# Reliable Energy For Today And Tomorrow

Alliance Resource Partners, L.P. Investor Presentation May 2024



#### Forward-looking Statements

This presentation contains forward-looking statements and information that are based on the beliefs of Alliance Resource Partners, L.P. and its subsidiaries (collectively, "Alliance", "ARLP", the "Partnership", "we", "us" or "our"), as well as assumptions made by and information currently available to them. When used in this presentation, words such as "anticipate," "project," "expect," "plan," "goal," "forecast," "intend," "could," "believe," "may," "continue," "estimate," "foresee," "future," "outlook," "potential," "should," "target," "will," "would," and similar expressions and statements regarding the plans and objectives of the Partnership for future operations, are intended to identify forward-looking statements. Actual results may differ materially from results contemplated by our forward-looking statements.

Any forward-looking statement in this presentation reflects the Partnership's current views with respect to future events and is subject to these views and other risks, uncertainties and assumptions relating to our operations, operating results, growth strategy and liquidity. We urge you to carefully review the disclosures we make concerning risks and other factors that may affect our business and operating results, including those made under the heading "Risk Factors" in our Annual Report on Form 10-K for the fiscal year ended December 31, 2023, as such risk factors may be amended, supplemented or superseded from time to time by other reports the Partnership files with the Securities and Exchange Commission.

We caution you that any forward-looking statements in this presentation and the documents incorporated herein by reference are not guarantees of future performance and you should not place undue reliance on such statements or documents, which speak only as of the date on which they are made.

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#### **Non-GAAP Financial Measures**

This presentation contains certain non-GAAP financial measures. These measures include Distributable Cash Flow, Distribution Coverage Ratio, EBITDA, EBITDA Margin, Adjusted EBITDA, Segment Adjusted EBITDA, Free Cash Flow and Net Leverage. Definitions and reconciliations to the nearest historical GAAP financial measures are included in Appendix E of this presentation. These non-GAAP financial measures should not be considered in isolation or as a substitute for net income, income from operations, net cash provided by operating activities or any other measures prepared under GAAP.

The Partnership has not provided comparable GAAP financial information on a forward-looking basis because it would require the Partnership to create estimated ranges on a GAAP basis, which would entail unreasonable effort. Adjustments required to reconcile forward-looking non-GAAP measures cannot be predicted with reasonable certainty but may include, among others, costs related to debt amendments and unusual charges, expenses and gains. Some or all of those adjustments could be significant

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# **Business Overview**



### Company Description

Leading energy company with nearly three decades of operational expertise, providing reliable baseload energy to the power grid, powering U.S. households and fueling

Alliance entered oil & gas minerals leasing in 2014, continuously investing capital in

the business since and positioning for sustainable growth by re-deploying organic cash

electric vehicles as the largest coal producer in the eastern U.S.

### Key Statistics (Q1' 24 LTM)

Adj.

EBITDA<sup>2</sup>

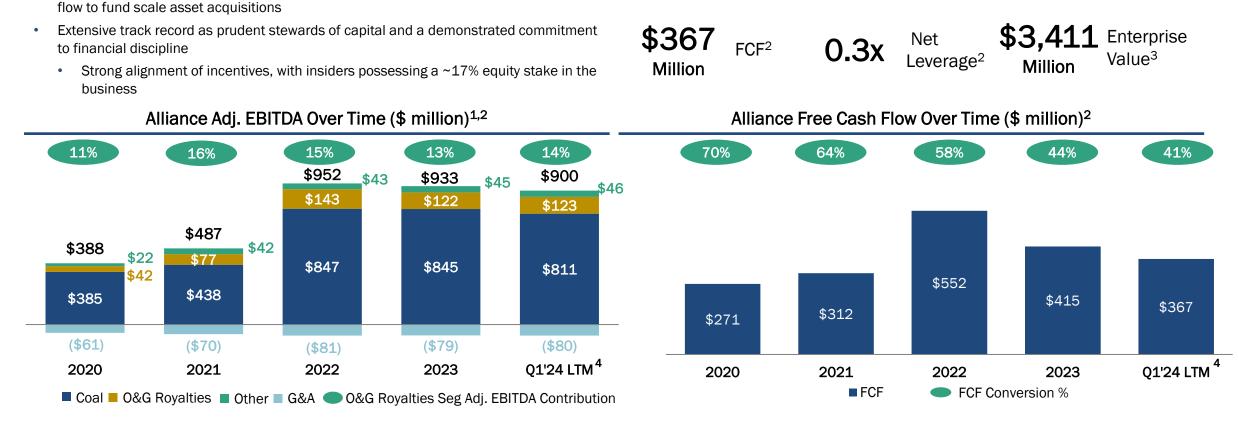
\$900

Million

\$2,888 Market

Million

Capitalization<sup>3</sup>



\$2,556 Total

Million

Revenue

<sup>1</sup> Segment Adjusted EBITDA is displayed for Coal Operations (excluding Coal Royalties), 0&G Royalties, and other segments. Alliance Adj. EBITDA includes corporate G&A expense. <sup>2</sup> This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure. <sup>3</sup> As of 14-May-2024; please refer to page 28 for further details. <sup>4</sup> Please see Appendix E for a definition.

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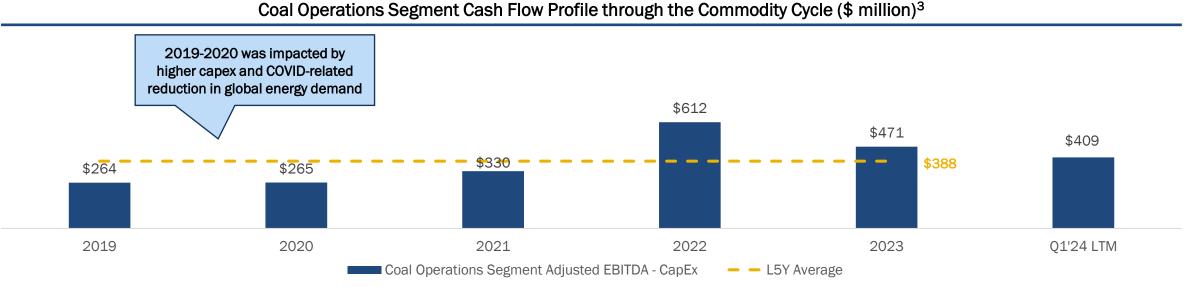
## Alliance Corporate Strategy

	Coal	Hineral Royalties	Matrix & New Ventures
Current Focus Areas	<ul> <li>Largest coal producer in the eastern U.S. with operations in the Illinois Basin and Appalachia</li> <li>Produces a diverse range of thermal coals with high heat content (11,450 to 13,200 Btu/lb) with unique access to both domestic and export markets</li> </ul>	<ul> <li>Successful track record, investing ~\$730 million in 0&amp;G royalties since 2014 and generating Segment Adj. EBITDA<sup>1</sup> of \$123 million for LTM Q1'24</li> <li>Liquids weighted minerals position primarily located in the Permian; Acreage focused in the core</li> <li>Positioned for sustainable growth by re-deploying organic cash flow to fund asset and ground game acquisitions</li> <li>Investing in coal royalties platform, which delivered Segment Adj. EBITDA<sup>1</sup> of ~\$43 million in LTM Q1'24</li> </ul>	<ul> <li>Matrix as a technology business providing safety and productivity solutions to the mining and industrial sector allows Alliance to diversify its business across geographies</li> <li>Investing in platforms that allow Alliance to leverage core competencies and position Alliance to pursue JV and other strategic partnerships in high-growth business line</li> <li>Invested ~\$119 million of capital as of Q1 '24</li> <li>Anticipating medium term investment horizon</li> </ul>
Capitalizing on Favorable Trends Across the Energy Landscape	<ul> <li>Reliable source of energy to grid, as we anticipate the U.S. to embark on unprecedented demand growth in electricity over next 20+ years driven by EVs, on-shore manufacturing, data centers, and the AI revolution</li> <li>Well positioned to serve growing export markets, including MENA and Asia</li> </ul>	<ul> <li>Concentrated acreage in the core of premier basins to capitalize on pad development and drilling efficiencies</li> <li>Global oil and gas supply and demand dynamics support continued drilling activity across basins</li> <li>Demand from LNG liquification and electrification supporting increasing natural gas production</li> <li>Continues to grow exposure to leading, well-capitalized operators with robust drilling programs including Exxon, Pioneer, Diamondback and Endeavor</li> <li>Coal royalties segment includes ~1.06bn tons of Alliance's measured, indicated and inferred coal mineral resources, being a long-term revenue opportunity</li> </ul>	<ul> <li>Strategic investments enable Alliance to capitalize on the advancement of energy and related infrastructure</li> <li>Focusing primarily on investments in critical EV, electricity transmission &amp; distribution manufacturing, industrial land, data centers and battery energy storage systems – all areas that will benefit meaningfully from electricity demand growth</li> </ul>

<sup>1</sup> This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure.

maximize value in both domestic and international markets

Segments Description	Key Segment Statistics (Q1'24 LTM)				
Leading coal producer in the Illinois Basin and Appalachia with seven underground mining complexes in IL, IN, KY, MD, PA, and WV, as well as a coal-loading terminal in IN on the Ohio River	\$2,349	Total	\$811	Segment	
Produces high heat content thermal coal, ranging from 11,450 to 13,200 Btu/lb	Million	Revenue	Million	Adj. EBITDA <sup>3</sup>	
Customers include major domestic and international utilities as well as industrial users					
Multi-year contracts mitigate pricing volatility impact and provide strong visibility into sales volumes and cash flows	04.0		4 700		
<ul> <li>Over 90% of 2024 sales-tonnage is contracted<sup>4</sup>; Alliance strategically maintains flexibility regarding global markets through its unsold position</li> </ul>	34.6 Million	Tons Sold	ns Sold <b>1,728</b> Million	Reserves and Resources Base <sup>2</sup>	
<ul> <li>Approximately 45% of 2025 sales-tonnage is contracted<sup>4</sup>; Alliance is set up to</li> </ul>			Willion .		

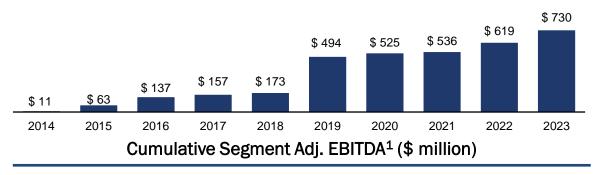


<sup>1</sup> Coal Operations segment includes Illinois Basin and Appalachia. <sup>2</sup> As of 31-Dec-2023. Includes total reserves and resources for Coal Operations segment and Coal Royalties segment. <sup>3</sup> This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure. <sup>4</sup> Based on expected total sales.

