$17.04, resulting in ~2.9M units purchased throughout FY 2017.

# 2018 GUIDANCE



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## Steel and coal markets continue recovery to historical levels

### Steel

#### **Steel markets continued to improve in 2017, despite challenging import dynamic**

- HRC benchmark averaged \$620/st in 2017, up \$100/st from 2015 – currently in low \$700's
- Est. demand of ~120Mt on 75% utilization in 2017 vs. ~110Mt & ~70% in 2016
- In spite of continued trade action, finished steel import penetration remains elevated at 27%

#### **Anticipate continued stabilization of domestic steel in 2018 (and beyond)**

- US Manufacturing PMI continues to signal strong sector growth with steady auto demand
- Energy prices supportive of increased rig counts and pipeline development
- Tax reform provides capital for additional investment in the industrial sector
- Potential longer-term catalysts for steel include Section 232 and Infrastructure Plan

### Coal

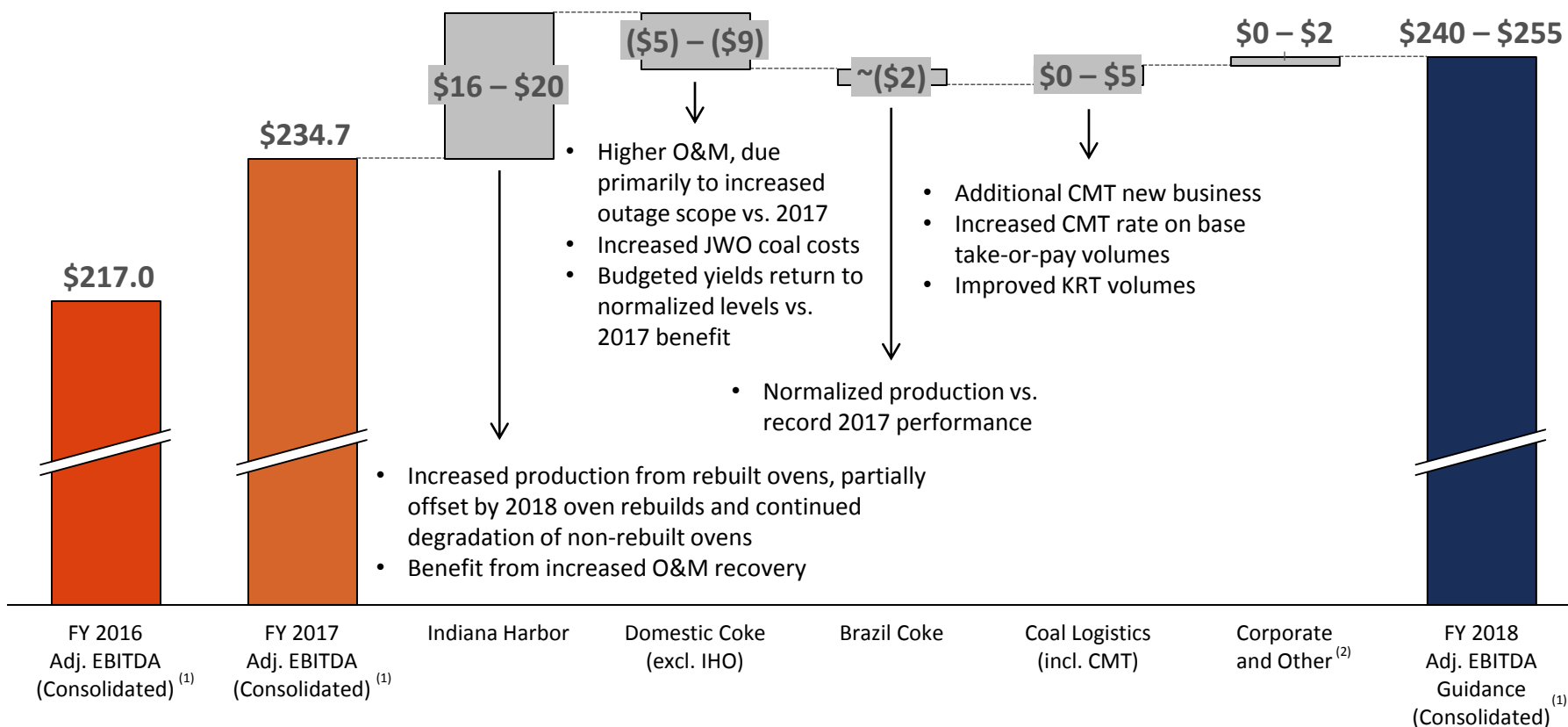
#### **Thermal coal markets remain resilient given strong export pricing**

