# FORTHE ONGHAUL **2016 ANNUAL REPORT** ALLIANCE RESOURCE PARTNERS, L.P. // ALLIANCE HOLDINGS GP, L.P.





# PERFORMANCE VALUE RELIABILITY



for the long haul

# FELLOW UNITHOLDERS, AT ALLIANCE, WE HAVE ALWAYS TAKEN THE LONG VIEW.

When responding to market challenges of the past year, we, not only made strategic decisions that delivered excellent results, but consistently acted with an eye toward the future—working to lay the groundwork for long-term performance, value and reliability for our unitholders.

We finished the year strong. Robust performance, including reductions in operating expenses and near-record coal shipments in the second half of the year, led to sequential third- and fourth-quarter increases to net income and EBITDA. Solid performance throughout the latter half of 2016 also helped to drive year-over-year increases to net income and EBITDA for the full year.

Managing volumes to meet market demand and reduce expenses, ARLP responded quickly and strategically, trimming production to 35.2 million tons and sales to 36.7 million tons, approximately 15% and 9% below our 2015 record levels. As a result, we finished the year with less than 1 million tons of coal inventory.

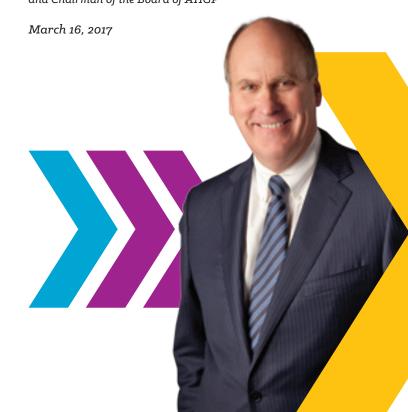
Our final 2016 sales volume, average coal sales price, and total revenues were all within our initial guidance for the year, however, our strategic moves helped our cost-containment efforts to far exceed expectations. We shifted production to our lowest-cost mines, which led to significant cost improvements compared to 2015—as operating expenses decreased 17.3% and Segment-Adjusted EBITDA expense-per-ton fell by 9.2% to \$31.07. Lower costs and improved productivity from our Tunnel Ridge and Gibson South mines, drove actual results for 2016 well above our early expectations, as ARLP posted net income \$73.9 million and EBITDA \$112.7 million above the midpoints of our initial guidance, respectively.

We made tough but necessary decisions during a difficult year for the coal industry—curtailing coal production and reducing distributions to our unitholders, among others. These decisions enhanced ARLP's competitive advantages and allowed us to strengthen our balance sheet by paying down debt and amending our revolving credit facility to provide sufficient liquidity to execute our plans. Our strategy not only delivered impressive results, but positioned us to take advantage of improving market conditions in the years to come.

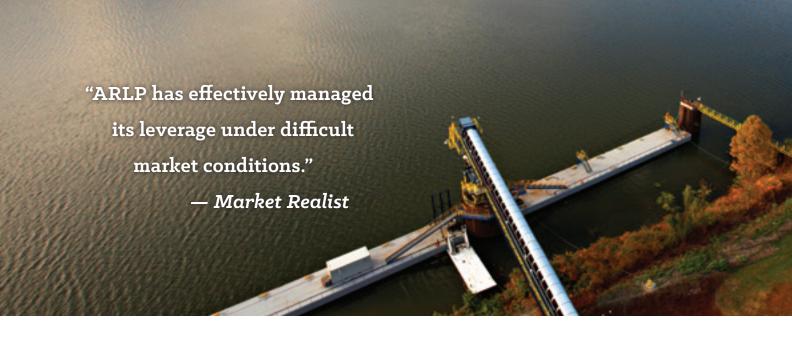
I'm grateful to our team for their steady expertise, unwavering dedication, and strategic decision-making. And I'm grateful to you for your faith in our team. Here's to the long haul.

