Surface Transportation Board
RETAC
Coal Producer Update

Barb Porter, VP Logistics & Market Optimization
Arch Coal Sales Company, Inc.
October 19th, 2017
U.S. Production by Basin

Source: Energy Information Administration (EIA)
U.S Domestic Coal Demand

Source: Energy Information Administration (EIA)
Coal Export Demand

<table>
<thead>
<tr>
<th>Year</th>
<th>Thermal</th>
<th>Met</th>
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<tbody>
<tr>
<td>2013</td>
<td>51.2</td>
<td>65.7</td>
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<tr>
<td>2014</td>
<td>35.4</td>
<td>61.6</td>
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<tr>
<td>2015</td>
<td>27.6</td>
<td>46.0</td>
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<tr>
<td>2016</td>
<td>18.9</td>
<td>40.9</td>
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<tr>
<td>2016 YTD Aug</td>
<td>9.9</td>
<td>26.5</td>
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<tr>
<td>2017 YTD Aug</td>
<td>24.6</td>
<td>35.0</td>
</tr>
</tbody>
</table>

Source: US Census
U.S. Coal Export Prices

Source: US Census
Thermal U.S. and International Coal Prices

- **API2 Prices**
  - Prompt Month API-2 $/mt
  - Prices range from $70 to $150

- **CSX Prices**
  - Prompt Month CSX 12,500 $/st
  - Prices range from $6 to $11

- **PRB Prices**
  - Prompt Month PRB 8800 $/st
  - Prices range from $11 to $15
U.S. Total Electric Power Sector Coal Stocks

MILLION TONS

Jan-11 Jan-12 Jan-13 Jan-14 Jan-15 Jan-16 Jan-17 Jan-18
Monthly Avg Prompt Month Henry Hub Price

Source: Energy Information Administration (EIA)
U.S. Natural Gas Storage

BCF

Jan-16 Jan-17 Jan-18

5-Year Avg

East Storage Midwest Storage Mountain Storage Pacific Storage South Central Storage