



**T.
Parker
Host**

your **HOST**

on the waterfront

How Much Coal Can the U.S. Export & How Much Will It Export?

Finn Host, Executive Vice President

Our only asset is our people. Our only product is our service. Let us put them to work for you.



T. Parker Host, Inc. – Agency

- Full-service ship agency since 1923
- Handle over 2,000 ships annually

T. Parker Host, Inc. – Cargo Services

- Documentation, cargo supervision, KPI tracking, and other transportation and logistical services
- Currently handling over 60 million tons per year, mainly coal

Host Terminals – Stevedoring

- Terminal Operations in 7 East Coast locations
- Handle over 5 million tons of bulk and break - bulk cargoes annually
- Customers include Perdue, Alcoa, Enviva, Honeywell, Dominion Power



Our Port Service

WEST GULF

- Lake Charles
- Beaumont
- Houston
- Galveston
- Port Arthur
- Corpus Christi
- Point Comfort
- Brownsville
- Freeport

EAST GULF

- Convent
- Donaldsonville
- Darrow
- Geismar
- Plaquemine
- Port Allen

EAST GULF

- Mobile
- Panama City
- Pascagoula
- Gulfport
- New Orleans
- Baton Rouge
- Port Fourchon
- Morgan City
- Venice
- Davant
- Myrtle Grove
- Braithwaite
- Chalmette
- Harvey
- Westwego
- Destrehan
- Norco
- Taft
- Reserve
- Gramercy

NORTHEAST

- Bayonne
- Morrisville
- Bristol
- Camden
- Port Elizabeth
- Trenton
- NYC
- Wilmington, DE

SOUTHEAST

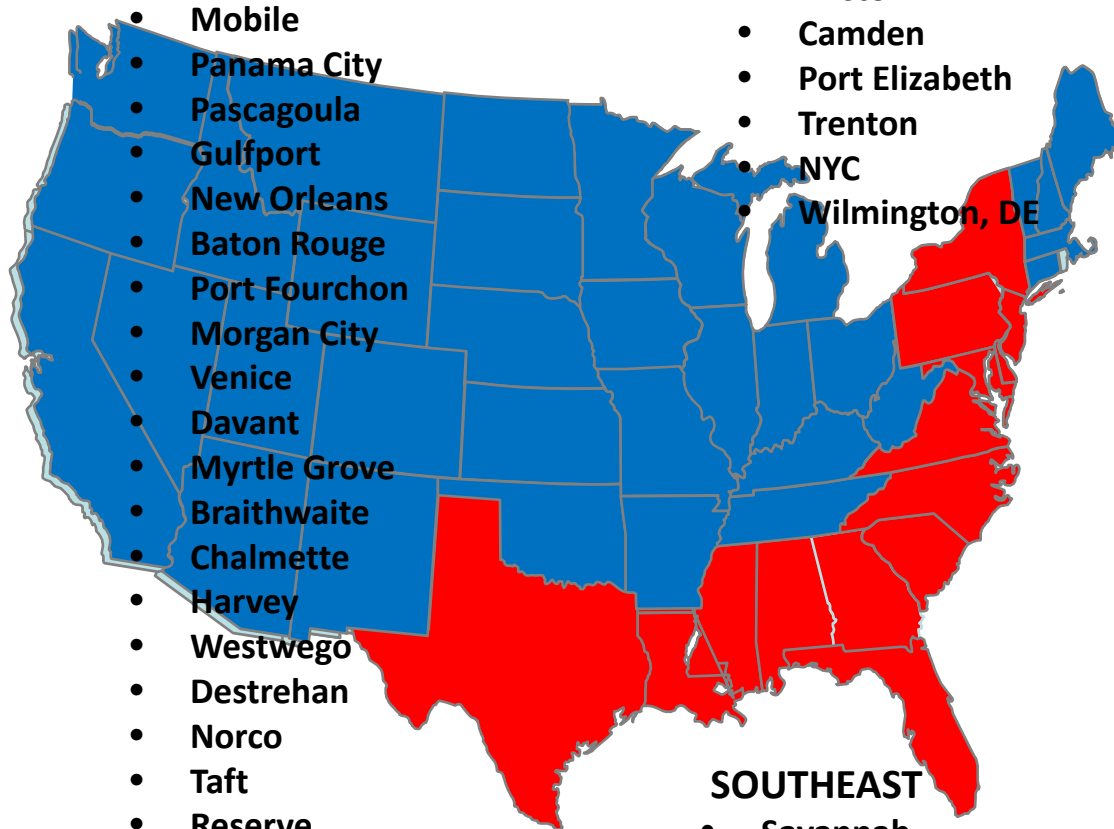
- Savannah
- Brunswick
- Jacksonville
- Fernandina Beach

NORTHEAST

- Baltimore
- Sparrows Point
- Cove Point
- Piney Point
- Philadelphia
- Chester
- Fairless Hills
- Gloucester
- Paulsboro
- Camden
- Marcus Hook
- Claymont
- Big Stone Anchorage