- Continue to see support in export coal markets as API2 & Newcastle prices approach \$100/mt
- Anticipate steady export volumes into Europe and Asia in 2018
- Domestic coal burn coming off low year in 2017 driven by weather, though low natural gas price remains a concern
- Additionally, US met. coal prices averaged \$175/mt and ended 2017 at ~\$200/mt

# Expected 2018 Adjusted EBITDA

**Expect FY 2018 Consolidated Adjusted EBITDA of \$240M – \$255M, driven primarily by improved Indiana Harbor performance**

(\$ in millions)



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

(2) Corporate and Other segment include results from our divested Coal Mining operation (formerly reported separately).

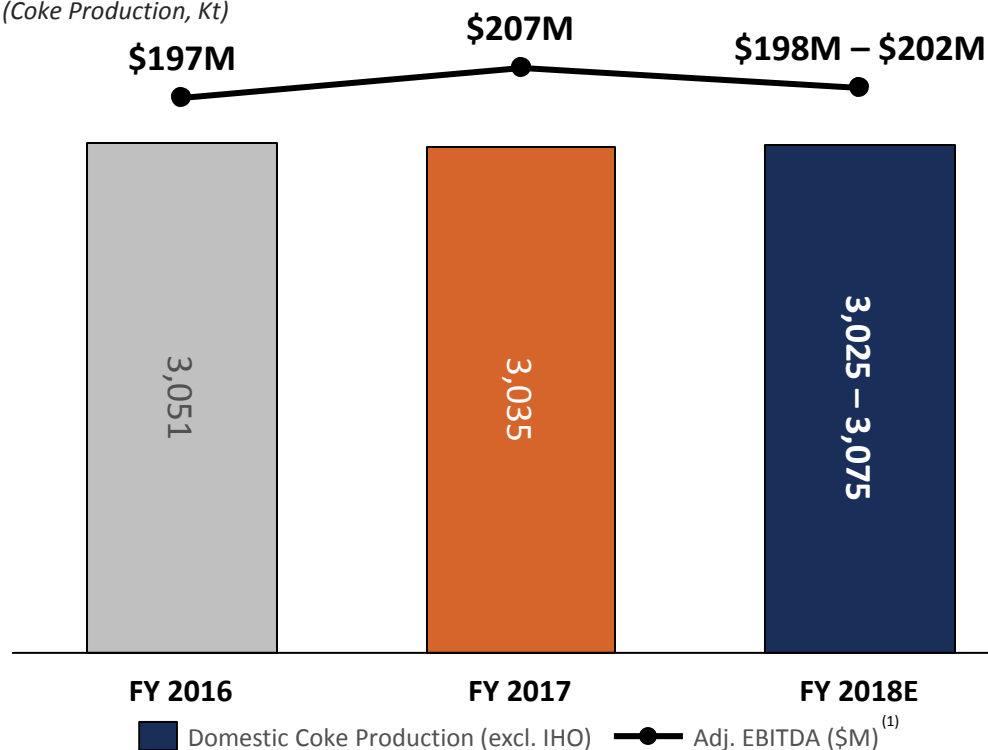
# 2018 Domestic Coke Business Outlook



**Continue to expect solid Domestic Coke (excl. IHO) operations in 2018;  
Domestic Coke Adj. EBITDA (excl. IHO) expected to be \$198M – \$202M**

## Domestic Coke Performance (excl. IHO)

(Coke Production, Kt)



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

**Anticipate FY 2018 Dom. Coke (excl. IHO) performance in line with historical range**

**FY 2018 guidance includes**

- Higher outage costs due to increased scope vs. 2017
- Increased coal costs at Jewell Coke vs. 2017
- Budgeted yields return to normalized levels vs. 2017 benefit

**Expect FY 2018 production of 3.025Mt – 3.075Mt (ex. IHO)**



## Remain focused on achieving significant IHO improvement in 2018

### **Expect IHO to deliver near-breakeven Adj. EBITDA on 870Kt – 900Kt production**

- Includes benefit of improved performance across rebuilt ovens as well as reset of O&M cost-sharing mechanism to annually budgeted reimbursement rate
- Also includes impacts from planned 2018 oven rebuilds as well as accelerated degradation on non-rebuilt ovens across A and B batteries

