

2014 ANNUAL REPORT







# FELLOW UNITHOLDERS

Excellence has long been the standard for the dedicated men and women of Alliance. Once again, determined planning and hard work have driven our partnerships to new annual operating and financial milestones, delivering our 14th consecutive year of record performance.

Increased coal sales and production volumes, strong pricing, and lower operating expenses were the primary factors that contributed to a record \$803.7 million in EBITDA, a 17.2 percent improvement over 2013. Net income grew 26.4 percent to a record-setting \$497.2 million and ARLP's operations delivered the highest production output in our history, growing total coal production 5.1 percent to 40.7 million tons in 2014.

Year-over-year production increased nearly 2.6 million tons at Tunnel Ridge, helping to drive segment-adjusted EBITDA expense lower by \$10.45 per ton in our Appalachian region. Volumes were also higher in the Illinois Basin, as production at Dotiki increased 12.7 percent over the prior year, and our new Gibson South mine added approximately 840,000 tons to production in 2014. These increased volumes and other cost-control measures helped to reduce our total segment-adjusted EBITDA expense per ton by 3.4 percent in 2014.

Despite facing one of the most challenging coal markets in recent memory, our marketing team also delivered record results, selling more tons in 2014 than at any time in our history at higher year-over-year average prices. Total coal sales volume grew 2.3 percent to 39.7 million tons, helping drive revenues to an all-time high of \$2.3 billion.

# COAL SALES AND PRODUCTION VOLUMES, REVENUES, NET INCOME, AND EBITDA ALL SET NEW ANNUAL BENCHMARKS IN 2014.

Naturally, results like these don't just happen. It takes the commitment of all our employees, whether it's a miner operating equipment underground or an accountant building a spreadsheet in an office. Each member of our organization came together and contributed to our success. I want to thank our incredible team for their dedication and commitment.

I also want to express gratitude to our unitholders. Your confidence in our abilities is as great an inspiration as it is a responsibility. We take our partnership with unitholders very seriously and work hard to make it a rewarding one. As a result, we've increased distributions for 27 consecutive quarters. During that time, Alliance Resource Partners, L.P. (ARLP) distributions have grown 122 percent while distributions from Alliance Holdings GP, L.P. (AHGP) have increased by 218 percent. At 2014 year-end, ARLP's quarterly cash distribution was \$0.65 per unit, up 8.6 percent from the prior year; AHGP's was \$0.915 per unit, a 10.6 percent increase.

Looking ahead, U.S. coal markets will continue to face significant challenges, and many issues are expected to pressure coal prices. However, we are confident Alliance is poised for more success. Our strategy is sound and our preparation has been diligent. As a result, we are well positioned to grow distributable cash flow again in 2015, driving value for unitholders, strengthening the company for our employees, and helping ensure a bright future for the American energy that relies on the Alliance team's hard work every day.

Joseph W. Craft III
President, Chief Executive Officer,
and Director of ARLP and AHGP,
and Chairman of the Board of AHGP

March 25, 2015

Amounts rounded to the nearest penny. \*Adjusted for 2:1 Unit Split. 

AHGP Distributions Paid/Unit

3.5

3.10

3.10

2.72

2.28

2.28

2.28

2.28

2.21

2.47

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Cash Flow Growth Drives Distributions

▲ ARLP Distributions Paid/Unit

# POSITIONED TO PRODUCE

# A quick glance at ARLP's mining assets reveals an important fact:

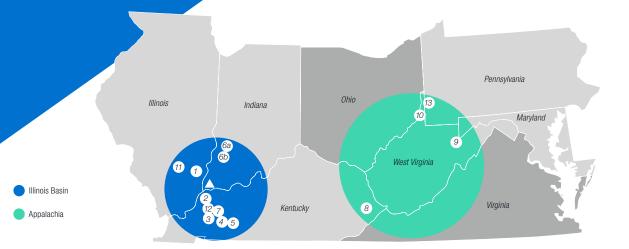
we are strategically positioned to deliver results. The third-largest coal producer in the eastern United States, Alliance operates mining complexes in Illinois, Indiana, Kentucky, Maryland, and West Virginia, giving us a presence in both the Illinois Basin and Appalachian regions. In 2014, ARLP increased overall production by approximately two million tons.