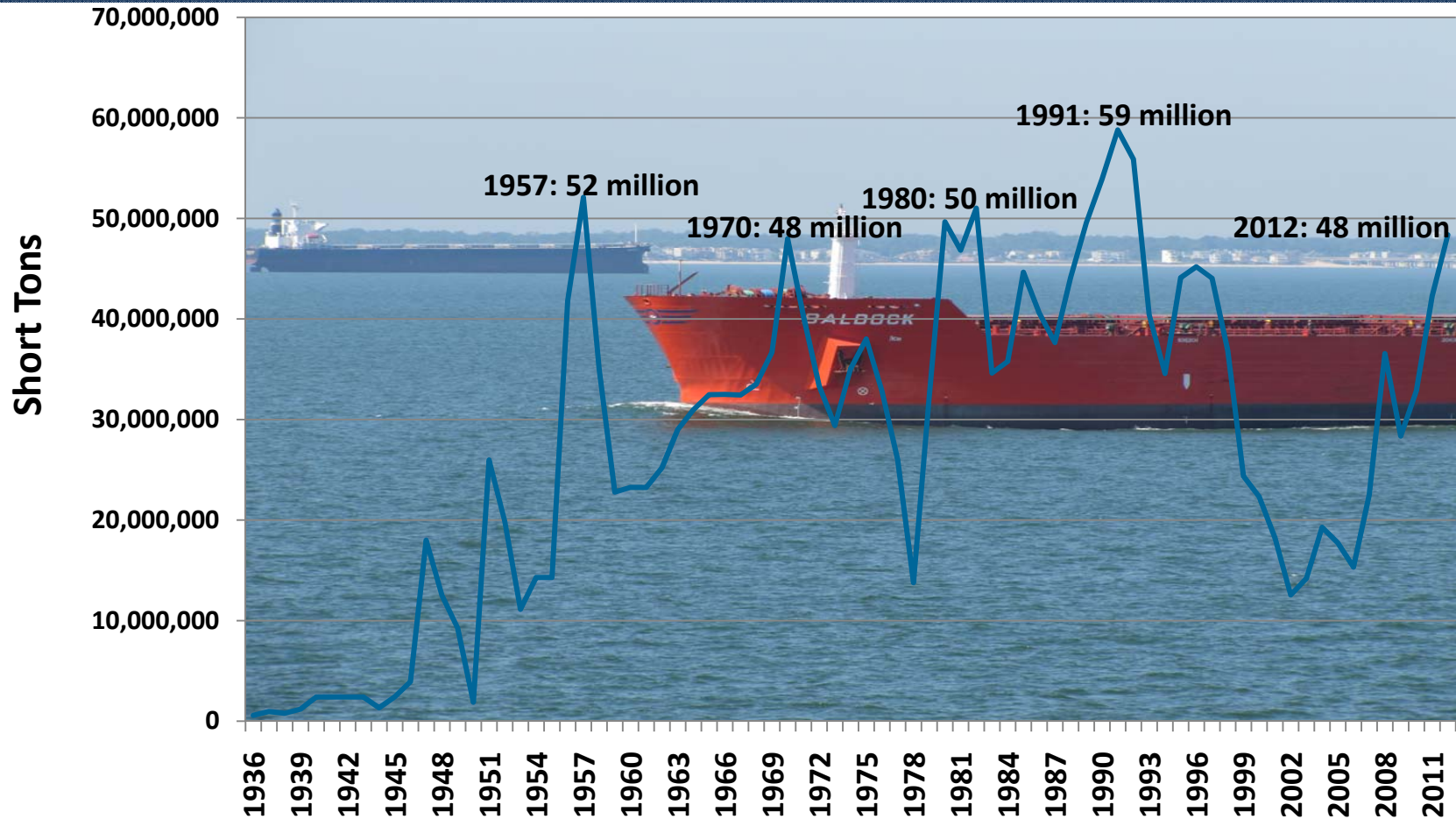
SOUTHEAST

- Norfolk
- Newport News
- Portsmouth
- Chesapeake
- Yorktown
- Hopewell
- Richmond
- Moorehead City
- Wilmington
- Georgetown
- Charleston