#### **Segment Description**

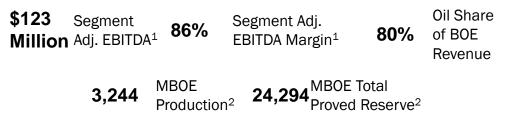
- Alliance has established a successful track record of investing in mineral interests under top-tier operators in the core of the prolific Permian Basin, with additional exposure to Anadarko, Williston and Appalachia Basins
- We believe royalties provide highest cash flow-margin enterprise in the oil & gas value chain with hedge-free exposure to commodity price and cost-free organic growth potential

#### Cumulative Amount Invested (\$ million)





#### Key Segment Statistics (Q1'24 LTM)



#### Avenues for Sustainable Growth

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### **Resilient Minerals Position**

- Permian weighted
- Concentrated in core acreage positions of well-capitalized operators

### Focused Acquisition Strategy

- Selective acquisition strategy with strict underwriting standards
- Target both scaled asset packages and ground game mineral interest acquisitions

### Visibility to Organic Growth

В

- Decades of inventory at current activity levels
- Organic growth potential at no additional capital cost for Alliance

This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure. Oil & Gas Royalties Segment Adjusted EBITDA of \$123 million does not include Coal Royalties Segment Adjusted EBITDA.
 One thousand barrels of oil equivalent determined using a ratio of six Mcf of natural gas to one Bbl of crude oil, condensate, or natural gas liquids. As of 31-Dec-2023.

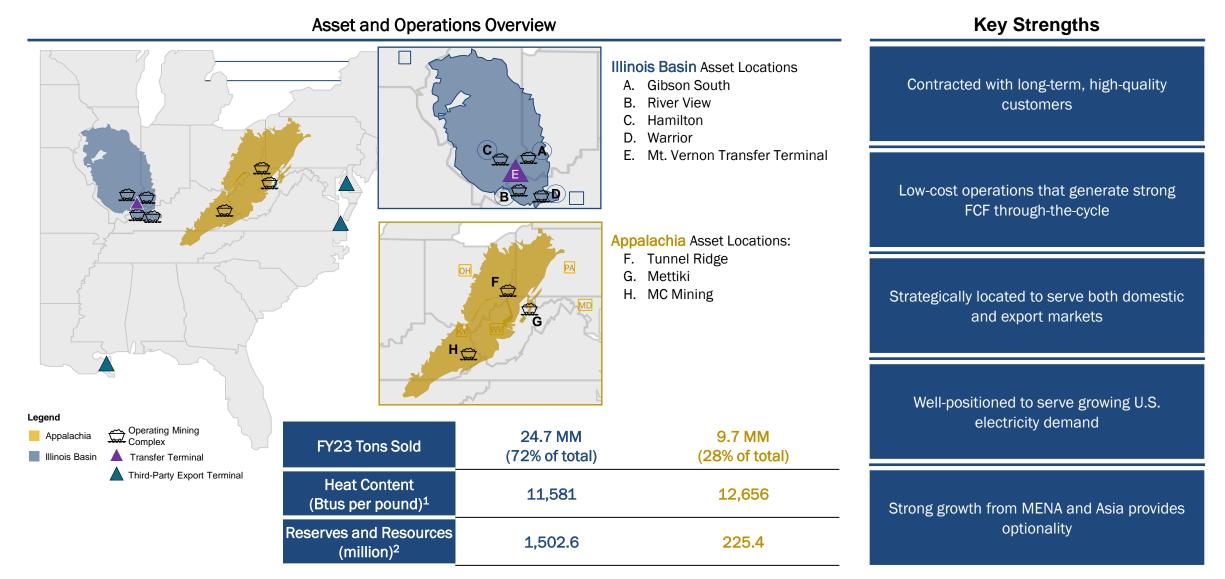
ALLIANCE RESOURCE PARTNERS, L.P.

# Key Highlights



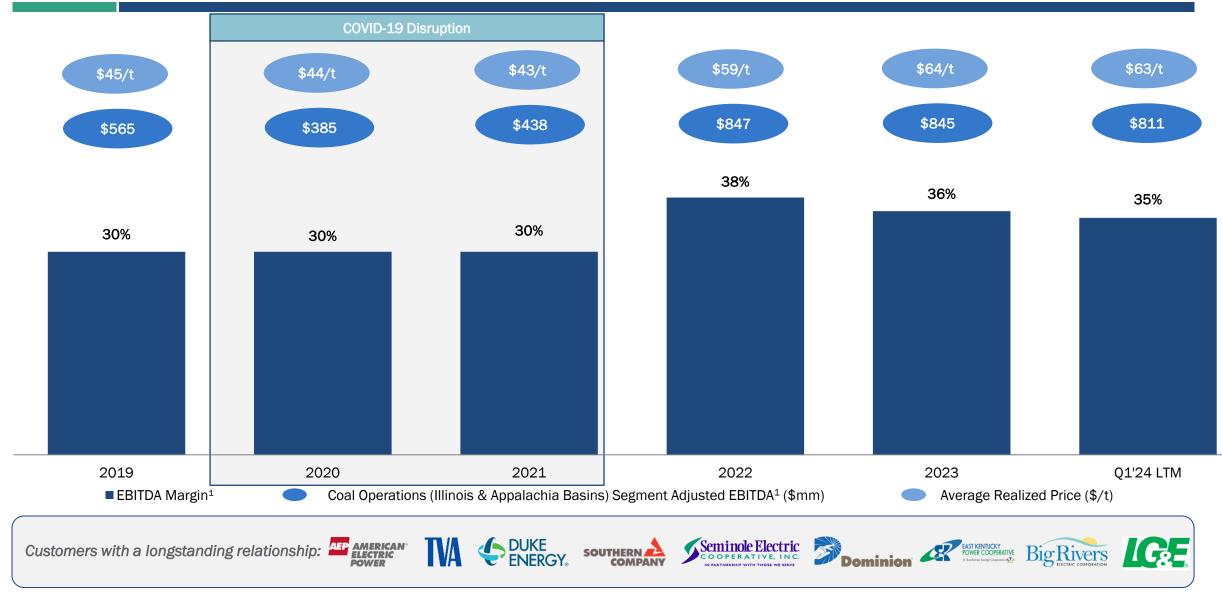
1	Consistently Strong Adjusted EBITDA Margins Through A Well-Covered, Multi-Year Coal Contract Book
2	Significant Growth in U.S. Electricity Demand from EVs, On-Shoring Manufacturing, and Data Centers (incl. Al) is Delaying Coal-Fired Power Plant Retirements
3	Developing Countries in MENA and Asia Continue to Build Coal-Fired Power Generation, Offsetting Retirements in Europe
4	Permian-Weighted Minerals Position with Robust Growth Through Commodity Cycles
5	Significant Exposure to Top-Tier Operators in the Permian Basin
6	Activity on Acreage Meaningfully Exceeds Level Required to Maintain Production
7	Strong Cash Flow Generation Through the Commodity Cycle
8	Disciplined Financial Principles & Capital Allocation Strategy

## **1** Asset Overview and Key Strengths in the Coal Operations Segment



<sup>1</sup> As of 31-Dec-2023. Represents a weighted average of each mine by total resources. <sup>2</sup> As of 31-Dec-2023. Includes approximately 557.7m tons of reserves and 1,062.6m tons of resources included in Coal Royalties segment and leased/subleased to our mining complexes.

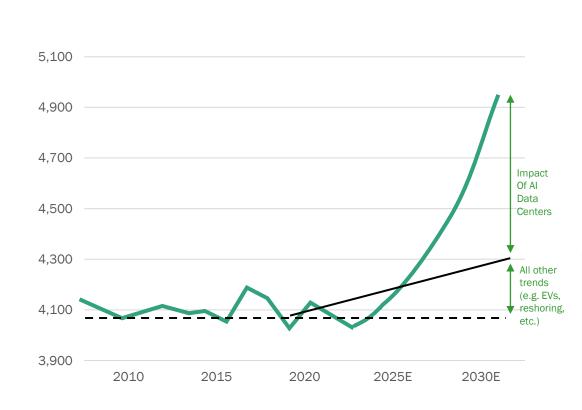
# Consistently Strong Coal Operations Segment Adjusted EBITDA<sup>1</sup> Margins through a Well-Covered, Multi-Year Coal Contract Book



<sup>1</sup> This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure.

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Significant Growth in U.S. Electricity Demand from EVs, On-Shoring Manufacturing, and Data Centers (including AI) is Delaying Coal-Fired Power Plant Retirements



U.S. Electricity Demand (TWh)

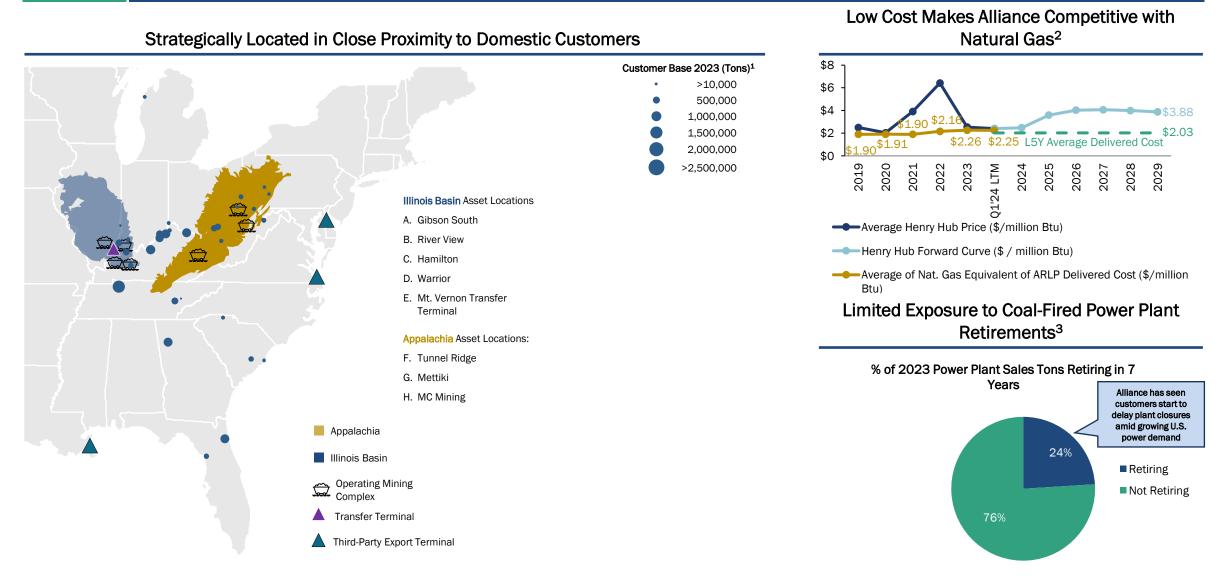
Demand for electricity leads to delays in coal power plant retirements in the United States

- **Revival of domestic manufacturing** Recent supply chain disruptions intensified the onshoring of U.S. manufacturing, resulting in over \$536 billion in private sector investments<sup>1</sup> since 2020, largely concentrated in the Midwest and Eastern U.S.
- **Data center** growth is forecasted to exceed \$150 billion through 2028, supercharged by artificial intelligence ("AI"), which is significantly more energy intensive than traditional data center applications
- Electric Vehicles could account for 6-8% of total electricity demand by 2035, up from 0.5% today. In the US electric light vehicles sales are estimated to reach approximately 55% in 2030 and 70% in 2035<sup>2</sup>