Heavily invested in the Illinois Basin, our mines are tapping into the second-largest reserves in the U.S., with 104 billion tons of coal. According to the Energy Information Administration, that's enough to power the country for 163 years at 2014 consumption levels. Strengthening our position in the region, ARLP is also acquiring reserves and making equity investments in a new mining complex in southern Illinois.



# POSITIONED TO PRODUCE

- 2 Coal from our River View Complex can be loaded directly from the mine to a barge, offering significant transportation savings.
- 3 Production at Dotiki increased 12.7% over 2013.
- 8 Our MC Mining Complex increased production by 25.1% in 2014.
- 10 Year-over-year production at Tunnel Ridge increased nearly 2.6 million tons in 2014.
- 6b Our new Gibson South Mine added approximately 840,000 tons to production in 2014.
- White Oak Mine No. 1 began longwall production in October 2014.



# **CURRENT MINING OPERATIONS**

- 1. Pattiki Complex
- 2. River View Complex
- 3. Dotiki Complex
- 4. Warrior Complex
- 5. Hopkins Complex
- 6. Gibson Complex
  - a. Gibson North Mine
  - b. Gibson South Mine
- 7. Sebree Mining Complex
- 8. MC Mining Complex
- Mettiki Complex
- 10. Tunnel Ridge Complex

# MINE DEVELOPMENT/ RESERVE INVESTMENT

11. Investment in White Oak Resources Estimated reserves: 301 million tons

# MINE DEVELOPMENT PROJECTS

- 12. Sebree Reserve Project

  Estimated reserves: 30 million tons
- 13. Penn Ridge Project

  Estimated reserves: 57 million tons

# TRANSFER TERMINAL

▲ Mount Vernon Transfer Terminal

Operates a coal loading terminal in Indiana
on the Ohio River

# POSITIONED FOR SUCCESS

# Preparation and hard work have always paved the way for our success,

and we believe our diligence has once again positioned us for positive results. In 2014, ARLP took steps to solidify our position as a low-cost operator for several decades into the future. Through strategic acquisitions of an additional 452.2 million tons of Illinois Basin coal reserves, we increased total coal reserves by 50 percent to approximately 1.6 billion tons.

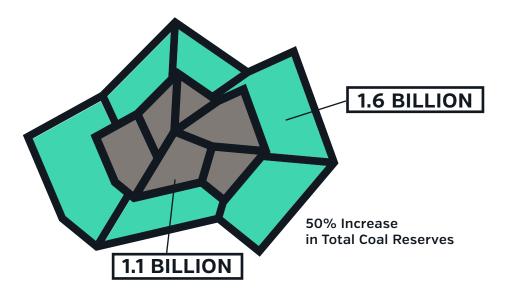
Acquiring these reserves provides ARLP with optionality and flexibility to optimize the efficiency of its mining operations. For example, ARLP plans to expand the capacity of our preparation plant at River View in 2015 and move three continuous mining units from our Hopkins County Elk Creek mine upon its depletion in 2016. These reserve acquisitions also create additional growth opportunities for Alliance through future expansion of existing operations and development of new mines.

In addition to increased coal reserves, we further strengthened our longterm coal sales position by securing new commitments for the delivery of approximately 30.2 million tons through 2018. ARLP entered 2015 with approximately 39.3 million tons contractually priced and committed for this year and 28.9 million tons priced and committed for 2016.

Strategic transactions and strong sales give ARLP the ability to efficiently extend and expand existing operations, while pursuing new development projects to meet future market opportunities. Additional efforts have been made to ensure we are able to take advantage of other growth opportunities as well. In 2014, we committed to invest up to approximately \$50.0 million in natural resource minerals over the next two to four years. Purchasing \$11.5 million of oil and gas mineral interests in the U.S. in 2014 was the first step toward developing another growth platform that will complement our strategy to create sustainable growth in cash flow, driving value for ARLP unitholders in the future.

AT OTHER MINES, ALL THAT MATTERED WAS THE BOTTOM LINE, THAT YOU GOT THE CHEAPEST THINGS, WHETHER THEY WERE RIGHT FOR THE JOB OR NOT. HERE, I'M CHALLENGED TO BUY THE RIGHT THING.