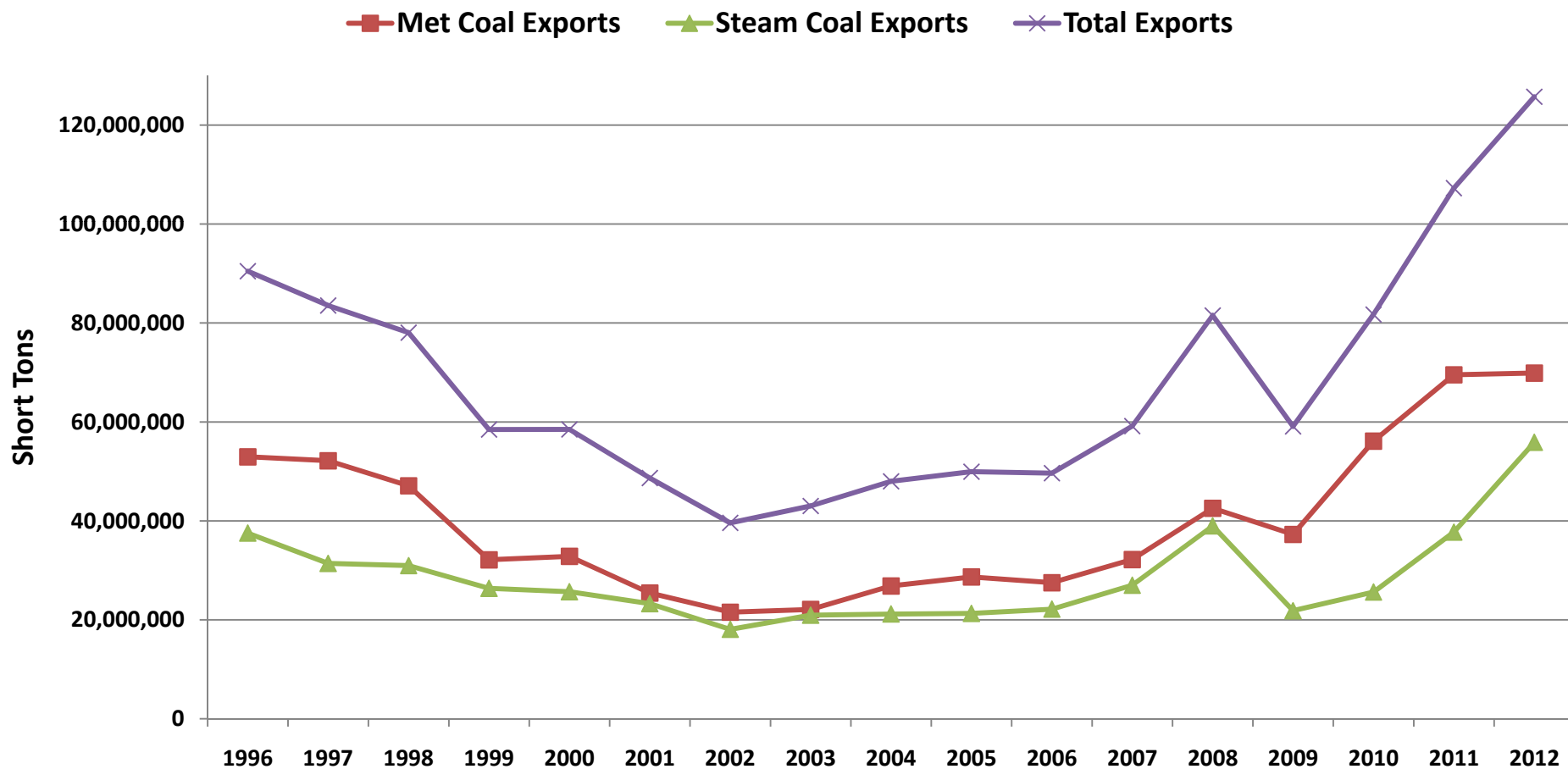


Coal – Grain – Tankers – Biomass – Fertilizers – Minerals – Metals

Hampton Roads Historical Total Coal Exports



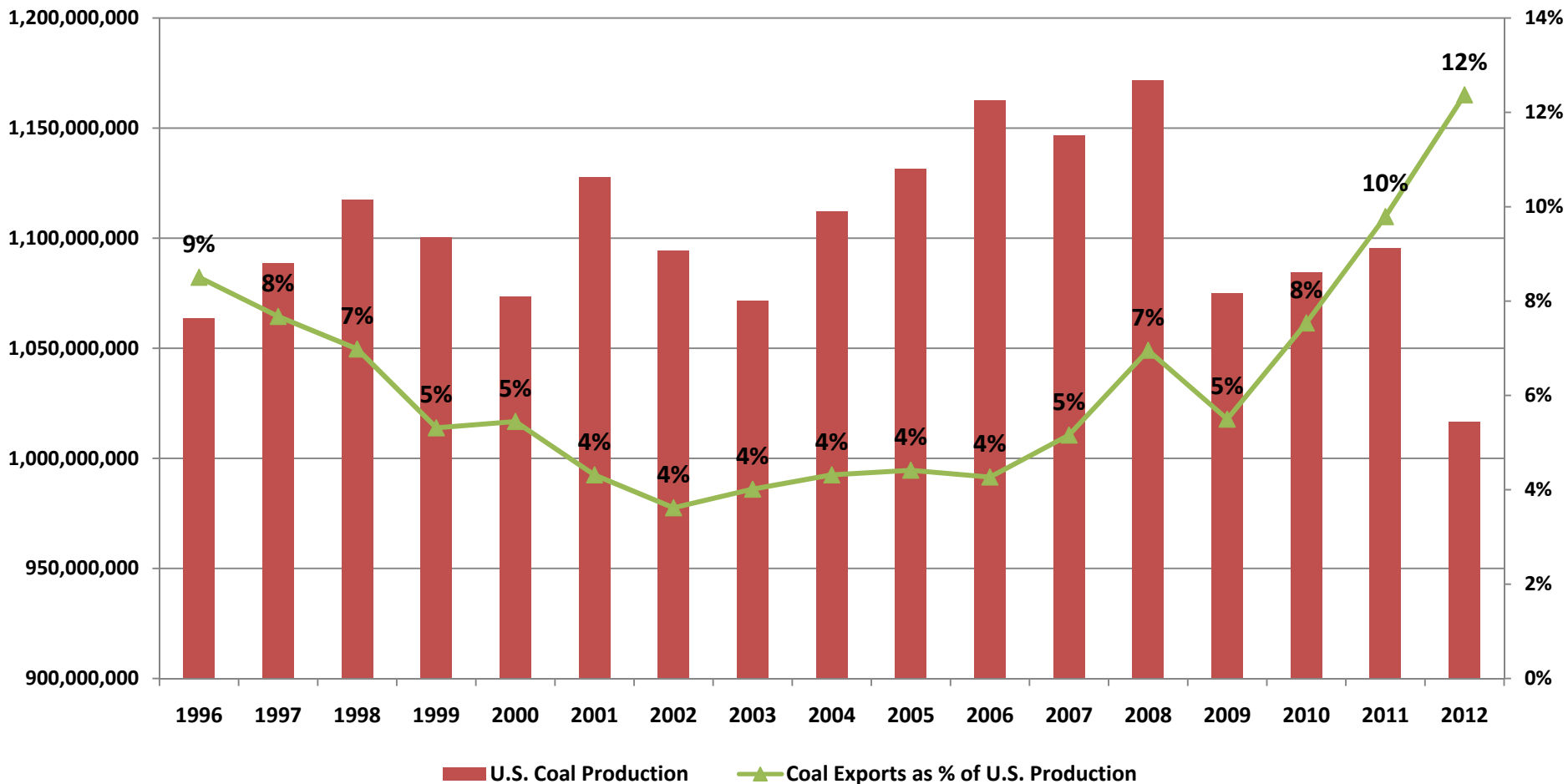
Total U.S. Exports, 1996-2012



Source: U.S. Energy Information Administration



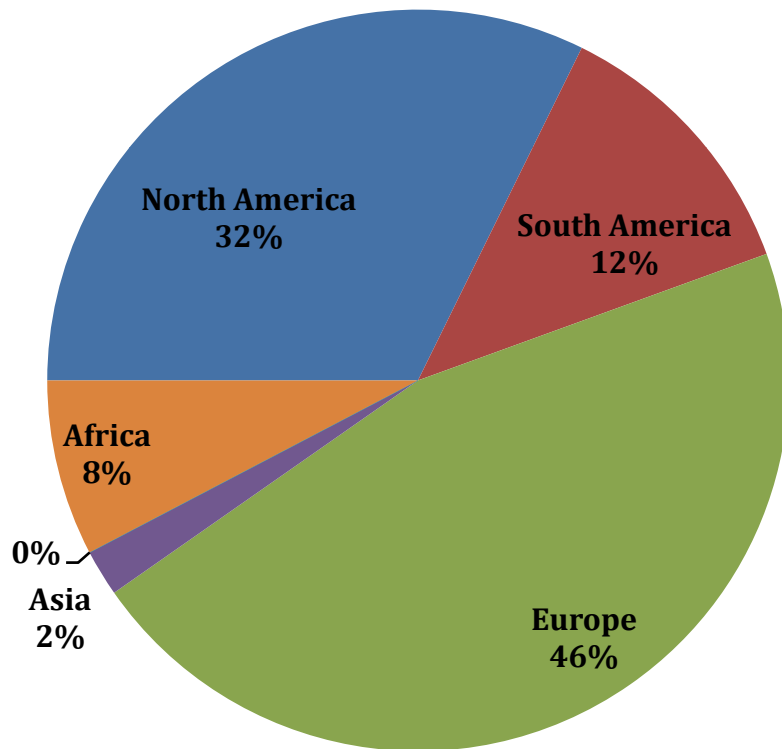
U.S. Coal Exports as Percentage of Total Coal Production, 1996-2012



U.S. Coal Export Countries of Destination (Short Tons)

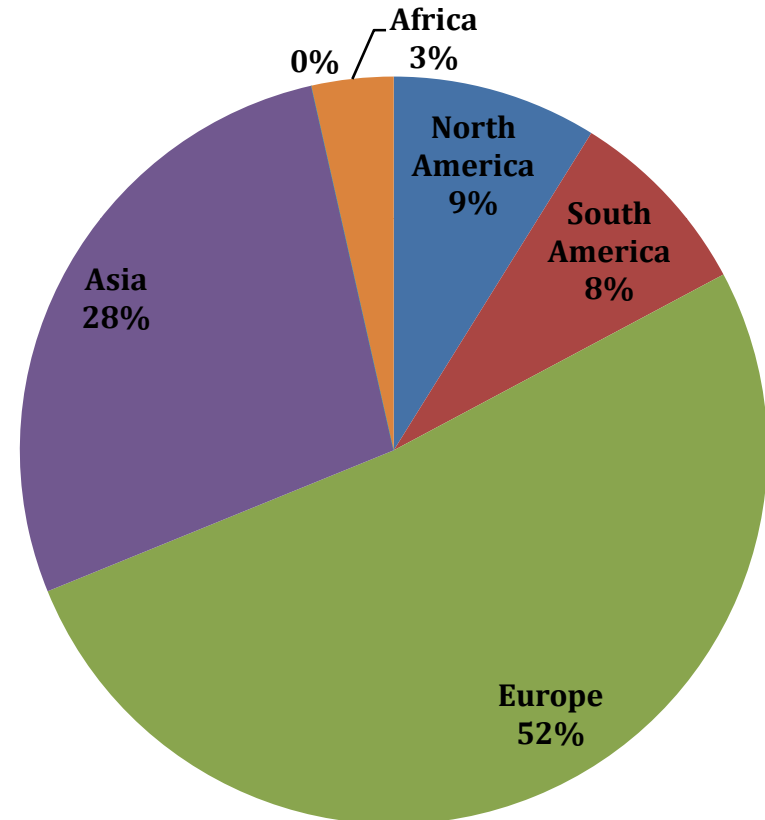