"Different states in the US are starting to run out of electricity ...that lack of capacity in the electric grids in the industrial world with AI and EVs is creating enormous investment opportunities" Stephen Schwarzman, co-founder and chairman of Blackstone "Forecast reflects the accelerated growth...driven by the electrification of multiple sectors combined with consumer demands for technology.. underscores the need to maintain and develop enough generation resources to serve that growing demand" Kenneth S. Seiler, senior vice president of PJM Planning

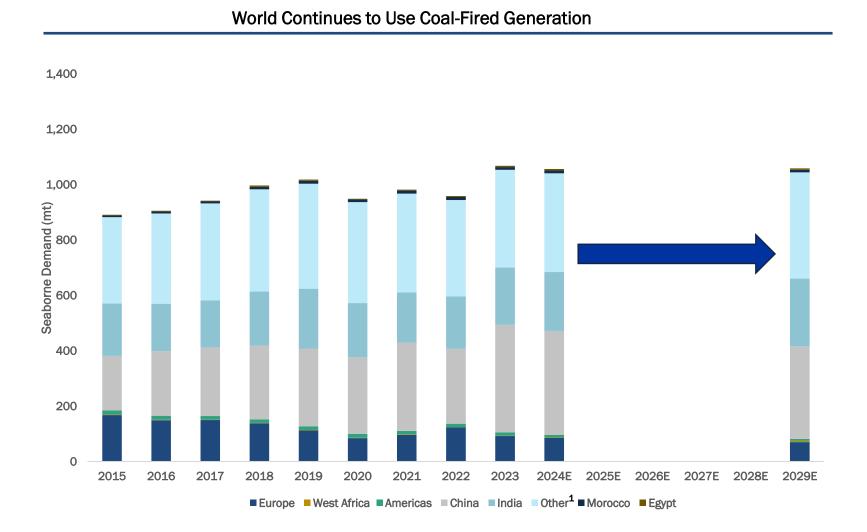
Sources: Grid Strategies Report (December 2023), Wells Fargo Research, EIA Annual Energy Outlook 2023, Electric Power Projections by electricity market module regions. Global EIA EV Outlook 2024. <sup>1</sup> Department of Energy (March 2024). <sup>2</sup> IEA Global EV Outlook 2024. 2024.

## 2 Favorable Domestic Customer Dynamics



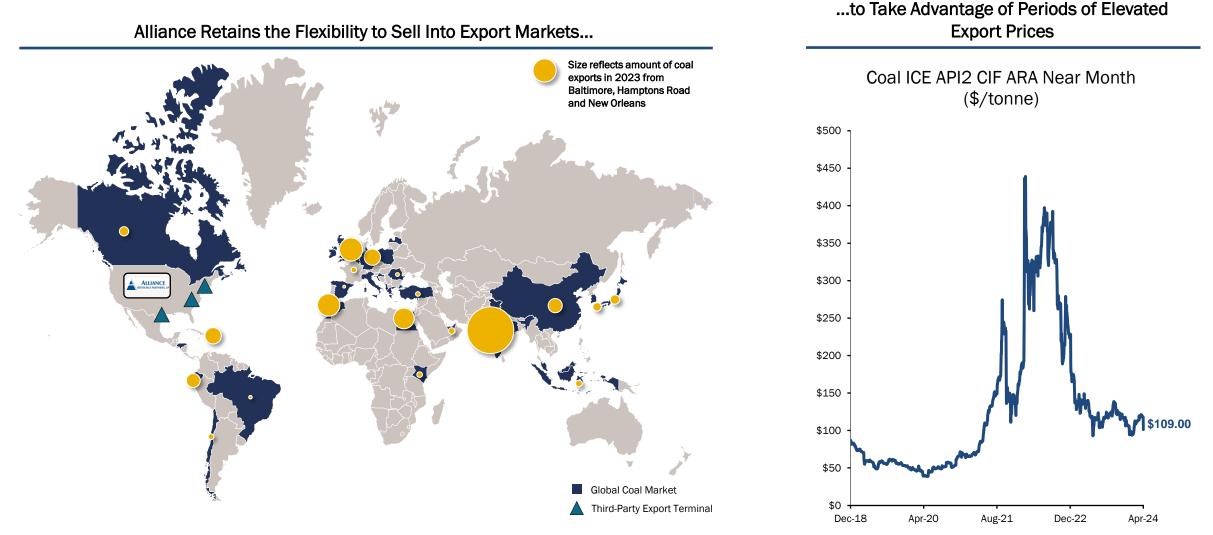
<sup>1</sup> Based on management estimates. <sup>2</sup> Henry Hub price forecasts based on Thomson Reuters as of 30-Apr-2024. <sup>3</sup> From FERC data based on 2023 coal shipments and McCloskey plant retirement forecast.





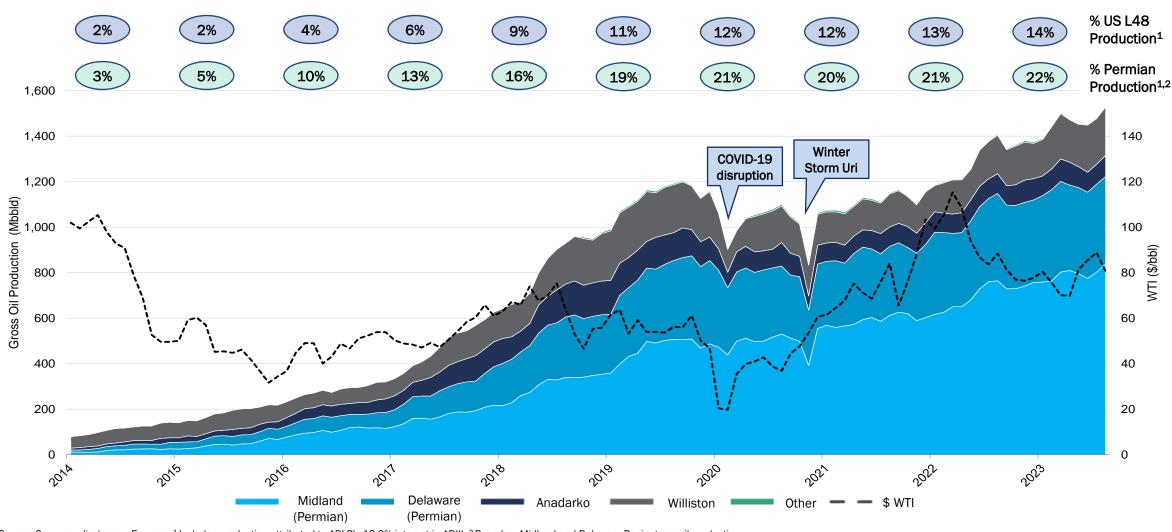
Seaborne thermal coal demand (Mt)	2015	2024E	CAGR
Europe	168	85	(7)%
West Africa	1	2	1%
Americas	15	10	(4)%
India	189	212	1%
Other <sup>1</sup>	312	357	2 %
Egypt	2	5	10 %
Могоссо	6	10	5 %
China	197	375	7 %
Total Global	891	1,056	2 %

Source: McCloskey by OPIS, A Dow Jones Company. <sup>1</sup> Includes Pacific Americas, Southeast Asia and Oceania.



Note: Bubble size reflects amount of coal exported from the U.S. to respective countries in 2023 through Baltimore, Hamptons Road and New Orleans (areas where most of Alliance's coal is exported from). This data is illustrative and may not represent actual results of our operations and may not be indicative of future results. <sup>1</sup>S&P Capital IQ Pro data as of 03-May-2024.

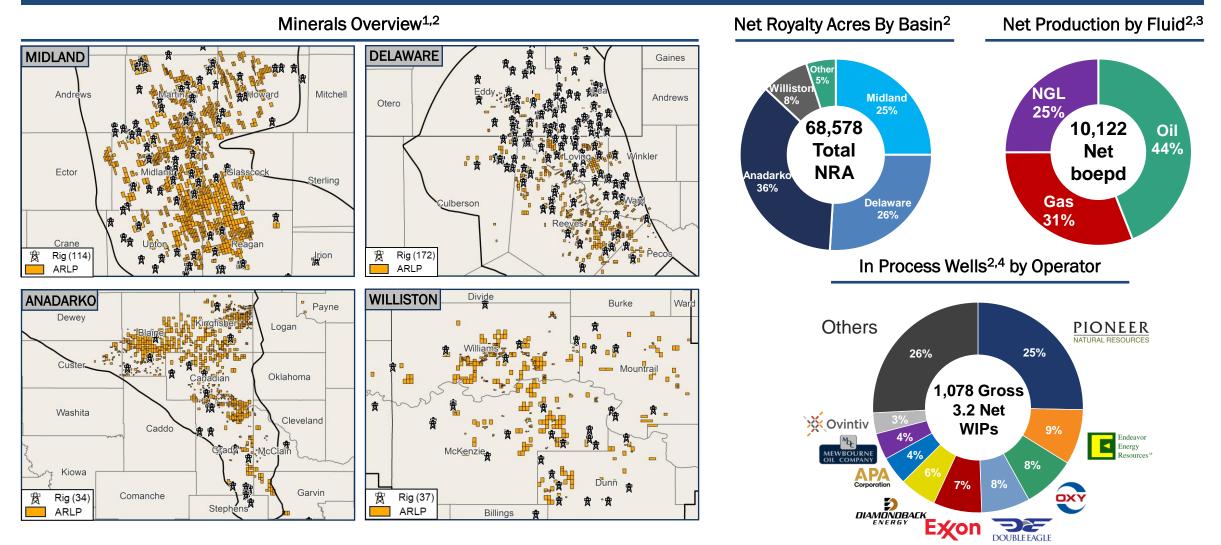
Gross oil production on Alliance's minerals portfolio accounts for 14% of total U.S. onshore production and 22% of Permian production



Source: Company disclosure, Enverus. <sup>1</sup> Includes production attributed to ARLP's 13.9% interest in ADIII. <sup>2</sup> Based on Midland and Delaware Basin gross oil production.