- Mike Carlisle, Purchasing Agent, River View



**Perfectly Positioned:** "Alliance's low-cost production allows it to profitably take advantage of coal supply contracts that other producers can't make money on. Alliance's strong financial position also allows it to purchase assets that other coal companies need to sell in a weak market."



# THE ALLIANCE STRATEGY FOR SUCCESS

To achieve success, you must plan for it carefully and work for it tirelessly. Only then can you achieve the results Alliance has produced. The strategy we adhere to includes:

- Safety First: Safety is our primary core value. Alliance promotes a culture of safety, which is embraced by our 4,400+ employees.
- Strong Customer
   Relationships: Long-standing
   relationships with our customers
   keep our product moving and our
   company profitable. We work hard
   to protect those relationships.
- Expanding Market
   Opportunities: We never let
   our attention to detail blind us to
   opportunities beyond our current
   projects, operations or scope. To
   find success, you have to be on
   the lookout for success.

- Low-cost Operations: We are good stewards of our financial resources, cutting costs without cutting corners. Efficient methods deliver cost-effective results.
- High-return Development
   Projects: Building long-term value is essential to building success.
   High returns are high on our priority list.
- Disciplined Acquisitions: The
  hardest strategy of all. Not every
  opportunity is appropriate. The
  timing isn't always right. The
  possibilities don't always match
  the promise. We work hard to make
  sure we take advantage of growth
  opportunities that fit, and equally
  hard to make sure we pass on
  those that don't.





PEOPLE ARE OUR TOP PRIORITY. OUR CORE VALUES REFLECT THAT. SAFETY. JOB SECURITY. QUALITY OF LIFE. EACH

# ONE IS EMPLOYEE-FOCUSED AND INGRAINED IN OUR CULTURE.









# POSITIONED FOR INNOVATION

Innovation isn't necessarily the first thing that comes to mind when describing companies in a mature industry. As a leader in the coal industry, however, ARLP is very familiar with the concept of innovation. In fact, our forward-thinking practices are a vital advantage that keep us ahead of the competition.

One example of Alliance innovation is the IntelliZone® Proximity Detection system. Developed by our wholly owned subsidiary, Matrix Design Group, LLC, this safety system utilizes lifesaving technology to help miners stay clear of danger zones present around mobile equipment. This leading-edge technology was recently observed in action by Joseph A. Main, Assistant Secretary of Labor for Mine Safety and Health (MSHA), at our Gibson North mine. The official visit underscored our position as an industry leader in the use of safety technology and confirmed the importance of being at the forefront of designing and installing proximity detection systems at all of our mining operations.

In January 2015, MSHA issued a federal rule requiring all continuous miner systems to use proximity detection systems. With "Safety First" as a cornerstone of our culture, it's no surprise ARLP began installing proximity detection systems long before there was a legal obligation to do so.



ALLIANCE HAS BEEN A PIONEER
IN INSTALLING **PROXIMITY DETECTION TECHNOLOGY** ON
CONTINUOUS MINING MACHINES.<sup>1</sup>

# POSITIONED TO LEAD

# At ARLP, innovative thinking stretches beyond technology ...

and safety includes more than accident prevention. Our progressive approach to health care helps Alliance employees and their families both financially and physically.

On-site Health Centers provide no-copay checkups and treatment at most ARLP mines and offices. Available to both employees and their families, Health Centers are staffed by a doctor, nurse, or nurse practitioner.

Our HealthCheck annual physicals are provided at no cost to employees and their families, and are designed to help detect signs of heart-health diseases, including the five biggest cardiovascular reasons for illness and early death among Alliance employees and families.

**Heart Age** is an estimated assessment of the health of your cardiovascular system based on scientific projections. We want all employees to know their heart age and to treat health issues early to protect against silent damage and possibly prevent a major heart problem or other severe condition.

The Built to Last Awards recognize ARLP sites for health improvements based on results collected during annual HealthCheck events. Rotating trophies are presented to the mine and administrative office locations with the greatest overall health improvement from the prior year.