2007 Destinations



Total: 59,163,103 st

2012 Destinations



Total: 125,745,662 st

Source: U.S. Energy Information Administration



Baltimore, Maryland



Chesapeake Bay Piers [CSX]

2012 Exports = 8 M Tons
Current Capacity = 14 M Tons



CNX Marine Terminal [Consol]

2012 Exports = 12.1 M Tons
Current Capacity = 14.5 M Tons
Potential Capacity = 16.5 M Tons

Hampton Roads, Virginia



Lamberts Point/ Pier 6

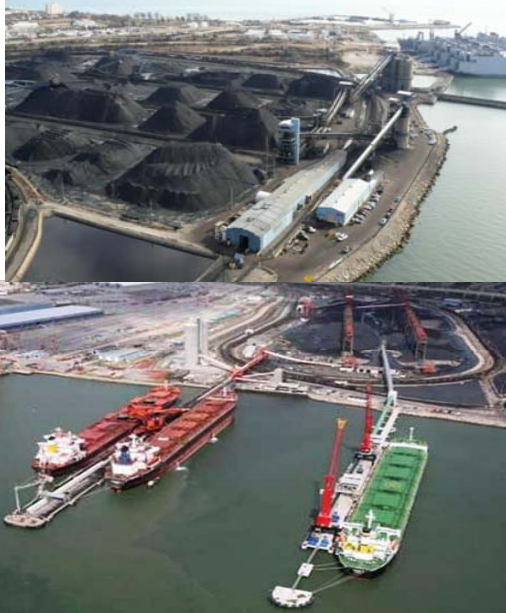
[NS]

