

WV Consensus Coal Forecast:

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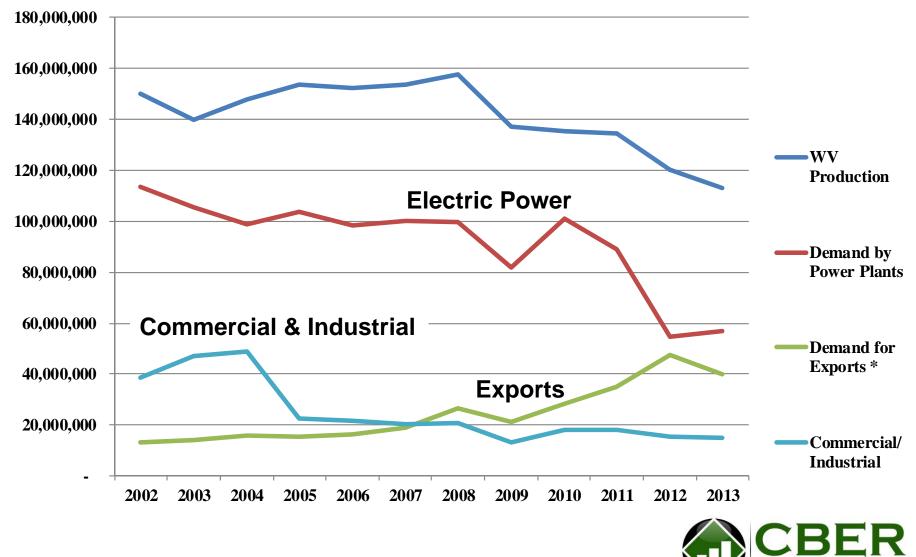
Study Components

- Industry Analysis
 - Trends for major market segments
- Development of CBER West Virginia Coal Production Forecast
 - Incorporating analysis of demand from regional electricity generation
- Construction of Consensus forecast
 - Compilation of four separately developed industry forecasts





Consumption/Distribution Trends for WV Coal



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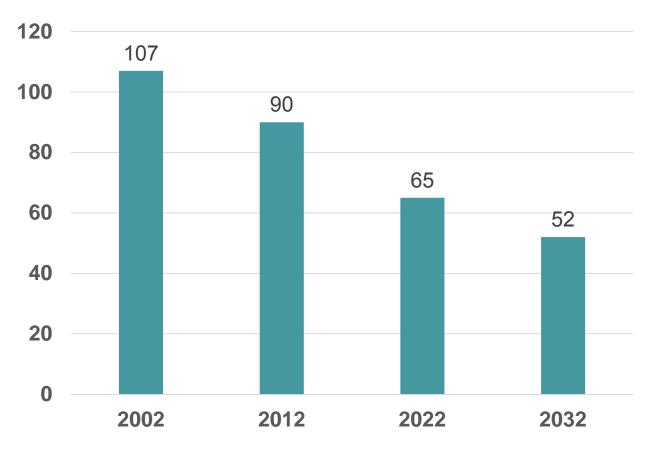
Electricity Sector

- Mercury & Air Toxics Standard (MATS) ruleinduced closures underway; will peak in 2015
- ≥ 78 plants that were WV coal customers between 2002 and 2012 have already retired or announced retirement
- Clean Air Act (CAA) Section 111(d) impacts uncertain





of Plants Using WV Coal



Future years are based on announced and simulated retirement.





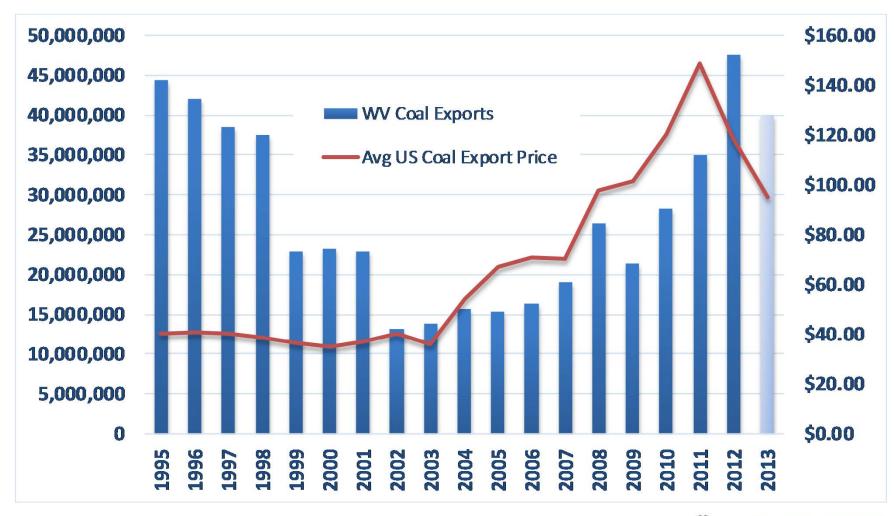
Industrial Sector

- Coking industry conversion to gas in longer term horizon; in short term total demand for coal likely to be stable
- Coal-based self-generators some conversion to gas now; WV coal customers converting:
 - RED-Rochester (Eastman Business Park utility infrastructure)
 - Fernandina Beach Mill (paper mill)
 - PPG Natrium? (chlorine production)