Our on-site resources, proactive programs and expert care stem from a corporate culture that values people. It's an innovative practice that keeps us healthy and productive, positioning ARLP at the forefront of the industry.



# POSITIONED FOR THE FUTURE

Coal critics, as they have done for decades, continue to predict the industry's demise. But the fact remains that every American, on average, uses approximately 3.4 tons of coal each year. Coal generates 1,850.8 billion kW hours of electricity, powering 60 million American homes and 3.4 million businesses. In 2014, coal was responsible for 39 percent of the electricity generated in the United States, more than any other fuel. And the U.S. Energy Information Administration says coal will continue to account for the largest share of electricity generation through 2030.

Coal is an essential pillar of American energy. With recoverable reserves estimated at more than 256 billion short tons and a demonstrated reserve base of 480 billion short tons, U.S. coal resources are larger than the remaining natural gas and oil resources combined.<sup>4</sup> In fact, coal makes up a staggering 92 percent of U.S. fossil energy reserves.<sup>5</sup>

Coal is not going away for hundreds of years. And with a strong balance sheet, careful planning, and a proven strategy for success, ARLP is perfectly positioned to mine, market, and deliver it to keep our company — and our country — running strong.

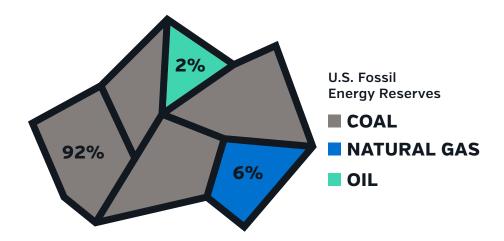
<sup>1</sup> National Mining Association, "Coal & Minerals Overview."

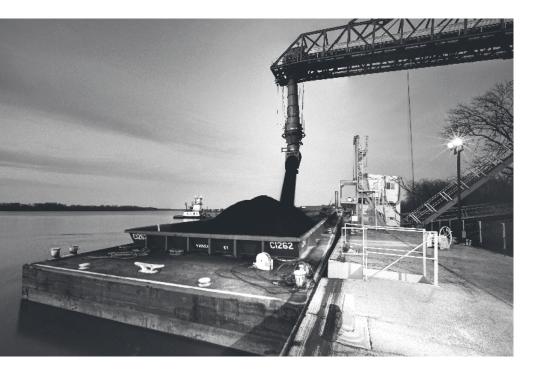
<sup>2</sup> countoncoal.org, "Coal: 365."

<sup>3</sup> coalfacts.org.

<sup>4</sup> U.S. Energy Information Administration, "U.S. Coal Reserves," January 21, 2015.

<sup>5</sup> National Mining Association, "Coal: America's Power."

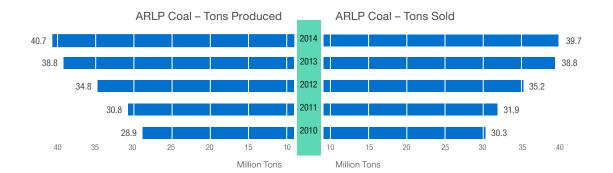


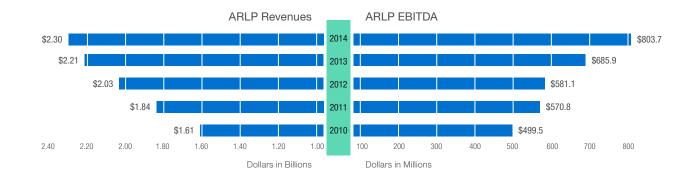


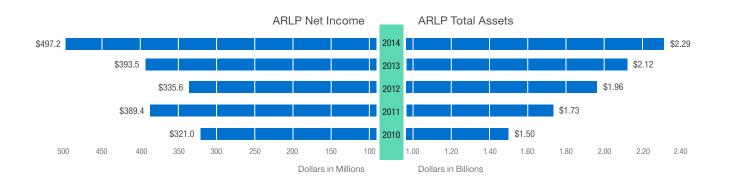
GLOBALLY, COAL IS EXPECTED TO OVERTAKE OIL AS THE MAIN SOURCE OF ENERGY BY 2020.1

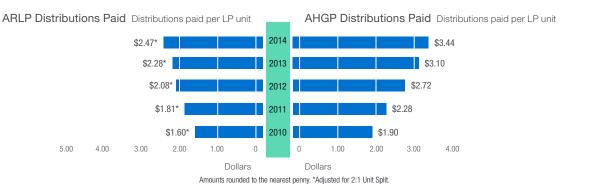
<sup>1</sup> World Coal Association, "Coal's Role in Fueling the Future."