### **Since launching initiative in mid-2015, have rebuilt over 50% of facility**

- Encouraged by sustained performance in charge weights and coking times

### **Anticipate completing additional 67 oven rebuilds in 2018 (focus on A Battery)**

- Reflects similar \$500K per oven cost target as previous rebuilds (*capital and expense*)

### **Once 2018 campaign completed, expect fully rebuilt A, C and D battery ovens (201 total) will consistently produce in excess of 900Kt annually**

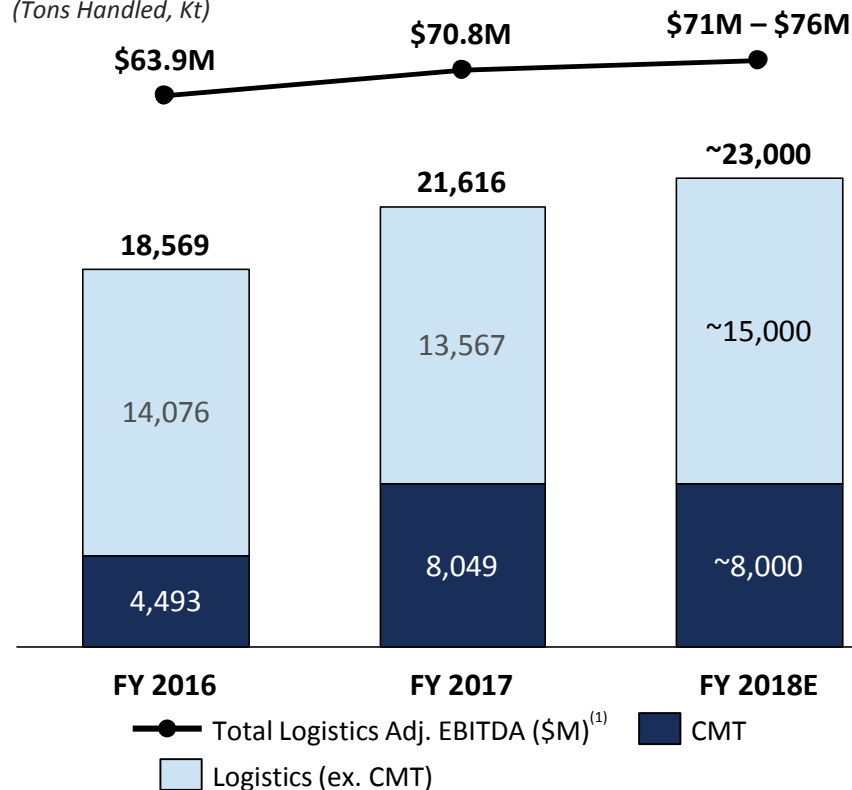
- Consistent with rebuild approach, will continue to monitor B-battery performance during 2018 in evaluating potential plan for remaining 57 non-rebuilt ovens

# 2018 Logistics Business Outlook

**Anticipate continued growth in Logistics volumes and earnings;  
FY 2018 Adjusted EBITDA guidance of \$71M – \$76M**

## Logistics Performance

(Tons Handled, Kt)



(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.

## Expect continued growth in logistics volumes in FY 2018

- Anticipate CMT will handle ~6.5Mt of base ToP volumes and ~1.5Mt new business (e.g., aggregates, pet. coke)
- Also expect higher KRT volumes driven by increased customer demand

## Continuing active pursuit of new business opportunities across fleet

- Exploring additional opportunities to diversify customer and product mix
- With recently secured barge unloading solution, CMT's multi-modal capabilities now cover all transport options

# 2018 CapEx Overview

**Anticipate increased 2018 CapEx due to GCO gas sharing project, IHO oven rebuild campaign and coke improvement projects**