- 18.5 MM tons exported in 2012
- 38 MM tons current capacity

Dominion Terminal Associates

[Alpha, Arch, and Peabody]

- 15.2 MM tons exported in 2012
- 22 MM tons current capacity



Kinder Morgan Pier IX

[KM]

- 14.3 MM tons exported in 2012
- 16.8 MM tons current capacity
- 17.8 MM tons committed capacity



U.S. East Coast Export Capacity

Hampton Roads Terminals	2012 Export Tons	Current Capacity	Committed Capacity		Potential Capacity	
Norfolk Southern Lamberts Point	18.5 M Tons	38 M Tons	--	--	--	--
Kinder Morgan Pier IX	14.3 M Tons	16.8 M Tons	+ 1 M Tons	17.8 M Tons	--	--
Dominion Terminal Associates	15.2 M Tons	22 M Tons	--	--	--	--
TOTALS	48 M Tons	76.8 M Tons	+ 1 M Tons	77.8 M Tons	--	--

Baltimore Terminals	2012 Export Tons	Current Capacity	Committed Capacity		Potential Capacity	
CNX Marine	12.1 M Tons	14.5 M Tons	--	--	+ 2 M Tons	16.5 M Tons
Chesapeake Bay Piers	8 M Tons	14 M Tons	--	--		
TOTALS	20.1 M Tons	28.5 M Tons	--	--	+ 2 M Tons	30.5 M Tons

*Data is in Short Tons (2,000 lbs.)

U.S. East Coast GRAND TOTALS	<u>2012 Export Tons</u>	<u>Current Capacity</u>	<u>Committed Capacity</u>	<u>Potential Capacity</u>
	68.1 M Tons	105.3 M Tons	106.3 M Tons	108.3 M Tons

Annualized 2013 Coal Exports from Hampton Roads & Baltimore (Short Tons)

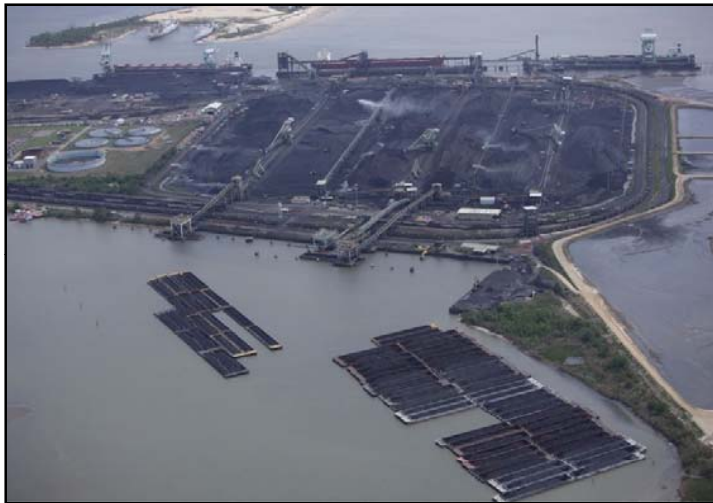


	2012			2013*		
	<u>Met</u>	<u>Steam</u>	<u>Total</u>	<u>Met</u>	<u>Steam</u>	<u>Total</u>
Norfolk Southern Lamberts Point	16	2.5	18.5	18.9	3.0	21.9
Dominion Terminal Associates	8.3	6.9	15.2	9.3	7.8	17.1
Kinder Morgan Pier IX	5.6	8.7	14.3	6.9	8.0	14.9
Chesapeake Bay Piers	4.1	3.9	8.0	4.0	1.6	5.6
CNX Marine	8.2	3.9	12.1	9.0	2.9	11.9
GRAND TOTALS	42.2	25.9	68.1	48.1	23.3	71.4

*Annualized basis Jan-June 2013 data



Mobile, Alabama



McDuffie Coal Terminals
[Alabama State Port Authority]
2012 Exports = 9.9 M Tons
Current Capacity = 10 M Tons
Committed Capacity = 16 M Tons



Bulk Material Handling Plant
[Alabama State Port Authority]
2012 Exports = 370 K Tons
Current Capacity = 2-3 M Tons

Mobile, Alabama



Chipco Terminal

[Cooper Marine and Timberlands]

2012 Exports = 600 K Tons

Current Capacity = 1 M Tons



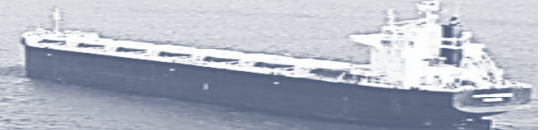
Blue Creek Coal Terminal

[Walter Energy]

2012 Exports = 0 M Tons

Potential Capacity = 6 M Tons
(2017)

Louisiana



IMT

[KM/AEP]