# Reconciliation of GAAP "Cash Flows Provided by Operating Activities" to Non-GAAP "EBITDA" and Non-GAAP "EBITDA" to GAAP "Net Income"

	Year Ended December 31				
(in thousands)	2014	2013	2012	2011	2010
Cash flows provided by operating activities	\$ 739,201	\$ 704,652	\$ 555,856	\$ 573,983	\$ 520,588
Non-cash compensation expense	(11,250)	(8,896)	(7,428)	(6,235)	(4,051)
Asset retirement obligations	(2,730)	(3,004)	(2,853)	(2,546)	(2,579)
Coal inventory adjustment to market	(377)	(2,811)	(2,978)	(386)	(498)
Equity in loss of affiliates, net	(16,648)	(24,441)	(14,650)	(3,404)	-
Net (loss) on foreign currency exchange		=	=	=	(274)
Net gain (loss) on sale of property, plant and equipment	4,409	(3,475)	(147)	634	(234)
Loss on retirement of vertical hoist conveyor system		=	=	=	(1,204)
Asset impairment charge		=	(19,031)	=	-
Valuation allowance of deferred tax assets	(1,636)	(3,483)	=	=	-
Other	5,151	6,251	3,815	(1,488)	(1,448)
Net effect of working capital changes	55,659	(6,392)	41,109	(10,870)	(42,402)
Interest expense, net	31,913	26,082	28,455	21,579	29,862
Income tax expense (benefit)		1,396	(1,082)	(431)	1,741
EBITDA	803,692	685,879	581,066	570,836	499,501
Depreciation, depletion and amortization	(274,566)	(264,911)	(218,122)	(160,335)	(146,881)
Interest expense, net	(31,913)	(26,082)	(28,455)	(21,579)	(29,862)
Income tax (expense) benefit		(1,396)	1,082	431	(1,741)
Net income	\$ 497,213	\$ 393,490	\$ 335,571	\$ 389,353	\$ 321,017
Net loss attributable to noncontrolling interest	16	=	=	=	-
Net income of ARLP	\$ 497,229	\$ 393,490	\$ 335,571	\$ 389,353	\$ 321,017

EBITDA is a financial measure not calculated in accordance with generally accepted accounting principles ("GAAP") and is defined as net income (prior to the allocation of noncontrolling interest) before net interest expense, income taxes and depreciation, depletion and amortization. EBITDA is used as a supplemental financial measure by our management and by external users of our financial statements such as investors, commercial banks, research analysts and others, to assess:

- » the financial performance of our assets without regard to financing methods, capital structure or historical cost basis;
- » the ability of our assets to generate cash sufficient to pay interest costs and support our indebtedness;
- » our operating performance and return on investment as compared to those of other companies in the coal energy sector, without regard to financing or capital structures; and
- » the viability of acquisitions and capital expenditure projects and the overall rates of return on alternative investment opportunities.

EBITDA, should not be considered an alternative to net income, income from operations, cash flows from operating activities or any other measure of financial performance presented in accordance with GAAP. EBITDA is not intended to represent cash flow and does not represent the measure of cash available for distribution. Our method of computing EBITDA may not be the same method used to compute similar measures reported by other companies, or EBITDA may be computed differently by us in different contexts (e.g., public reporting versus computation under financing agreements).

# **General Information**

The following information applies to Alliance Resource Partners, L.P. (ARLP) and Alliance Holdings GP, L.P. (AHGP) unless specified otherwise.

## Partnership Offices

1717 South Boulder Avenue, Suite 400 Tulsa, OK 74119 (918) 295-7600

# Partnership Mailing Address

P.O. Box 22027 Tulsa, OK 74121-2027

#### Contact

Brian L. Cantrell Senior Vice President and Chief Financial Officer (918) 295-7674 brian.cantrell@arlp.com

## **Business Structure**

Publicly traded master limited partnership.