## **4** Overview of O&G Mineral Acreage

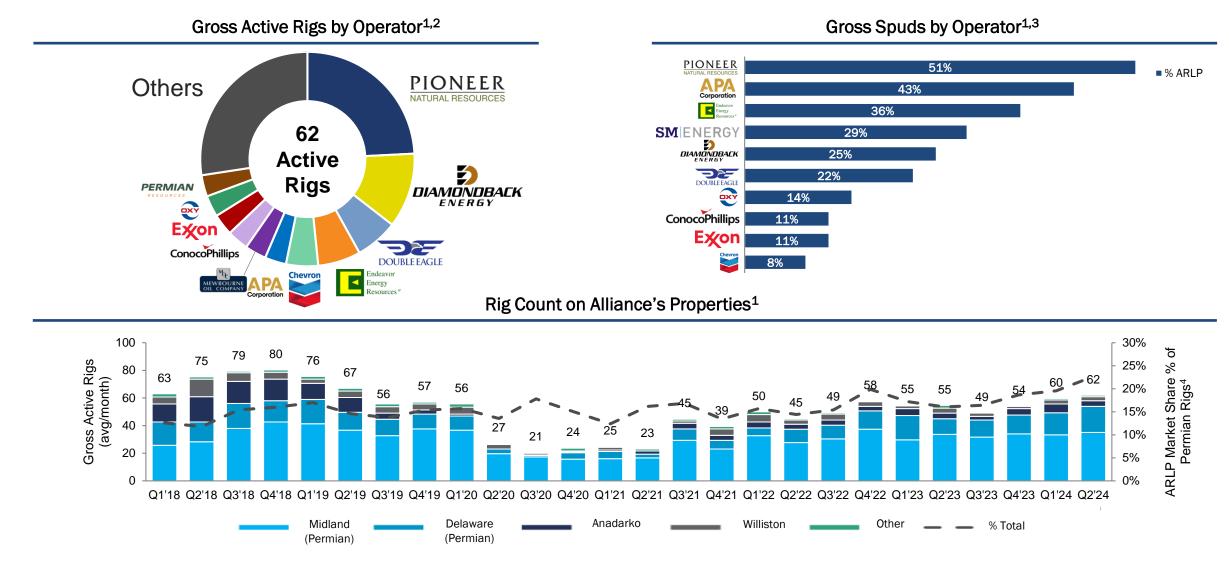
Alliance's mineral interests consist of high quality, liquids-weighted assets across core regions of top-tier L48 Basins



Source: Enverus. <sup>1</sup>Active Rigs as of 01-Apr-2024. <sup>2</sup> Based on ARLP and ADIII royalties position as of 31-Dec-2023. <sup>3</sup> Production based on Q1 2024 daily average for ARLP and FY 2023 daily average for ADIII. <sup>4</sup> In Process Wells include active permits + recent drilling or DUC wells as of 31-Dec-2023. Alliance Resource Partners, L.P.

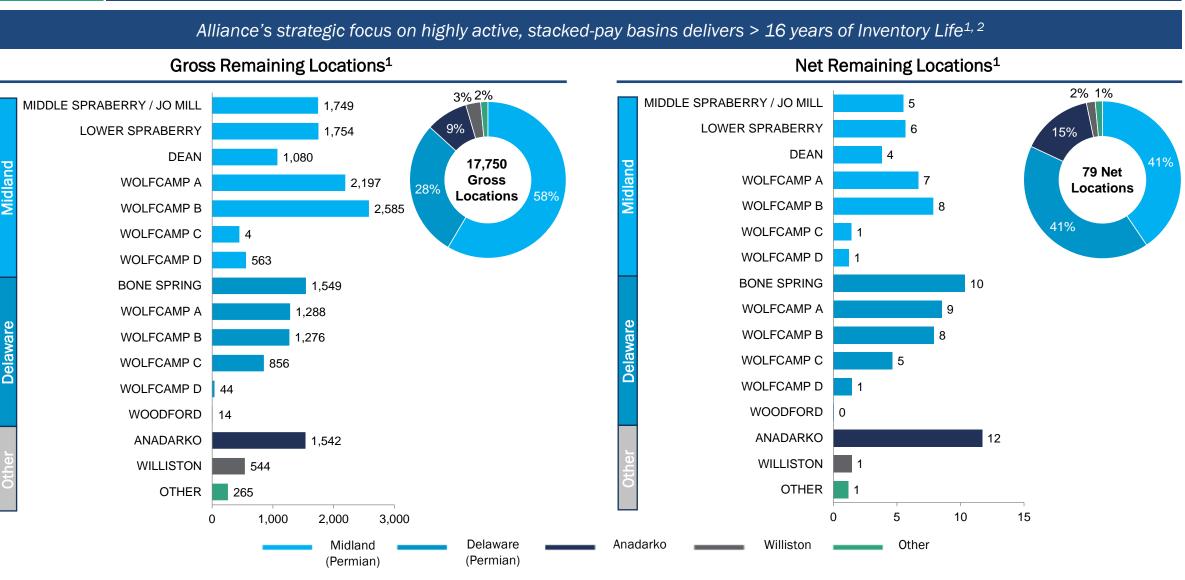
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## **5** Meaningful Permian Weighted Activity from Top-Tier Operators



Source: Company Disclosure, Enverus. <sup>1</sup> Includes rigs and spuds attributed to ARLP's 13.9% interest in ADIII. <sup>2</sup> Active Rigs as of 01-Apr-2024. <sup>3</sup> Spuds from 01-Jan-2023 to 01-Mar-2024. <sup>4</sup> Based on Midland Basin and Delaware Basin horizontal rigs.

## 5 E&Ps Have Significant Running Room Over Alliance's Royalties Position



Source: Company disclosure. <sup>1</sup>Estimated ARLP Inventory as of 01-Apr-2024. Does not include additional inventory from ADIII interest. <sup>2</sup>Based on gross remaining ARLP location count and 2023A spud count on ARLP royalties.

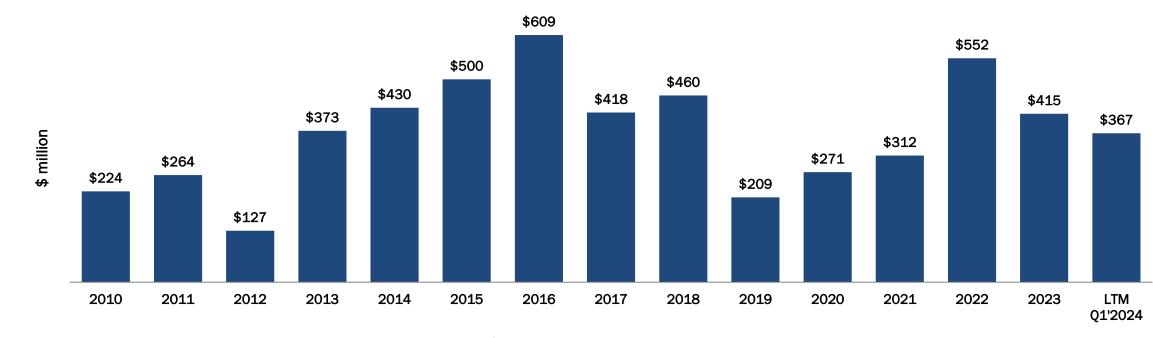
## 6 Activity on Our Acreage Meaningfully Exceeds Level Required to Maintain Production

Even as operators have moderated growth, current activity levels could sustain continued ARLP organic growth without the need for incremental acquisitions Gross Wells Turned-in-Line<sup>1</sup> Estimated Incremental Alliance Gross Wells Required to Hold 2024 Production Through 2029 1,214 1,097 Trailing 3-year average of ~1,100 gross wells turned-in-line per year .......... 993 745 734 720 718 702 Annual gross wells turned-in-line on Alliance acreage has exceeded the level required to keep production flat at 2024 levels through 2029 by more than 50% 2021 2022 2023 2025E 2026E 2027E 2028E 2029E

Source: Third party reserve report as filed with the 2023 10-K, Company disclosure, Enverus.

Note: Estimated ARLP Inventory as of 01-Apr-2024. Does not include additional inventory from ADIII equity interest. 2024 production levels based on reserve report.<sup>1</sup> Defined as a well that has finished pre-production operations and turned to sales, permitting production of commercial quantities of hydrocarbons

Consistently delivering strong operating and financial performance while maintaining a conservative balance sheet throughout market cycles

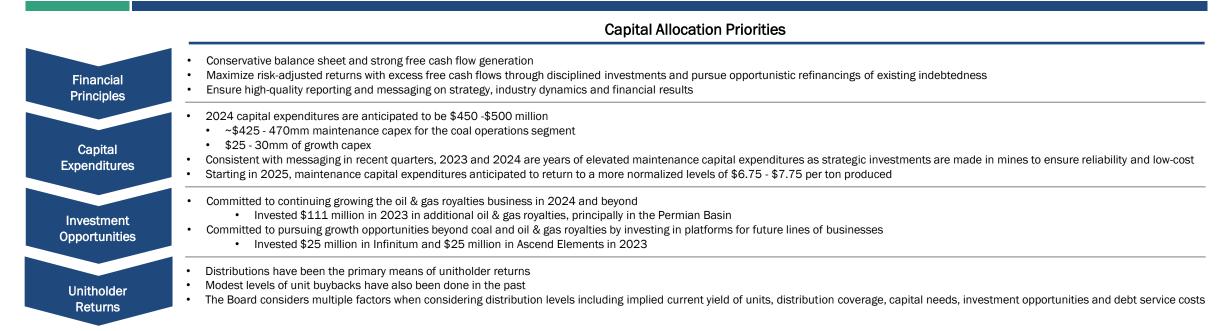


Free Cash Flow over Time<sup>1</sup>

Net Leverage<sup>1</sup> and Gross Leverage over Time

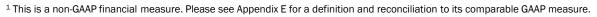
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Q1'2024
Net Leverage	0.8x	0.8x	1.3x	1.2x	1.0x	1.2x	0.9x	0.9x	0.7x	1.3x	1.4x	0.7x	0.1x	0.3x	0.3x
Gross Leverage	1.4x	1.2x	1.4x	1.3x	1.0x	1.2x	0.9x	0.9x	1.1x	1.3x	1.6x	0.9x	0.4x	0.4x	0.5x

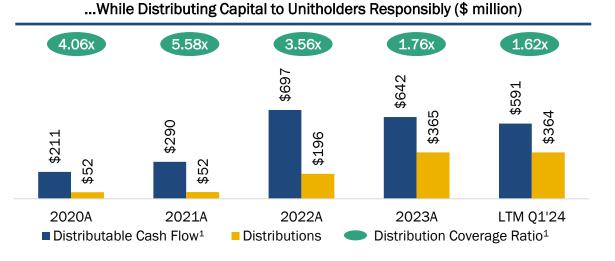
<sup>1</sup> This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure.





Alliance Has Maintained a Strong Balance Sheet...