**JOSEPH W. CRAFT III** 

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







## **PERFORMANCE**

## for the long haul

Conditions in the U.S. thermal markets deteriorated sharply coming into 2016 and continued to weaken during the first third of the year. A warm winter and low natural gas prices led to anemic coal demand, prompting utilities to defer deliveries, build inventories, and delay contracting decisions. Still, we performed. Here's what we did:

Alliance responded to market conditions by curtailing coal volumes to meet reduced demand levels and, in the process, shifted production to our lowest-cost mines to improve efficiencies, reduce costs, and minimize capital requirements. These initiatives enabled our operating team to effectively manage our coal production volumes through a period of extreme market weakness and positioned our marketing team to capitalize on opportunities as conditions began to improve.

We also took steps to strengthen our balance sheet. Capital expenditures came in approximately \$50 million less than our budget. We took the difficult step to adjust distributions, not because of our performance, or the outlook of our balance sheet, but to preserve liquidity to help us maintain access to the debt capital markets during a period of uncertainty in our industry and financial difficulties for many competitors. As a result of our strong cash flow, ARLP paid down \$269.4 million of debt during 2016 as our distribution coverage ratio increased to nearly two times for the full year.

As always, we approached our business with a thoughtful plan of action, leveraging our expertise and never wavering from our core values or our proven strategy for success. The results speak for themselves.

# **VALUE**for the long haul

The market wasn't kind to those who weren't prepared or able to respond decisively. At ARLP, however, we continued our history of industry-leading performance. With our financial strength and low-cost, strategically located operations, we remain confident in our ability to create long-term value for unitholders. Here's where we ended 2016:

Bottom line: Year-over-year, 2016's net income increased 10.8% to \$339.4 million and EBITDA rose 3.5% to \$692.7 million. Adjusted for the \$77.6 million of net non-cash charges in 2015, adjusted net income and adjusted EBITDA were lower by 11.6% and 7.3%, respectively.

As anticipated, weak market conditions drove ARLP's average price realizations down 5.3% in 2016 to an average of \$50.76 per ton sold. Lower coal sales prices, and planned reductions in production drove 2016 coal sales revenues lower to \$1.86 billion, compared to \$2.16 billion for 2015. Operating expenses, on the other hand, improved 17.3% compared to 2015, contributing to a 9.2% improvement in Segment-Adjusted EBITDA expense of \$31.07 per ton sold.

We ended 2016 with a healthy balance sheet. Total liquidity was \$575.2 million with a very conservative leverage ratio of 0.9 times net debt-to-trailing EBITDA. We recently completed an amendment and extension of our revolving credit facility that provides

for approximately \$480 million of senior secured financing maturing in May 2019. Despite challenging debt markets facing the coal industry, ARLP was able to obtain this financing at a modest increase in pricing across the leverage grid with borrowings under the revolver bearing interest at an attractive rate of LIBOR plus 235 basis points at ARLP's current leverage of less than one times.

As part of our debt reduction efforts, we significantly reduced borrowings under our revolver and have paid down our existing term loan to a remaining balance of \$50 million, which will be paid in full at the expiration of its primary term in May 2017. With the completion of this amended credit facility and our strong balance sheet, ARLP maintains sufficient liquidity and financial flexibility to take advantage of opportunities that may develop as we execute our strategy.

# WITH EXPECTATIONS OF A STRONGER THERMAL MARKET, ARLP IS PLANNING FOR INCREASED PRODUCTION AND SALES VOLUMES, COMING PRIMARILY FROM OUR ILLINOIS BASIN OPERATIONS.