# **Common Unit Trading**

Common units are traded on the NASDAQ Global Select Market.

# NASDAQ Ticker Symbols

Alliance Resource Partners, L.P. ARLP Alliance Holdings GP, L.P. AHGP

# Common Units Outstanding at 12/31/2014

ARLP 74,060,634 common units AHGP 59,863,000 common units

# Independent Auditors

Ernst & Young LLP 1700 One Williams Center Tulsa, OK 74172

# **Unitholder Information**

# Cash Distributions

The partnerships expect to make quarterly distributions to unitholders of record on the applicable record dates according to the following schedules:

Alliance Resource Partners, L.P.

Within 45 days after the end of each March, June, September and December.

Alliance Holdings GP, L.P.

Within 50 days after the end of each March, June, September and December.

# Partnership Tax Details

Unitholders are partners in the partnership and receive quarterly cash distributions. Cash distributions generally are not taxable as long as the individual unitholder's tax basis remains above zero.

A partnership generally is not subject to federal or state income tax. The annual income, gains, losses, deductions or credits of the partnership flow through to the unitholders, who are required to report their allocated share of these amounts on their individual tax returns, as though the unitholder had incurred these items directly.

#### Schedule K-1

Unitholders of record receive Schedule K-1 packages that summarize their allocated share of the partnership's reportable tax items for the fiscal year. It is important to note that cash distributions received should not be reported as taxable income. Only the amounts provided on the Schedule K-1 should be entered on each unitholder's tax return.

Schedule K-1 information also is available on our Web sites. Please visit www.arlp.com and www.ahgp.com.

Unitholders should refer questions regarding their Schedule K-1 as follows:

By Mail

K-1 Support P.O. Box 799060 Dallas, TX 75379-9060

By Phone/Fax

Alliance Resource Partners, L.P. Phone (800) 485-6875 Fax (866) 554-3842

Alliance Holdings GP, L.P. Phone (866) 867-4060 Fax (866) 554-3842

# Transfer Agent and Registrar

Direct requests regarding transfer of units, lost certificates, lost distribution checks or address changes to:

American Stock Transfer and Trust Company Attn: Shareholder Services 59 Maiden Lane – Plaza Level New York, NY 10038 (800) 937-5449

# Investor Information and Form 10-K

For more information or free copies of the 2014 Form 10-K, please contact the appropriate e-mail address or phone number listed below. Form 10-K also may be downloaded from the Partnerships' Web sites.

Alliance Resource Partners, L.P.

E-mail: investorrelations@arlp.com Phone: (918) 295-7674

Phone: (918) 295-7674 Web site: **www.arlp.com** Alliance Holdings GP, L.P.

E-mail: investorrelations@ahgp.com

Phone: (918) 295-1415 Web site: **www.ahgp.com** 

# Executive Officers & Directors

ARLP > AHGP |

## Joseph W. Craft III >>

President, Chief Executive Officer, and Director of ARLP and AHGP, and Chairman of the Board of AHGP

#### Brian L. Cantrell >>

Senior Vice President and Chief Financial Officer

## R. Eberley Davis

Senior Vice President, General Counsel and Secretary

#### Robert G. Sachse

Executive Vice President

# Charles R. Wesley

Executive Vice President and Director

# Thomas M. Wynne >

Senior Vice President and Chief Operating Officer

# Michael J. Hall▶▶

Director and Chairman of the Audit Committee for ARLP and AHGP, and member of the Compensation Committee for ARLP

# John P. Neafsey

Director, Chairman of the Board of Directors, Chairman of the Conflicts Committee, and member of the Compensation Committee

## John H. Robinson

Director, Chairman of the Compensation Committee, and member of the Audit and Conflicts Committees

## Wilson M. Torrence

Director, member of the Audit, Compensation and Conflicts Committees

# Thomas M. Davidson, Sr. >

Director, Chairman of the Conflicts Committee and member of the Audit Committee

## Robert J. Druten

Director and member of the Audit and Conflicts Committees