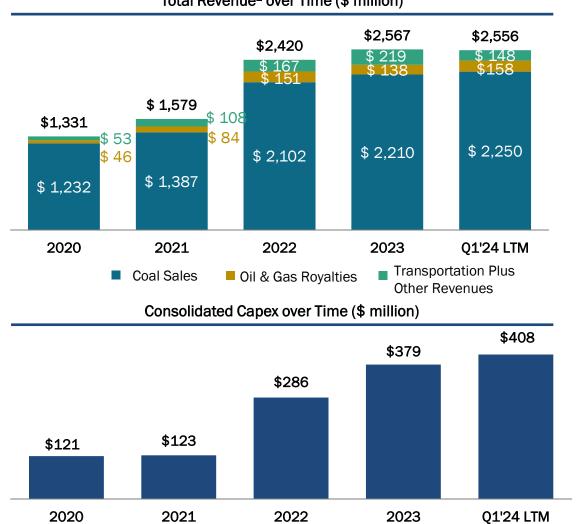


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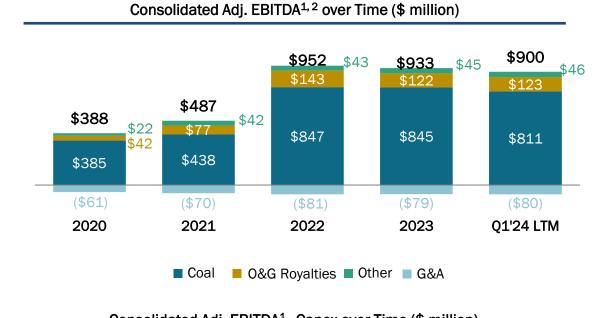
# Appendix A: Consolidated Financial Overview

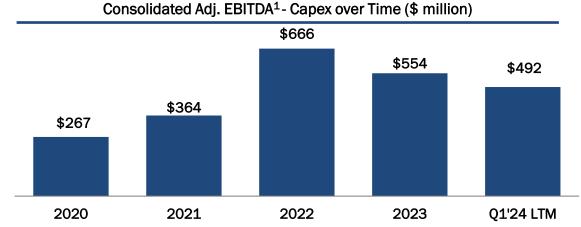


## Historical Financial Summary – Alliance Consolidated



Total Revenue<sup>2</sup> over Time (\$ million)





<sup>1</sup> This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure. <sup>2</sup> Displayed for Coal Operations (excluding Coal Royalties), 0&G Royalties, and other segments.

## **Current Capitalization**

		1			
		xEBITDA <sup>1</sup>			
CCR: Ba3 (Sta.) / B+ (Pos.) / BB (Sta.)	3/31/2024 (mm)	Q1'2024A	Spread / Coupon	Tranche Ratings	Maturity
Cash and Cash Equivalents	\$ 134				
1L Secured Revolving Credit Facility (\$425mm)	_		S + CSA <sup>2</sup> + 325	NR / NR / BB+	Mar-27
Securitization Facility (\$90mm)	45		ND		Jan-25
Feb 2024 Equipment Financing	54		ND		Feb-28
Term Loan due 2027	56		S + CSA <sup>2</sup> + 325	NR / NR / BB+	Mar-27
Total Secured Debt	\$ 155	0.2 x			
Net Secured Debt	21	0.0 x			
Senior Unsecured Notes due 2025	\$ 285		7.500%	B1/B+/BB	May-25
June 2020 Equipment Financing	1		6.100%	NR / NR / NR	Jun-24
Total Debt	\$ 441	0.5 x			
Net Debt	307	0.3 x			
Employee and Pension Laibilities	\$ 44				
Asset Retirement Obligations	148				
Total Debt and Liabilities	\$ 633	0.7 x			
Net Debt and Liabilities	499	0.6 x			
Minority Interest	\$ 24				
Market Capitalization (As of 14-May-2024)	2,888				
Enterprise Value	\$ 3,411 <sup>3</sup>	3.8 x			

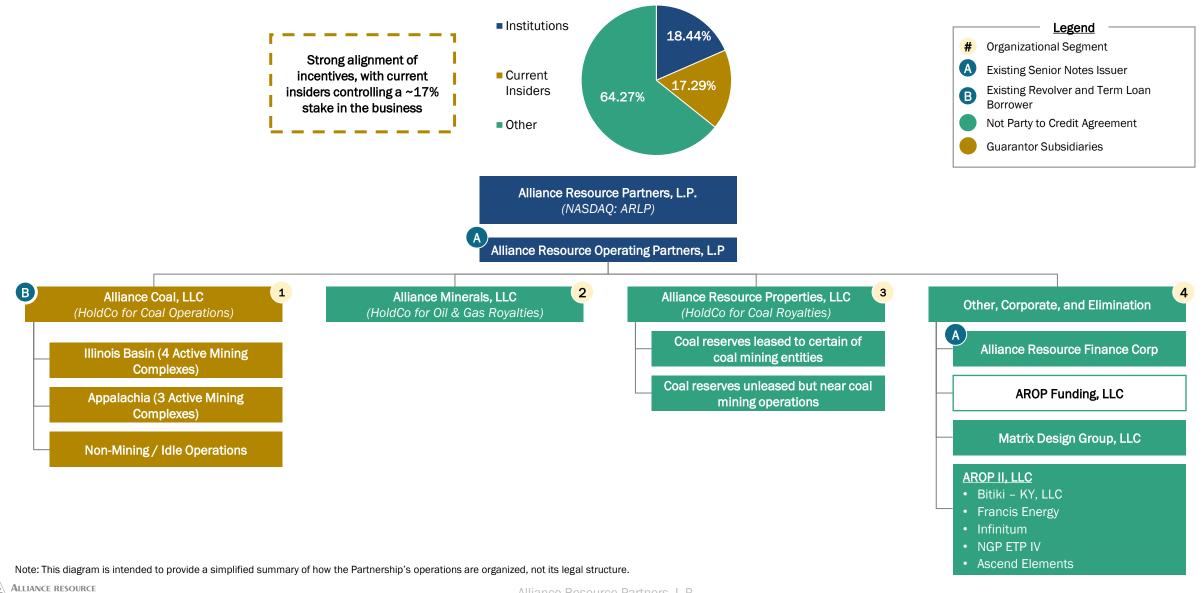
#### **EBITDA**

Q1'24 LTM Adj. EBITDA<sup>1</sup>

\$ 900

Source: CapIQ, SecDB, Bloomberg, Company Filings. <sup>1</sup> This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure. <sup>2</sup> CSA = Credit Spread Adjustment. <sup>3</sup> Enterprise Value calculated as Net Debt & Liabilities + Minority Interest + Market Capitalization

## **Organizational Chart**



PARTNERS, L.P.

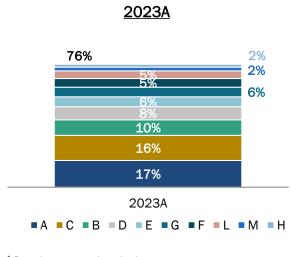
Appendix B: Coal Overview



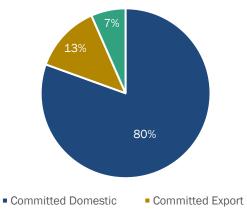
## **Customer and Contract Profile**

- Alliance's commercial strategy focuses on securing multi-year contracts with blue-chip customers to reduce exposure to coal prices and increase visibility into volumes and cash flows
  - FY24 book over 90% contracted<sup>1</sup>, maintaining flexibility to support domestic or export markets through unsold position
  - Approximately 45% of 2025 sales-tonnage is contracted<sup>1</sup>; Alliance is well-positioned to maximize value in both domestic and international markets
- Alliance cash flow benefitting from favorable market environment and pricing dynamics
  - FY24 coal price guidance ranging from \$61.75 to \$63.75 per ton
- Closure dates for coal-fired power plants are being delayed to meet growing energy demand and reliability concerns providing support for coal production
- FY24E tons of 34.0 35.8 million with >90% of sales already contracted<sup>1</sup>

#### Key Customers and Contracted Volume



#### <u>2024E</u>

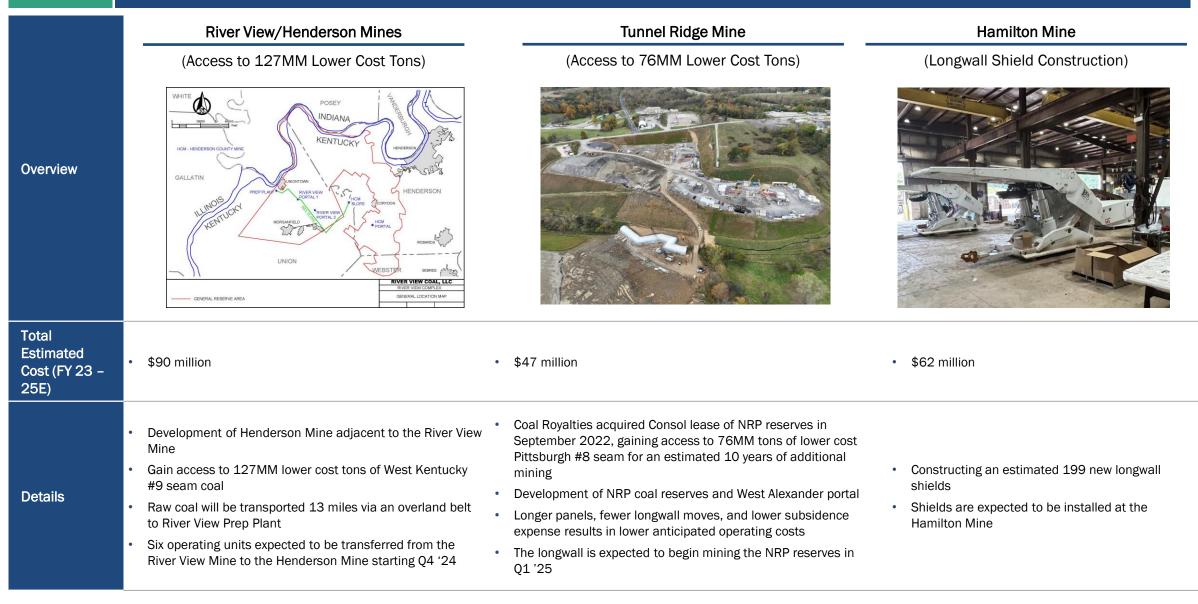




Customer	2023 Tons Sold ('000)	Length of Relationship (Years)	Rating (Moody's / S&P)
Customer A	5,414	31	Baa1/A-
Customer B	3,379	53	Aaa / AA+
Customer C	5,356	27	A3 / A-
Customer D	2,768	34	Baa1/A-
Customer E	2,117	35	Baa2 / A-
Customer F	1,829	27	A- / NR
Customer G	2,036	42	A3 / A-
Customer H	615	34	A2 / BBB+
Customer I	410	21	B2 / B+
Customer J	598	42	Baa2 / BBB-
Customer K	569	33	Ba2 / BB-

#### <sup>1</sup> Based on expected total sales.

### Strategic Investments in Coal Operations Segments

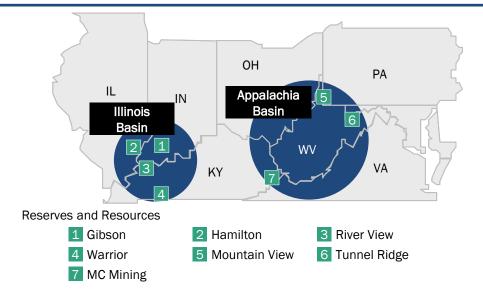


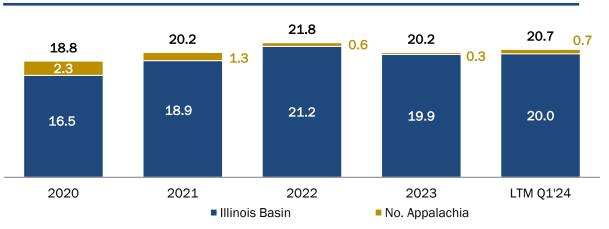
## **Snapshot of Coal Royalties Segment**