# RELIABILITY

### for the long haul

By 2040, global electricity demand is projected to rise 60% and coal-fired power plants are expected to continue to provide the largest share of the world's electricity, powering nearly one-third of the energy used in homes, factories and offices. In the shorter-term, rising natural gas prices and planned reductions of current regulatory burdens—plus the proven track record of our team at Alliance—fuel an optimistic outlook. Here's what we expect:

Supply/demand fundamentals continue to point to a cyclical recovery in the U.S. thermal coal market. Supply discipline by producers resulted in an 18% decline in domestic coal production and an estimated 25 million ton stockpile reduction during 2016. Higher natural gas prices prompted us to expect increased coal demand for the first half of 2017 compared to last year. Full-year forecasts by the U.S. Energy Information Administration show coal consumption in the electric power sector increasing 6% in 2017.³ In addition to this more balanced supply/demand dynamic, resurgence in the export coal markets has added further support to improved U.S. market conditions.

Longer-term, the Trump administration has already made moves to reduce the overreaching regulatory burden that has plagued the coal industry for the last eight years and to bolster the existing fleet of coal-fired generating power plants. A return to more reasonable

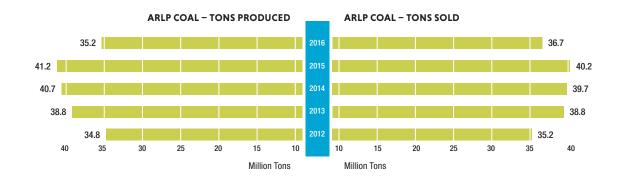
and less stringent environmental and energy policies should provide clarity and stability to coal markets and set the stage for growing coal demand in the future.

With our low-cost, strategically-located operations, strong market presence, robust distribution coverage and conservative balance sheet, ARLP is well-positioned to deliver industry-leading performance and value for our unitholders for the foreseeable future.

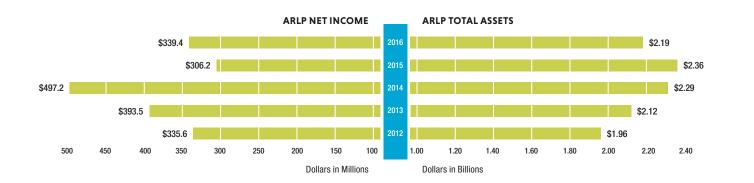
"Alliance Resource is a well-run company with a strong asset base."

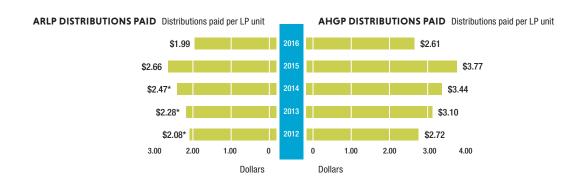
— Yahoo! Finance

<sup>1</sup> ExxonMobil, "2017 Outlook For Energy: A View To 2040," December 2016 2 The Daily Caller, "Report: Coal Is Still King In 2040," January 3, 2017









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

#### Reconciliation of GAAP "net income attributable to ARLP" to non-GAAP "Adjusted net income"

|                                 | Year Ended December 31 |            |            |            |            |
|---------------------------------|------------------------|------------|------------|------------|------------|
| (in thousands)                  | 2016                   | 2015       | 2014       | 2013       | 2012       |
| Net income attributable to ARLP | \$ 339,398             | \$ 306,198 | \$ 497,229 | \$ 393,490 | \$ 335,571 |
| Asset impairment charge         |                        | 100,130    | -          | -          | 19,031     |
| Acquisition gain, net           |                        | (22,548)   | -          | -          | -          |
| Adjusted net income             | 339,398                | \$ 383,780 | \$ 497,229 | \$ 393,490 | \$ 354,602 |