## 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>

*Note: FY 2017 gas sharing results exclude \$1.1M of capitalized interest.*

## 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	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.

# 2018 Guidance Summary

**Expect improved FY 2018 Adjusted EBITDA of \$240M to \$255M**

Metric	2016 Results	2017 Guidance	2017 Results	2018 Guidance
<b>Adjusted EBITDA<sup>(1)</sup></b>				
Consolidated	\$217.0M	\$220M – \$235M	\$234.7M	\$240M – \$255M
Attrib. to SXC	\$130.4M	\$130M – \$141M	\$148.3M	\$160M – \$171M
<b>Total Capital Expenditures<sup>(2)</sup></b>	<b>\$47.5M</b>	<b>~\$80M</b>	<b>\$74.5M</b>	<b>~\$95M</b>
<i>IHO Oven Rebuilds</i>	<i>\$14.0M</i>	<i>\$20M – \$25M</i>	<i>\$29.7M</i>	<i>\$25M – \$30M</i>
<i>GCO Gas Sharing</i>	<i>\$1.0M</i>	<i>~\$25M</i>	<i>\$18.3M</i>	<i>~\$35M</i>
<b>Domestic Coke Production</b>	<b>3.95 Mt</b>	<b>~3.9 Mt</b>	<b>3.86 Mt</b>	<b>~3.9 Mt</b>
<b>Dom. Coke Adj. EBITDA/ton</b>	<b>\$49 / ton</b>	<b>\$46 – \$49 / ton</b>	<b>\$49 / ton</b>	<b>\$50 – \$52 / ton</b>
<b>Operating Cash Flow<sup>(4)</sup></b>	<b>\$219.1M</b>	<b>\$140M – \$155M</b> <b>\$128M – \$143M</b>	<b>\$148.5M</b>	<b>\$150M – \$165M</b>
<b>Cash Taxes<sup>(3)</sup></b>	<b>\$5.9M</b>	<b>\$6M – \$10M<sup>(4)</sup></b>	<b>\$6.8M</b>	<b>\$7M – \$14M</b>

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

(2) FY 2016 results exclude \$5.0M of capitalized interest and \$11.2M of pre-funded capex related to the CMT shiploader, and FY 2017 results exclude \$1.1M of capitalized interest.

(3) Included in Operating Cash Flow.

(4) FY 2017 guidance for Operating Cash Flow and Cash Taxes was revised in Q2 2017 from \$140M – \$155M and \$8M – \$15M, respectively.

# 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

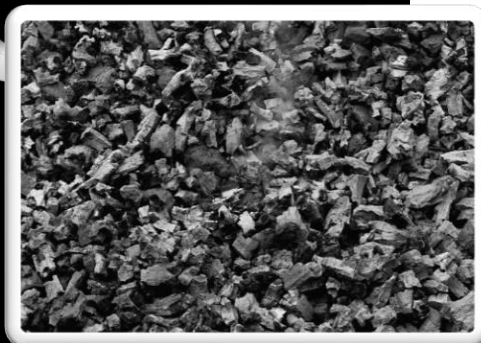
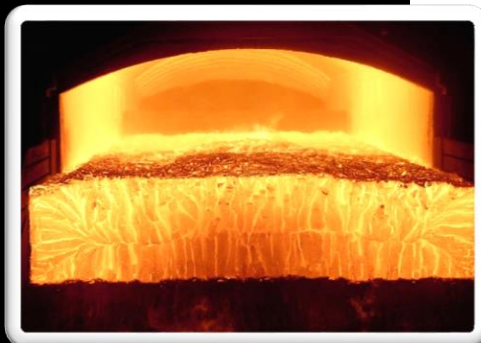
## **Accomplish 2018 Financial Objectives**

- 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, loss (gain) 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. 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.