Overview

- Segment includes ~558mm tons of proved and probable coal reserves and substantially all of the ~1.06bn tons of Alliance's measured, indicated and inferred coal mineral resources (throughout ILB and APP)
- Substantial majority of Company coal reserves and resources are leased to Alliance mining complexes
  - ~60% of the royalty-based leases have an initial term of 5 to 40 years
  - Substantially all lessees have the option to extend the lease for additional terms
- Lessees are granted the right to mine and sell coal reserves and resources in exchange for royalty payments
  - Royalty payments are based on a percentage of sales price or a fixed royalty per ton of coal mined and sold
- LTM Q1'24 Segment Adjusted EBITDA<sup>1</sup> of \$43M

#### **Coal Royalties - Mine Geography**

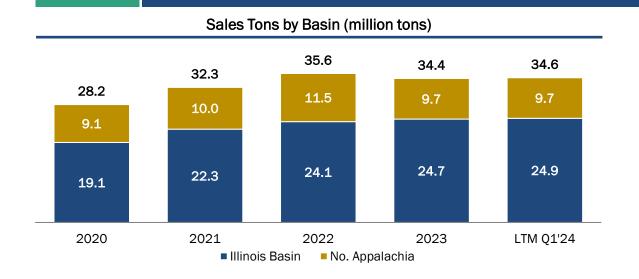


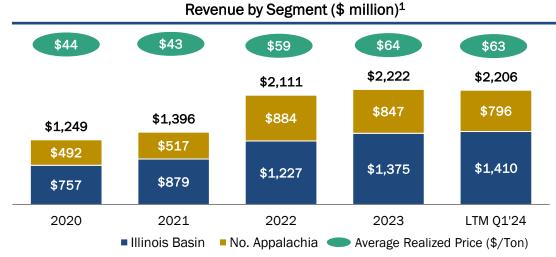


Coal Royalties Tons Sold by Region (Mt)<sup>2</sup>

<sup>1</sup> This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure. <sup>2</sup> Represents tons sold by Coal Operations segment associated with coal reserves leased from the Coal Royalties segment.

## Historical Financial Summary – Coal Operations Segment





#### Segment Adj. EBITDA (\$ million)<sup>2</sup>



#### Capital Expenditures (\$ million)<sup>3</sup>



<sup>1</sup> Excludes Transportation Revenues.

<sup>2</sup> This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure.

<sup>3</sup> Based on Company filings, excludes capital expenditures from Oil and Gas Royalties, Coal Royalties and Other, Corporate and Elimination segments.

Coal Royalty Tons Sold (000's)<sup>1</sup> Segment Adjusted EBITDA<sup>1,2</sup> (\$ million) \$43 21.8 \$41 20.7 20.2 \$39 20.2 18.8 \$33 \$24 2020 2021 2022 2023 LTM Q1'2024 2020 2023 LTM Q1'2024 2021 2022

<sup>1</sup> Represents tons sold by Coal Operations segment associated with coal reserves leased from the Coal Royalties segment. <sup>2</sup> This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure.

# Appendix C: Oil and Gas Royalties Overview

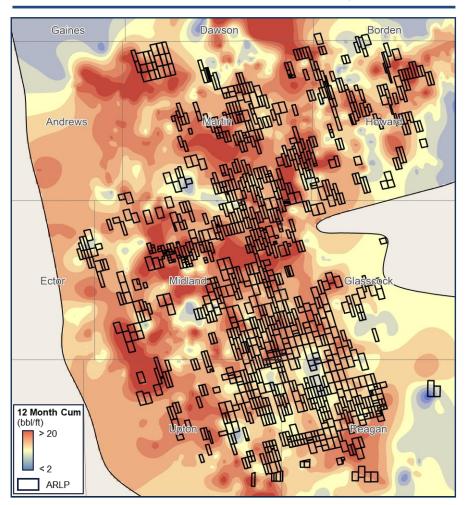


Acquisition activity has focused on the Core Permian, where high oil productivity continues to attract capital from blue chip operators

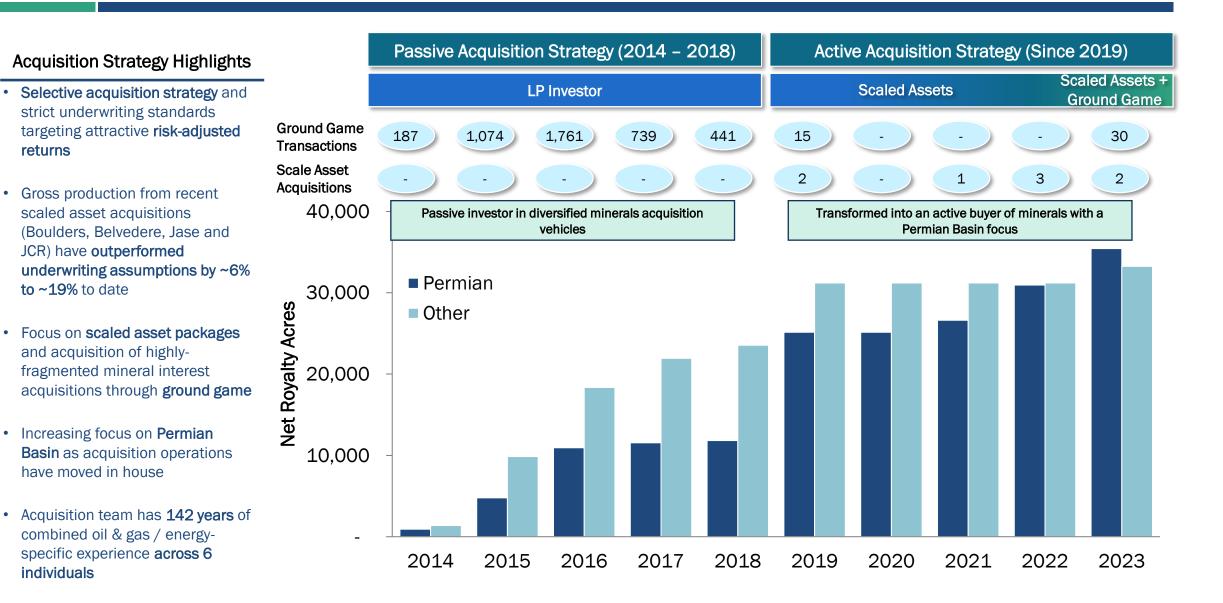
Andrews /inkler Culberson III 12 Month Cum (bbl/ft) > 26 < 2

Delaware 12 Month Cum. Oil Map<sup>1</sup>

Midland 12 Month Cum. Oil Map<sup>1</sup>

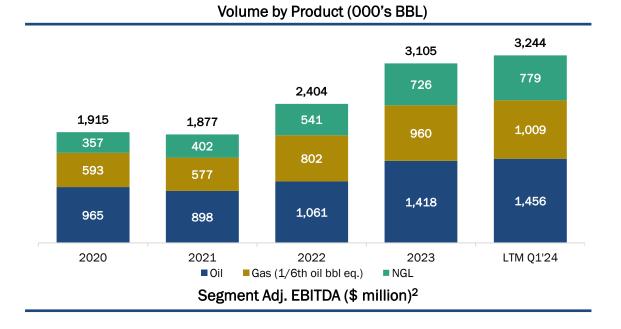


Source: Enverus. <sup>1</sup> Heatmap based on EUR as of 30-Apr-2024. Wells used for heatmap are 2019+ vintage.



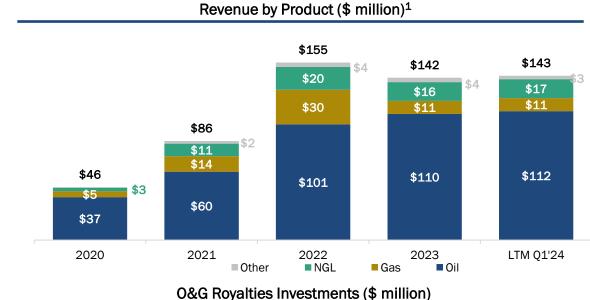
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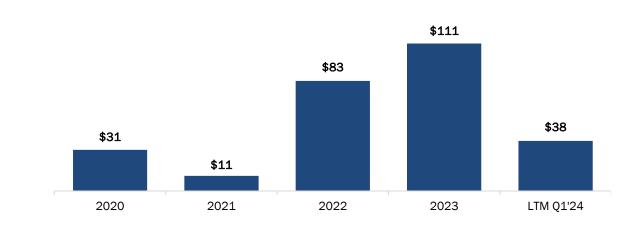
## Historical Financial Summary – O&G Royalties Segment



\$143

2022





1. Other includes lease bonuses for source of revenue.

\$42

2020

2. This is a non-GAAP financial measure. Please see Appendix E for a definition and reconciliation to its comparable GAAP measure.

\$77

2021

Alliance Resource Partners, L.P.

\$123

LTM Q1'24

\$122

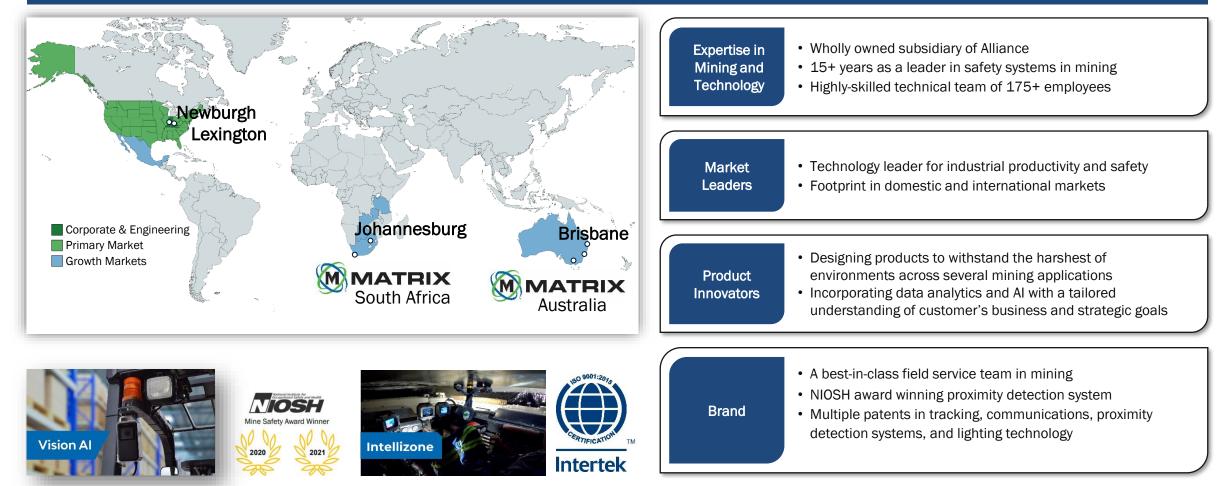
2023

# Appendix D: Matrix and New Ventures Overview





### Matrix develops, supplies, and supports technology that enhances productivity and improves safety in industrial and mining environments