# Reconciliation of GAAP "net income attributable to ARLP" to non-GAAP "EBITDA," "Adjusted EBITDA" and "Distributable Cash Flow"

| (in thousands)   | Year Ended December 31 |            |            |            |            |  |
|--|------------------------|------------|------------|------------|------------|--|
|  | 2016                   | 2015       | 2014       | 2013       | 2012       |  |
| Net income attributable to ARLP  | \$ 339,398             | \$ 306,198 | \$ 497,229 | \$ 393,490 | \$ 335,571 |  |
| Net income (loss) attributable to noncontrolling interests                 | 140                    | (27)       | (16)       | -          | -          |  |
| Net Income —   | 339,538                | 306,171    | 497,213    | 393,490    | 335,571    |  |
| Depreciation, depletion and amortization                                   | 322,509                | 333,713    | 274,566    | 264,911    | 218,122    |  |
| Interest expense, net  | 31,017                 | 30,389     | 32,746     | 35,074     | 36,891     |  |
| Capitalized interest —   | (358)                  | (695)      | (833)      | (8,992)    | (8,436)    |  |
| Income tax expense (benefit)   | 13                     | 21         | -          | 1,396      | (1,082)    |  |
| EBITDA —   | 692,719                | 669,599    | 803,692    | 685,879    | 581,066    |  |
| Asset impairment   |                        | 100,130    | -          | -          | 19,031     |  |
| Acquisition gain, net  |                        | (22,548)   | -          | -          | -          |  |
| Adjusted EBITDA —  | 692,719                | 747,181    | 803,692    | 685,879    | 600,097    |  |
| Equity in (income) loss of affiliates ———————————————————————————————————— | (3,543)                | 49,046     | 16,648     | 24,441     | 14,650     |  |
| Interest expense, net  | (31,017)               | (30,389)   | (32,746)   | (35,074)   | (36,891)   |  |
| Income tax (expense) benefit   | (13)                   | (21)       | -          | (1,396)    | 1,082      |  |
| Estimated maintenance capital expenditures 1                               | (167,409)              | (204,243)  | (240,419)  | (221,058)  | (191,400)  |  |
| Distributable Cash Flow  | \$ 490,737             | \$ 561,574 | \$ 547,175 | \$ 452,792 | \$ 387,538 |  |
| Distributions paid to partners   | \$ 247,915             | \$ 346,799 | \$ 317,626 | \$ 288,439 | \$ 257,923 |  |
| Distribution Coverage Ratio —  | 1.98                   | 1.62       | 1.72       | 1.57       | 1.50       |  |

<sup>1,</sup> Our maintenance capital expenditures, as defined under the terms of our partnership agreement, are those capital expenditures required to maintain, over the long-term, the operating capacity of our capital assets. We estimate maintenance capital expenditures on an annual basis based upon a five-year planning horizon.

# Reconciliation of GAAP "Operating Expenses" to non-GAAP "Segment Adjusted EBITDA Expense per ton"

|   | Year Ended December 31 |              |              |              |              |
|---|------------------------|--------------|--------------|--------------|--------------|
| (in thousands, except per ton data)     | 2016                   | 2015         | 2014         | 2013         | 2012         |
| Operating expense                       | \$ 1,138,848           | \$ 1,377,053 | \$ 1,383,360 | \$ 1,398,763 | \$ 1,303,291 |
| Outside coal purchases —                | 1,514                  | 327          | 14           | 2,030        | 38,607       |
| Other income —                          | (725)                  | (955)        | (1,566)      | (1,891)      | (3,115)      |
| Segment Adjusted EBITDA Expense —       | \$ 1,139,637           | \$ 1,376,425 | \$ 1,381,808 | \$ 1,398,902 | \$ 1,338,783 |
| Divided by tons sold                    | 36,680                 | 40,247       | 39,731       | 38,835       | 35,170       |
| Segment Adjusted EBITDA Expense per ton | \$ 31.07               | \$ 34.20     | \$ 34.78     | \$ 36.02     | \$ 38.07     |

#### **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 02/24/2017

ARLP 74,597,036 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 2016 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 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

#### Nick Carter >>

Director, member of the Audit, Compensation and Conflicts Committees for ARLP

#### John P. Neafsey >>

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

#### John H. Robinson >>

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

#### Wilson M. Torrence >>>>

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

#### 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