2012 Exports = 3.8 M Tons

Current Capacity = 10 M Tons

Committed Capacity = 16 M Tons



UBT

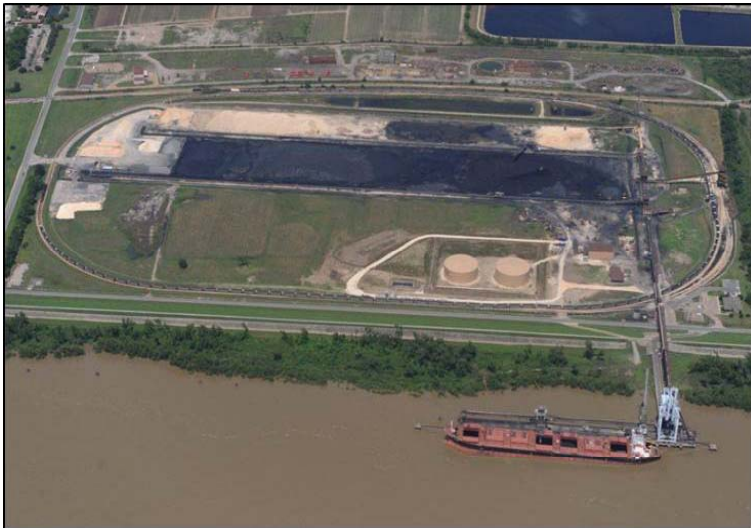
[Oil Tanking]

2012 Exports = 7.2 M Tons

Current Capacity = 12 M Tons

Committed Capacity = 22 M Tons

Louisiana



Convent Marine Terminal
[Foresight Energy]

2012 Exports = 6 M Tons

Current Capacity = 10 M Tons

Committed Capacity = 20 M Tons



Burnside Terminal
[Trafigura/Impala]

2012 Exports = 0 M Tons

Committed Capacity = 7.5 M Tons

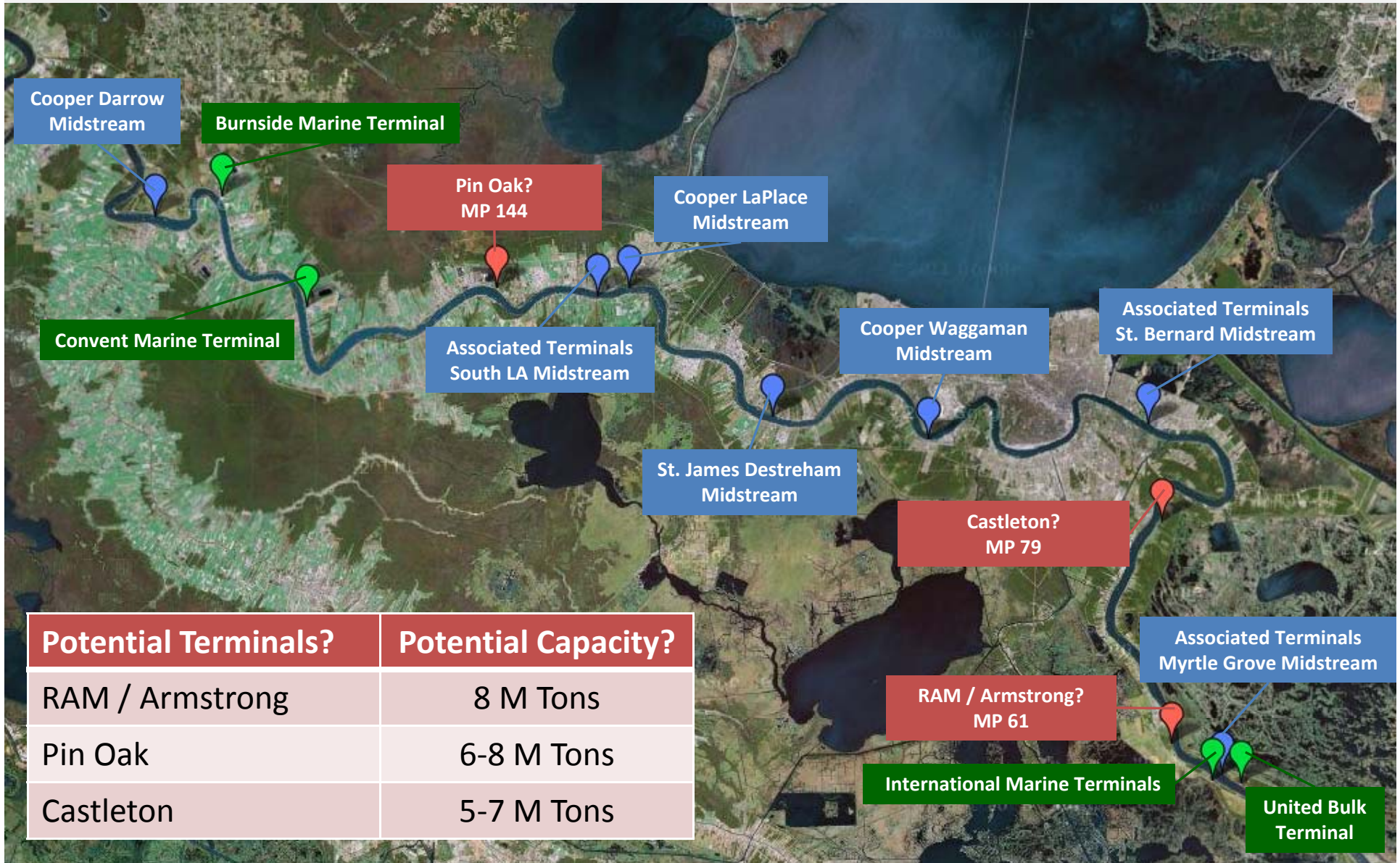
Potential Capacity = 15 M Tons

Mississippi River Midstream Operators



Operator	2012 Export Tonnage	# Current Cranes	# Cranes to Come On-line	Committed Capacity (Basis 2012 Throughput Per Crane for Each Company)
Cooper Consolidated	3 M	8	2 <i>(Q2/Q3 2013)</i>	3.8 M
LMO	2 M	1	0	2.0 M
St. James Stevedoring	6.5 M	8	2 <i>(Q3 2013)</i>	8.1 M
Associated Terminals	9 M	7	1 <i>(Q3 2013)</i>	10.3 M
TOTAL	20.5 M	24	5	24.2 M

U.S. Gulf Current and Potential Terminal Developments?