WV Coal Exports (tons) and Nominal US Prices 1995 through 2012

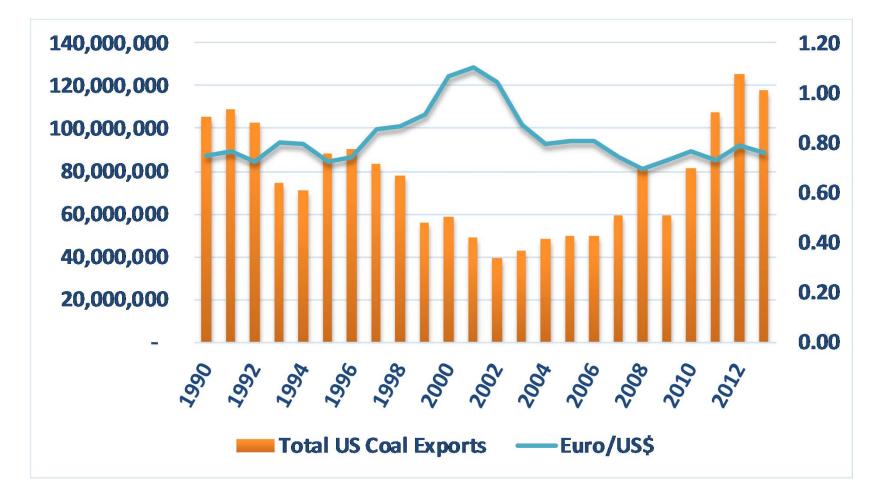


* 2013 volumes estimated by CBER





US Coal Exports (tons) and Euro/US\$ Exchange Rate







Component Forecasts

- Energy Information Administration
- Energy Ventures Associates
- BBER
- CBER





EIA's Base Case Forecast

- National Energy Modeling System (NEMS) general equilibrium model; forecasts for Northern, Central and Southern Appalachia
- Assumptions/Expectations
 - Rising real coal prices
 - Increasing use of coal for electricity generation
 - Increasing coal exports
 - Steep decline in Appalachian production through 2016, then relatively flat through 2035
- Weight: 30% S-T; 41% L-T





EVA's Forecast

- Linear Programming power plant dispatch model
- Assumptions/Expectations
 - Electricity sector demand for Appalachian coal will fall by 50% from 2012 to 2040.
 - Domestic demand for metallurgical coal from Appalachia will rise by 20% by 2040.
 - Non-coke industrial demand for Appalachian coal will fall by 40% by 2040.
 - Decline in both met and steam exports from Appalachia.
- Weight: 21% S-T; 27% L-T





BBER's Forecast

- Econometric Model short term forecast only, through 2019
- Assumptions/Expectations
 - WV production falls to 101 million tons in 2016
- Weight: 25% S-T





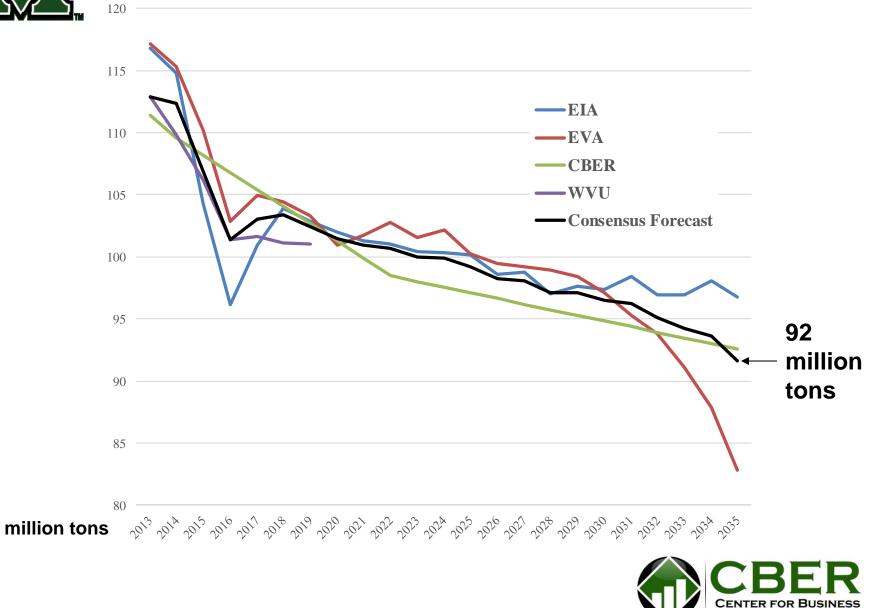
CBER's Forecast

- Econometric/Vector Autoregression Model
 - Initial short-term forecast includes projected demand for WV coal in regional power generation
 - Long-term forecast utilizes historical patterns in quarterly production data
- Assumptions/Expectations
 - 2012 treated as a structural break in historical patterns
 - 6.5% decline annually (2013 through 2022) in demand for WV coal by electricity sector
 - Moderate growth in export markets for WV coal
- Weight: 24% S-T; 32% L-T





Consensus Forecast



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