## New Ventures focused on diversifying business into high-growth areas that are indirectly linked to Alliance's core competencies

## Investment Approach

We are allocating excess cash flows into high growth businesses where we can leverage our core competencies and strategic relationships to generate meaningful, risk-adjusted returns

These investments fall into two primary categories:

- Operated Growth Assets: entities that we directly operate or control
- Strategic Investments: non-controlling investments in highly strategic areas that may lead to controlling opportunities, strategic customer/supplier opportunities, and/or significant returns upon exit

## **Current Areas of Focus**

- Critical EV Materials
- Electricity Transmission & Distribution Manufacturing and Services
- Industrial Land Development/Data Centers/Recycling
- Battery Energy Storage Systems





**Z**Infinitum



NGP

Entity Description	Invested Capital	Partnership
Ascend Elements: A leading provider of sustainable, closed-loop battery materials solutions	\$25 million	Potential Shredding / Logistics Partner
Infinitum: Manufacturer of highly efficient patented air core motors	\$67 million	Joint Development Agreement with Matrix

# Appendix E: Supporting Financial Information



Reconciliation of GAAP "Net Income Attributable to ARLP" to NON-GAAP "EBITDA" and "Distributable Cash Flow" (in thousands):

	 Three Mor Marc	nths Ei :h 31,	nded	 Year Ended December 31,
	 2024		2023	 2023
Net income attributable to ARLP	\$ 158,057	\$	191,185	\$ 630,118
Depreciation, depletion, and amortization	65,549		65,550	267,982
Interest expense, net	8,771		11,293	33,403
Capitalized interest	(2,298)		(1,407)	(6,706)
Income tax expense (benefit)	 4,949		4,241	 8,280
EBITDA	235,028		270,862	933,077
Litigation expense accrual (1)	15,250		_	_
Change in fair value of digital assets (2)	 (11,853)		_	_
Adjusted EBITDA	238,425		270,862	933,077
Equity method investment loss (income)	553		(52)	1,468
Distributions from equity method investments	882		1,014	3,918
Interest expense, net	(8,771)		(11,293)	(33,403)
Income tax benefit (expense)	(4,949)		(4,241)	(8,280)
Deferred income tax benefit (3)	(107)		(372)	(8,973)
Litigation expense accrual	(15,250)		_	_
Estimated maintenance capital expenditures (4)	 (70,725)		(65,170)	(245,883)
Distributable Cash Flow	\$ 140,058	\$	190,748	\$ 641,924
Distributions paid to partners	\$ 91,246	\$	91,938	\$ 364,579
Distribution Coverage Ratio	1.53		2.07	1.76

<sup>1</sup> Litigation expense accrual is a non-recurring \$15.3 million accrual relating to certain litigation described in Item 3 of Part I of Alliance's Form 10-K filed on February 23, 2024 with the SEC for the period ended December 31, 2023. <sup>2</sup> On January 1, 2024, ARLP elected to early adopt new accounting guidance which clarifies the accounting and disclosure requirements for certain crypto assets. The new guidance requires entities to measure certain crypto assets at fair value, with the change in fair value included in net income. <sup>3</sup> Deferred income tax expense (benefit) is the amount of income tax expense (benefit) during the period on temporary differences between the tax basis and financial reporting basis of recorded assets and liabilities. These differences generally arise in one period and reverse in subsequent periods to eventually offset each other and do not impact the amount of distributable cash flow available to be paid to partners. <sup>4</sup> Maintenance capital expenditures are those capital expenditures required to maintain, over the long-term, the existing infrastructure of our coal assets. We estimate maintenance capital expenditures are assumed to be \$7.76 per ton produced compared to an estimated \$7.05 per ton produced in 2023. Our actual maintenance capital expenditures fluctuate depending on various factors, including maintenance schedules and timing of capital projects, among others.

## **Supplemental Information**

Reconciliation of GAAP "Cash Flows from Operating Activities" to NON-GAAP "Free Cash Flow" (in thousands):

	 Three Mor Marc	nths En :h 31,	ıded	 Year Ended December 31,
	 2024		2023	 2023
Cash flows from operating activities	\$ 209,673	\$	221,688	\$ 830,642
Capital expenditures	(123,846)		(95,474)	(379,338)
Change in accounts payable and accrued liabilities	 4,331		12,110	 (29,695)
Free cash flow	\$ 90,158	\$	138,324	\$ 421,609

## Reconciliation of Non-GAAP " EBITDA" to "Segment Adjusted EBITDA" (in thousands):

		Three Mor Marc	nths En h 31,	ded	Year Ended Jecember 31,
		2024		2023	 2023
Adjusted EBITDA	s	238,425	\$	270.862	\$ 933,077
General and administrative		22,129		21,085	79,096
Segment Adjusted EBITDA		260,554		291,947	1,012,173
Segment Adjusted EBITDA – Non-Coal Operations		(49,659)		(46,273)	 (179,761)
Segment Adjusted EBITDA – Coal Operations	<u>\$</u>	210,895	\$	245,674	\$ 832,412

Reconciliation of GAAP "net income attributable to ARLP" to non-GAAP "EBITDA", "Adjusted EBITDA", and "Segment Adjusted EBITDA".

#### **Illinois Basin Coal Operations Segment**

		Year Ended December,										
		2019		2020	_	2021		2022		2023	_	Q1 '24 LTM
							(in milli	ons)				
Not see at the life of ADLD	¢	120	¢	(125)	¢	117	¢	262	¢	257	¢	252
Net income attributable to ARLP	\$	132	\$	(135)	\$	117	\$	262	\$	357	\$	353
Depreciation, depletion and amortization		193		182		135		144		142		143
Interest expense, net		-		-	_	-		-		-	_	-
EBITDA	\$	325	\$	47	\$	252	\$	406	\$	499	\$	496
Litigation expense accrual		-		-		-		-		-		11
Asset impairments		7		23		-		-		-		-
Goodwill impairment		-		132	_	-		-		-		-
Adjusted EBITDA	\$	332	\$	202	\$	252	\$	406	\$	499	\$	507
General & Administrative Expenses		18		12		13		15		15		15
Segment Adjusted EBITDA	\$	350	\$	214	\$	265	\$	421	\$	514	\$	522

#### Appalachia Coal Operations Segment

			Yea	r Ended Decer	nber,				
	2019	 2020		2021		2022	 2023	_	Q1 '24 LTM
	 _				(in milli	ions)		_	
Net income attributable to ARLP	\$ 139	\$ 72	\$	76	\$	332	\$ 258	\$	214
Depreciation, depletion and amortization	70	94		91		88	67		65
Interest expense, net	 -	 -		-		-	 -	_	-
EBITDA	\$ 209	\$ 166	\$	167	\$	420	\$ 325	\$	279
Litigation expense accrual	 -	 -		-		-	 -	_	4
Adjusted EBITDA	\$ 209	\$ 166	\$	167	\$	420	\$ 325	\$	283
General & Administrative Expenses	 6	5		6		6	 6	_	6
Segment Adjusted EBITDA	\$ 215	\$ 171	\$	173	\$	426	\$ 331	\$	289



#### Coal Segments' Segment Adjusted EBITDA Margin

	 Year Ended December,												
	2019	2020	2021		2022	2023		Q1 '24 LTM					
	 			(in million	s)								
Segment Adjusted EBITDA													
Illinois Basin	\$ 350 \$	214	\$ 265	\$	421	\$ 514	\$	522					
Appalachia	 215	171	173		426	331		289					
Total Coal Segments' Segment Adjusted EBITDA	\$ 565 \$	385	\$ 438	\$	847	\$ 845	\$	811					
Revenues													
Illinois Basin	1,237	770	920		1,296	1,482		1,519					
Appalachia	 644	500	545		928	883		830					
Total Coal Segments' Revenues	\$ 1,881 \$	1,270	\$ 1,465	\$	2,224	\$ 2,365	\$	2,349					
Coal Segments' Segment Adjusted EBITDA Margin	30 %	30 %	30	%	38 %	36	%	35					

#### **Coal Royalties Segment**

		Year End	ed Decen	nber,			
	2020	 2021		2022	 2023	Q1	'24 LTM
			(	in millions)			
Net income attributable to ARLP	\$ 13	\$ 22	\$	29	\$ 30	\$	33
Depreciation, depletion and amortization	 9	 11		10	 11		10
EBITDA	\$ 22	\$ 33	\$	39	\$ 41	\$	43
Asset impairments	2	-		-	-		-
Adjusted EBITDA	\$ 24	\$ 33	\$	39	\$ 41	\$	43
General & Administrative Expenses	 -	 		-	 -		-
Segment Adjusted EBITDA	\$ 24	\$ 33	\$	39	\$ 41	\$	43

#### Oil & Gas Royalties Segment

										Year	Ended	December,										
		2014		2015		2016		2017		2018		2019		2020		2021		2022		2023	Q	1 '24 LTM
												(in millions)										
Net income attributable to ARLP				(1)		2		12		21		177	s	7		48		55		65		45
	ి	-	ి	(1)	ి	2	ి	13	2	21	ి		ి		ి		ి		ి		3	65
Depreciation, depletion and amortization		-		-		•		-		-		24		28		26		30		36		38
Interest expense, net		-		-		-		-		-		12		3		-		-		2		2
Income tax expense (benefit)		-		-	_	-				-		-		-		-		55		15		15
EBITDA	S	-	S	(1)	s	3	s	13	s	21	S	213	s	38	S	74	s	140	S	118	S	120
Acquisition gain		-		-		-		-		-		(177)		-		-		-		-		-
Acquisition gain attributable to noncontrolling interest		-		-	_	-		-	_	-		7		-		-		-		-		-
Adjusted EBITDA	s	-	s	(1)	s	3	s	13	s	21	S	43	s	38	s	74	s	140	S	118	S	120
General & Administrative Expenses		-		-		-		-	_	-		6		4		3		3		4		3
Segment Adjusted EBITDA	S	-	s	(1)	s	3	s	13	s	21	s	49	s	42	s	77	s	143	S	122	S	123
Revenues (Equity Earnings prior to 2019)		-		(1)	_	4	_	14	_	22	_	55	_	46		86		155		142		143
Segment Adjusted EBITDA Margin		0	%	100	%	75	%	93 9	%	95	%	89 %	6	91 %	6	90 %	6	92 9	%	86 9	6	86 %

#### Oil & Gas Royalties Segment

								Yea	r Ended	December,						
	2014	2015		2016	:	2017	_	2018		2019		2020	 2021		2022	 2023
										(in million	18)			_		
Oil & Gas Royalties Segment - Annual Investments	11	5	2	74		20		16		321		31	11		83	111
Cumulative Amount Invested \$	5 11	\$ 6	3 3	\$ 137	s	157	\$	173	\$	494	s	525	\$ 536	\$	619	\$ 730