Houston & Corpus Christi, Texas



Deepwater Terminal [KM]

- 300 K tons exported in 2012
- 6 MM tons current capacity
- 10 MM tons committed capacity

Houston Bulk Terminal [KM]

- 1.5 MM tons exported in 2012
- 2.5 MM tons current capacity

Corpus Christi

- 1.5-2.5 MM tons current capacity
- 4.5 MM tons potential capacity



U.S. Gulf Export Capacity – Lower Mississippi

Louisiana Terminals	2012 Export Tons	Current Capacity	Committed Capacity		Potential Capacity	
United Bulk Terminal	7.2 M Tons	12 M Tons	+10 M Tons	22 M Tons	--	--
International Marine Terminals	3.8 M Tons	10 M Tons	+6 M Tons	16 M Tons	--	--
Convent Marine Terminal	6 M Tons	10 M Tons	+10 M Tons	20 M Tons	--	--
Burnside Marine Terminal	--	--	+7.5 M Tons	7.5 M Tons	+ 7.5 M Tons	15 M Tons
Associated Terminals	9 M Tons	9 M Tons	+1.3 M Tons	10.3 M Tons	--	--
St. James Stevedoring	6.5 M Tons	6.5 M Tons	+1.6 M Tons	8.1 M Tons	--	--
Cooper Consolidated	3 M Tons	3 M Tons	+0.8 M Tons	3.8 M Tons	--	--
LMO	2 M Tons	2 M Tons	--	--	--	--
RAM / Armstrong	--	--	--	--	+ 8 M Tons	8 M Tons
Pin Oak	--	--	--	--	+ 6-8 M Tons	6-8 M Tons
LDH Energy/ Castleton	--	--	--	--	+ 5-7 M Tons	5-7 M Tons
Coeclerici & Associated	--	--	--	--	+ 6-8 M Tons	6-8 M Tons
TOTALS	37.5 M Tons	52.5 M Tons	+37.2 M Tons	89.7 M Tons	+32.5 M Tons	122.2 M Tons



U.S. Gulf Export Capacity - Continued

Alabama Terminals	2012 Export Tons	Current Capacity	Committed Capacity		Potential Capacity	
McDuffie	9.9 M Tons	10 M Tons	+ 6 M Tons	16 M Tons	--	--
Bulk Material Handling Plant	370 K Tons	2-3 M Tons	--	--	--	--
Chipco	600 K Tons	1 M Tons	--	--	--	--
Blue Creek Coal Terminal	--	--	+ 6 M Tons	6 M Tons	--	--
TOTALS	10.9 M Tons	13 M Tons	+ 12 M Tons	25 M Tons	--	--

Texas Terminals	2012 Export Tons	Current Capacity	Committed Capacity		Potential Capacity	
Kinder Morgan Deepwater	300 K Tons	6 M Tons	+ 4 M Tons	10 M Tons	--	--
Kinder Morgan Houston Bulk	1.5 M Tons	2.5 M Tons	--	--	--	--
Corpus Christi Bulk Dock #2	0 Tons	1.5 – 2.5 M Tons	--	--	+ 3-4 M Tons	4.5 M Tons
TOTALS	1.8 M Tons	10 M Tons	+ 4 M Tons	14 M Tons	+ 3 M Tons	17 M Tons

*Data is in Short Tons (2,000 lbs.)

U.S. GULF GRAND TOTALS	<u>2012 Export Tons</u>	<u>Current Capacity</u>	<u>Committed Capacity</u>	<u>Potential Capacity</u>
	50.2 M Tons	75.5 M Tons	128.7 M Tons	164.2 M Tons

Annualized 2013 Coal Exports from U.S. Gulf (M Short Tons)