# Adjusted EBITDA Reconciliation

(\$ in millions)	FY '17	Q4 '17	Q3 '17	Q2 '17	Q1 '17	FY '16	Q4 '16	Q3 '16	Q2 '16	Q1 '16
Net cash provided by Operating activities	\$148.5	\$20.2	\$73.9	\$24.9	\$29.5	\$219.1	\$53.0	\$44.6	\$92.1	\$29.4
Depreciation, depletion and amortization expense	128.2	31.0	30.6	33.3	33.3	114.2	31.8	25.6	28.6	28.2
Loss / (gain) on extinguishment of debt <sup>(1)</sup>	20.4	-	0.1	20.2	0.1	(25.0)	(0.1)	(1.0)	(3.5)	(20.4)
Loss on divestiture of business and asset impairment <sup>(2)</sup>	-	-	-	-	-	14.7	-	-	5.1	9.6
Deferred income tax (benefit) / expense	(87.2)	(157.6)	(9.4)	14.0	65.8	3.1	(1.4)	0.9	0.4	3.2
Changes in working capital and other	(16.4)	(27.1)	33.8	(11.1)	(12.0)	52.6	(8.8)	4.7	60.5	(3.8)
Net Income / (Loss)	\$103.5	\$173.9	\$18.8	(\$31.5)	(\$57.7)	\$59.5	\$31.5	\$14.4	\$1.0	\$12.6
Depreciation, depletion and amortization expense	128.2	31.0	30.6	33.3	33.3	114.2	31.8	25.6	28.6	28.2
Interest expense, net	60.6	15.6	16.1	15.2	13.7	53.5	13.2	12.9	13.4	14.0
Loss / (gain) on extinguishment of debt <sup>(1)</sup>	20.4	-	0.1	20.2	0.1	(25.0)	(0.1)	(1.0)	(3.5)	(20.4)
Income tax (benefit) / expense	(81.6)	(151.0)	(1.5)	4.7	66.2	8.6	2.7	2.6	-	3.3
Loss on divestiture of business and asset impairment <sup>(2)</sup>	-	-	-	-	-	14.7	-	-	5.1	9.6
Coal rationalization costs <sup>(3)</sup>	-	-	-	-	-	0.4	-	0.2	-	0.2
Contingent consideration adjustments <sup>(4)</sup>	(1.7)	-	(2.0)	0.3	-	(10.1)	(1.8)	(4.6)	-	(3.7)
Expiration of land deposits and write-off of costs related to potential new cokemaking facility <sup>(5)</sup>	5.3	-	-	5.3	-	1.9	-	-	1.9	-
Non-cash reversal of acquired contractual obligations <sup>(6)</sup>	-	-	-	-	-	(0.7)	-	(0.7)	-	-
Adjusted EBITDA (Consolidated)	\$234.7	\$69.5	\$62.1	\$47.5	\$55.6	\$217.0	\$77.3	\$49.4	\$46.5	\$43.8
Adjusted EBITDA attributable to noncontrolling interests <sup>(7)</sup>	(86.4)	(25.4)	(21.9)	(17.5)	(21.6)	(86.6)	(28.8)	(18.9)	(18.6)	(20.3)
Adjusted EBITDA attributable to SXC	\$148.3	\$44.1	\$40.2	\$30.0	\$34.0	\$130.4	\$48.5	\$30.5	\$27.9	\$23.5

- (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. The Partnership recorded a gain on extinguishment of debt as a result of senior note repurchases through the first nine months of 2016.
- (2) This loss included transaction-related costs of \$1.1 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.
- (3) 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.
- (4) 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. The Partnership amended its contingent consideration terms with The Cline Group during the first quarter of 2016. This amendment and subsequent fair value adjustments to the contingent consideration liability, resulted in gains of \$1.8 million and \$10.1 million recorded during the three and twelve months ended December 31, 2016, respectively, which were excluded from Adjusted EBITDA.
- (5) 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. During the second quarter of 2016, the Company wrote-off expiring land deposits related to the project of \$1.9 million.
- (6) In association with the acquisition of CMT, we assumed certain performance obligations under existing contracts and recorded liabilities related to such obligations. In the third quarter of 2016, the final acquired contractual performance obligation expired without the customer requiring performance. Therefore, the Partnership reversed the liability as we no longer have any obligations under the contract.
- (7) 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>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>		
<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>		

(1) 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 Logistics deferred revenue until it is recognized as GAAP revenue.

(2) Corporate and Other includes the activity from our legacy coal mining business, which incurred expenses of \$2.3 million and \$3.2 million during the three months ended December 31, 2017 and December 31, 2016, respectively.

# Balance Sheet & Debt Metrics

	As of 12/31/2017		
(\$ in millions)	SXC Consolidated	Attributable to SXCP	Balance Attributable to SXC
Cash	\$ 120	\$ 7	\$ 113
Available Revolver Capacity	227	153	74
Total Liquidity	347	160	187
Gross Debt (Long and Short-term)	887	843	45
Net Debt (Gross Debt less Cash)	767	836	(68)
FY 2017 Adj. EBITDA	234.7	221.3	148.3
Gross Debt / FY 2017 Adj. EBITDA	3.78x	3.81x	0.30x
Net Debt / FY 2017 Adj. EBITDA	3.27x	3.78x	0.00x
FY 2018E Adj. EBITDA Guidance <sup>(1)</sup>	247.5	220.0	165.5
Gross Debt / FY 2018E Adj. EBITDA	3.58x	3.83x	0.27x
Net Debt / FY 2018E Adj. EBITDA	3.10x	3.80x	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.