#### **Other, Corporate and Eliminations**

				Year	Ended Decembe	er,				
	 2019	_	2020		2021		2022	2023	(	Q1 '24 LTM
					(ir	n millions	6)			
Net income attributable to ARLP	\$ (63)	\$	(88)	\$	(81)	\$	(92)	\$ (80)	\$	(67)
Depreciation, depletion and amortization	10		3		4		6	12		12
Interest expense, net	34		44		39		36	31		29
Capitalized interest	(1)		(1)		-		(1)	(7)		(8)
Income tax expense (benefit)	 -		-	_	-		(1)	 (6)		(6)
EBITDA	\$ (20)	\$	(42)	\$	(38)	\$	(52)	\$ (50)	\$	(40)
Change in fair value of digital assets	 -		-		-		-	 -		(12)
Adjusted EBITDA	\$ (20)	\$	(42)	\$	(38)	\$	(52)	\$ (50)	\$	(52)
General & Administrative Expenses	 44		40		47		56	 54		55
Segment Adjusted EBITDA	\$ 24	\$	(2)	\$	9	\$	4	\$ 4	\$	3

**Consolidated** 

														Year I	Ended	December,													
		2010		2011		2012		2013		2014		2015		2016		2017	2018	201	9 *		2020 *	20	)21 *		2022 *	_	2023 *	Q1 '	'24 LTM
																(in millions)													
Net income attributable to ARLP	¢	221	¢	200	¢	226	¢	202	¢	407	¢	207	¢	220	¢	204 ¢	267	¢	400	¢	(120)	¢	102	¢	596	¢	(20)	¢	507
	\$	321	\$	389	\$	336	\$	393	\$	497	\$	306	\$	339	\$	304 \$	367	\$		\$	(130)	\$	183	\$	586		630	\$	597
Depreciation, depletion and amortization		147		161		217		266		275		325		337		269	280		310		315		264		277		269		268
Interest expense, net		31		36		37		35		33		30		31		40	41		47		47		40		36		33		31
Capitalized interest		(1)		(15)		(8)		(9)		(1)		(1)		-		(1)	(1)		(1)		(1)		-		(1)		(7)		(8)
Income tax expense (benefit)		2		-		(1)		1		-		-		-		-	-		-		-		-		54	_	8		9
EBITDA	\$	500	\$	571	\$	581	\$	686	\$	804	\$	660	\$	707	\$	612 \$	687	\$	756	\$	231	\$	487	\$	952	\$	933	\$	897
Litigation expense accrual		-		-		-		-		-		-		-		-	-		-		-		-		-		-		15
Change in fair value of digital assets		-		-		-		-		-		-		-		-	-		-		-		-		-		-		(12)
Settlement gain		-		-		-		-		-		-		-		-	(80)		-		-		-		-		-		-
Debt extinguishment loss		-		-		-		-		-		-		-		8	-		-		-		-		-		-		-
Acquisition gain		-		-		-		-		-		(23)		-		-	-		(177)		-		-		-		-		-
Acquisition gain attributable to noncontrolling interest		-		-		-		-		-		-		-		-	-		7		-		-		-		-		-
Asset impairments		-		-		19		-		-		100		-		-	40		15		25		-		-		-		-
Goodwill impairment		-		-		-		-		-		-		-		-	-		-		132		-		-		-		-
Adjusted EBITDA	\$	500	\$	571	\$	600	\$	686	\$	804	\$	737	\$	707	\$	620 \$	647	\$	601	\$	388	\$	487	\$	952	\$	933	\$	900
General & Administrative Expenses		50		52		59		64		72		68		72		62	69		73		61		70		81		79		80
Segment Adjusted EBITDA	\$	550	\$	623	\$	659	\$	750	\$	876	\$	805	\$	779	\$	682 \$	716	\$	674	\$	449	\$	557	\$	1,033	\$	1,012	\$	980

\* Reflects the impact of the 2023 JC Resources Acquisition as though we, rather than JC Resources LP, acquired the mineral interests in 2019



Reconciliation of GAAP "net income attributable to ARLP" to non-GAAP "Distributable Cash Flow"

		Year Ended December,								
	2020 *	2021 *	2022 *	2023 *	Q1 '24 LTM					
			(in millions)							
Adjusted EBITDA	388	487	952	933	900					
Equity method investment loss (income)	(1)	(2)	(6)	1	2					
Distributions from equity method investments	2	3	7	4	4					
Interest expense, net	(47)	(40)	(36)	(33)	(31)					
Income tax benefit (expense)	-	-	(54)	(8)	(9)					
Deferred income tax benefit	-	-	35	(9)	(9)					
Litigation expense accrual	-	-	-	-	(15)					
Estimated maintenance capital expenditures	(131)	(158)	(201)	(246)	(251)					
Distributable Cash Flow	211	290	697	642	591					
Distributions paid to partners	52	52	196	365	364					
Distribution Coverage Ratio	4.06	5.58	3.56	1.76	1.62					

\* Reflects the impact of the 2023 JC Resources Acquisition as though we, rather than JC Resources LP, acquired the mineral interests in 2019

<b>Reconciliation of GAAP</b> "Cash flows from operating activities" to non-GAAP "Free cash flow"	_										Yea	r En	ded December	,										
	_	2010		2011	 2012	_	2013	 2014	_	2015	 2016	-	<u>2017</u> (in millio	ons)	2018	 2019 *	_	2020 *	 2021 *	_	2022 *	-	2023 *	Q1 '24 LTM
Cash Flow from Operations	\$	521	\$	574	\$ 556	\$	705	\$ 739	\$	716	\$ 704	\$	556	\$	694	\$ 515	\$	401	\$ 432	\$	802	\$	824	\$ 812
Capital Expenditures		(290)	)	(322)	(425)		(329)	(307)		(213)	(91)		(145)		(233)	(306)		(121)	(123)		(286)		(379)	(408)
Change in accounts payable and accrued Liabilities Free Cash Flow	\$	(7) 224	\$	12 264	\$ (4) 127	\$	(3) 373	\$ (2) 430	\$	(3) 500	\$ (4) 609	\$	7 418	\$	(1) 460	\$ - 209	\$	(9) 271	\$ 312	\$	36 552	\$	(30) 415	\$ (37) 367

\* Reflects the impact of the 2023 JC Resources Acquisition as though we, rather than JC Resources LP, acquired the mineral interests in 2019

## CALCULATION OF GROSS AND NET LEVERAGE

											Y	ear En	ded December,											-	
	 2010	2	2011	201	12	2013		2014	_	2015	2016		(in million	_	2018	2019 *		2020 *		2021 *	2022 *		2023 *		Q1 '24 LTM
Current Portion Long-Term Debt	\$ 18	\$	18	\$	18	\$	7 \$	230	\$	239 \$	15	0 \$	5 72	\$	92 \$	13	\$	73	\$	16 \$	5 2	5\$	20	\$	76
Long-Term Debt	704		686	·	773	8	1	589		578	39	9	416		564	768		519		419	39	7	317		355
Deferred Financing Costs	-		-		-			2		2		1	14		11	8		12		8		5	11		10
Total Debt	\$ 722	\$	704	\$ ~	791	\$ 8	8 \$	821	\$	819 \$	55	0 \$	502	\$	667 \$	789	\$	604	\$	443 \$	42	7 \$	348	\$	441
Financing Leases	-		3		20		8	17		100	11	3	86		57	11		2		2		1	-		-
Total Debt including financing leases	\$ 722	\$	707	\$ 8	811	\$ 8	6 \$	838	\$	919 \$	66	3 \$	588	\$	724 \$	800	\$	606	\$	445 \$	42	3 \$	348	\$	441
Adjusted EBITDA	500		571	(	500	6	6	804		737	7(	7	620		647	601		388		487	95	2	933		900
Gross Leverage	1.4 x	Σ.	1.2 x		1.4 x	1	3 x	1.0	х	1.2 x	0	9 x	0.9 x		1.1 x	1.3	х	1.6	x	0.9 x	0	4 x	0.4	х	0.5
Total Debt including financing leases	\$ 722	\$	707	\$ 8	811	\$ 8	6\$	838	\$	919 \$	66	3 \$	588	\$	724 \$	800	\$	606	\$	445 \$	s 42	8 \$	348	\$	441
Less: Cash and Cash Equivalents	(340)		(274)		(28)	(9		(25)		(33)	(4	))	(7)		(244)	(36)		(56)		(122)	(29	5)	(60)		(134)
Net Debt including financing leases	\$ 382		433		783	7	2	813		886	62		581		480	764		550		323	13	2	288		307
Adjusted EBITDA	500		571		500	6	6	804		737	7(	7	620		647	601		388		487	95	2	933		900
Net Leverage	0.8 x	ι.	0.8 x		1.3 x	1	2 x	1.0	х	1.2 x	0	9 x	0.9 x		0.7 x	1.3	х	1.4	x	0.7 x	0	1 x	0.3	х	0.3

\* Reflects the impact of the 2023 JC Resources Acquisition as though we, rather than JC Resources LP, acquired the mineral interests in 2019



# Definitions

Distributable Cash Flow	We define Distributable Cash Flow as Adjusted EBITDA excluding equity method investment earnings, interest expense (before capitalized interest), interest income, income taxes and estimated maintenance capital expenditures and adding distributions from equity method investments and litigation expense accrual.
Distribution Coverage Ratio	We define Distribution Coverage Ratio as Distributable Cash Flows divided by distributions paid to partners.
EBITDA	We define EBITDA as net income attributable to ARLP before net interest expense, income taxes and depreciation, depletion and amortization.
EBITDA Margin	We define EBITDA Margin as EBITDA divided by Total Revenues.
Adjusted EBITDA	We define Adjusted EBITDA as EBITDA modified for certain items that we characterize as unrepresentative of our ongoing operations, such as litigation accruals or fluctuations in the fair value of our digital assets.
Cumulative Amount Invested	We define Cumulative Amount Invested as cash invested in oil & gas reserves, including business combinations and asset acquisitions as well as contributions to equity method investments that held oil & gas reserves
Segment Adjusted EBITDA	We define Segment Adjusted EBITDA as net income attributable to ARLP before net interest expense, income taxes, depreciation, depletion and amortization and general and administrative expense.
Free Cash Flow	Free cash flow is defined as cash flows from operating activities less capital expenditures and the change in accounts payable and accrued liabilities from purchases of property, plant and equipment.
Free Cash Flow Conversion %	Free cash flow conversion % equals free cash flow divided by Adjusted EBITDA.
Net Leverage	We define net leverage as Net Debt divided by Adjusted EBITDA.
Q1'24 LTM	We define Q1'24 LTM as the Company's historical consolidated financial data for the fiscal year ended December 31, 2023, plus the historical consolidated financial data for the three months ended March 31, 2024, less the historical consolidated financial data for the three months ended March 31, 2023.