(\$ in millions)	SXC & SXCP Debt Maturities Schedule (as of Q4 2017)					
Maturity Year	SXCP Revolver (2022)	SXCP Sr. Notes	SXCP Sale Leasback	SXC Revolver (2022)	SXC Sr. Notes <sup>(2)</sup>	Consolidated Total
2018	-	-	2.6	-	-	2.6
2019	-	-	2.8	-	44.6	47.4
2020	-	-	7.3	-	-	7.3
2021	-	-	-	-	-	-
2022	130.0	-	-	-	-	130.0
2023	-	-	-	-	-	-
2024	-	-	-	-	-	-
2025	-	700.0	-	-	-	700.0
Total	\$ 130.0	\$ 700.0	\$ 12.7	\$ -	\$ 44.6	\$ 887.3

2) As previously disclosed, the 2019 notes were repaid in January 2018 with the proceeds of a new term load due in May 2022.

Note: Interest payments on new 2025 SXCP Sr. Notes made in June and December of each year, as compared to February and August with the previous 2020 SXCP Sr. Notes.

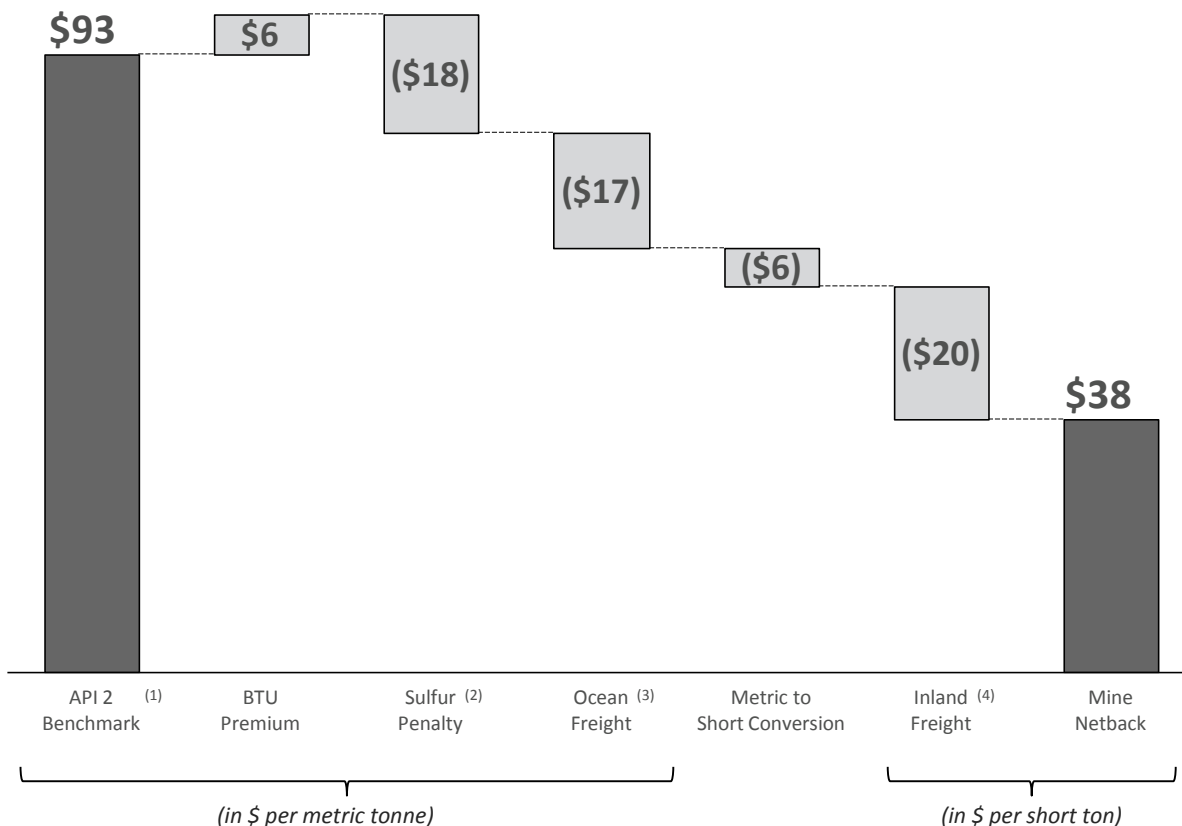
# 2018E Guidance Reconciliation

<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
Net Loss	\$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>(2)</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**



**Believe ILB export thermal coal solidly profitable at current spot API2 benchmark pricing of ~\$93/t**

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

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

(1) Netback calculation example assuming \$93 per metric tonne January 2018 API 2 benchmark (spot price source: Argus Media)

(2) Sulfur penalty assuming 2.9% sulfur content (source: Platts)

(3) Estimated US Gulf/ARA Coal Panamax freight (source: Platts)

(4) Consists of CN rail transportation from ILB coal mines to CMT and terminal transloading costs (source: internal estimates)