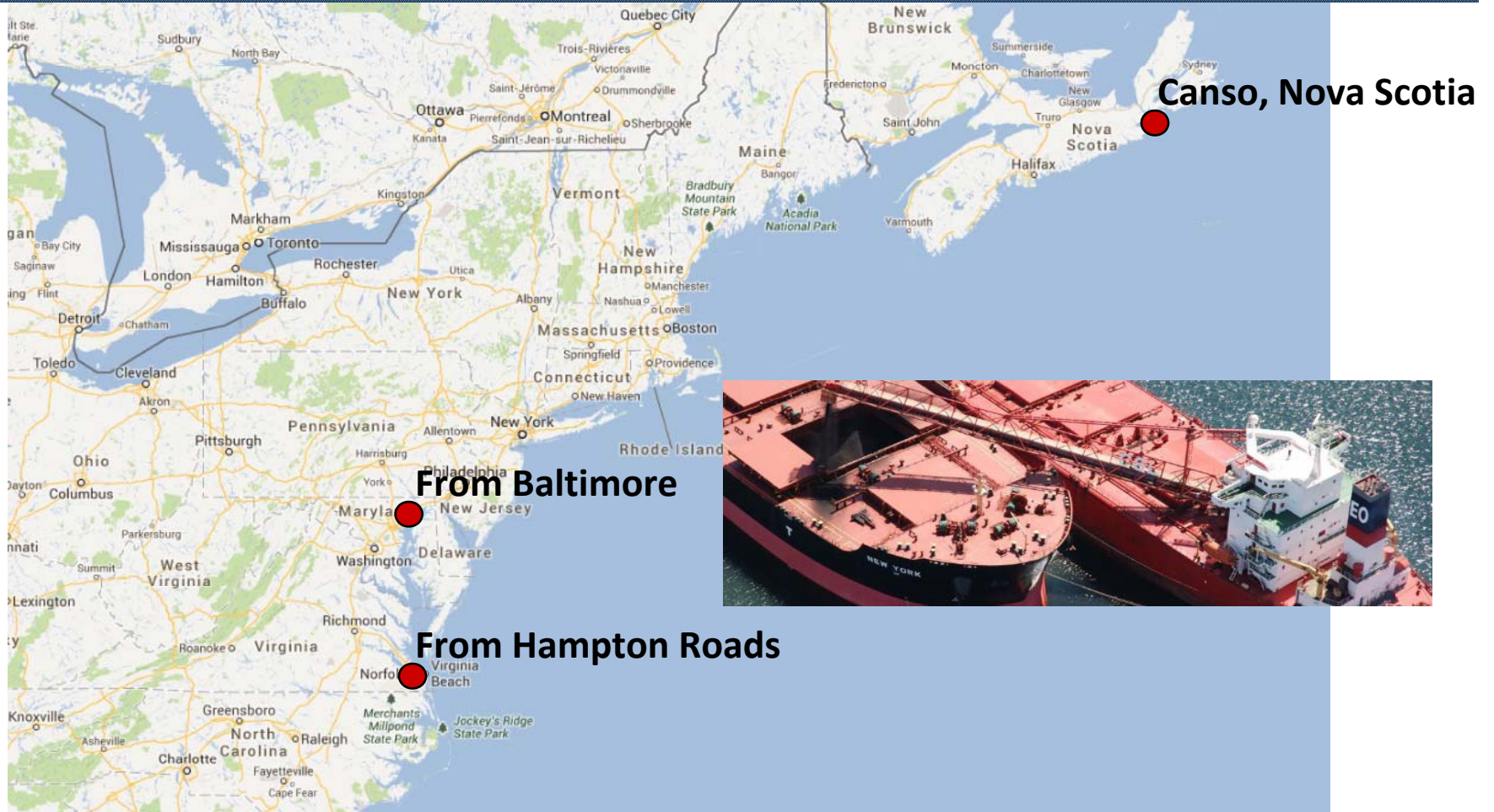


Louisiana	2012	2013*
IMT	3.8	1.7
UBT	7.2	4.0
Convent Marine Terminal	6.0	5.3
Midstream Operators	20.5	11.9
Mobile		
McDuffie	9.9	11.3
BMHP	0.37	0.39
Chipco	0.6	0.6
Houston		
Deepwater	0.3	0.7
Houston Bulk	1.5	2.6
GRAND TOTALS	50.2	38.5

*Annualized basis Jan-June 2013 data



Xcoal Topoff Operation



U.S. Gulf Topoff Locations





The Status of Northwest Exports



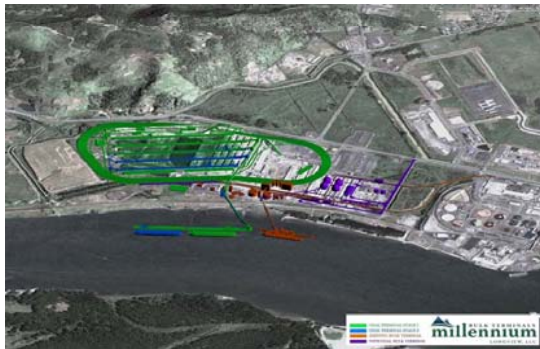
Source: Kinder Morgan/ Ambre Energy

Pacific Northwest Potentials



Gateway Pacific Terminal [SSA Marine & Peabody]

- Cherry Point, Washington
- Permit Filed
- 45 MM tons potential capacity
- Investment = \$665 M



Millennium Bulk Terminal [Ambre & Arch]

- Longview, Washington
- Permit Re-filed
- 44 MM tons potential capacity
- Investment = \$600 M

Source: Kinder Morgan



Morrow Pacific Project (Ambre)



- \$160 M project (including cost of 20 barges and floating transloader)
- Coyote Island Terminal to be constructed at publicly-owned Port of Morrow (OR)
- Coal barged to Port Westward

Stage 1
3.5
mt/yr
(2014)

Stage 2
8.0
mt/yr
(2016)



Source: Ambre Energy

T. Parker Host

Canada Export Coal Terminals



Ridley Coal Terminal

- 8.5 MM tons exported in 2012
- 12 MM tons current capacity
- 25 MM tons committed capacity



Westshore Terminal

- 25 MM tons exported in 2012
- 30 MM tons current capacity



Neptune Bulk Terminal

- 9 MM tons exported in 2012
- 12.5 MM tons current capacity
- 18.5 MM tons committed capacity
- *Capacity is all commodities



Total U.S. Coal Export Capacity

U.S. Regional Terminals	2012 Export Tons	Current Capacity	Committed Capacity		Potential Capacity	
East Coast	68.1 M Tons	105.3 M Tons	+ 1 M Tons	106.3 M Tons	+ 2 M Tons	108.3 M Tons
Gulf Coast	50.2 M Tons	75.5 M Tons	+ 53.2 M Tons	128.7 M Tons	+ 35.5 M Tons	164.2 M Tons
U.S. Northwest Coast	--	--	--	--	+ 97 M Tons	97 M Tons
TOTALS	118.3 M Tons	180.8 M Tons	+ 54.2 M Tons	235 M Tons	+ 134.5 M Tons	369.5 M Tons

Canadian Terminals	2012 U.S. Export Tons	Current Capacity	Committed Capacity		Potential Capacity	
Westshore Terminal, Neptune Bulk Terminal, Ridley Terminal	7.4 M Tons	54.5 M Tons	+ 19 M Tons	73.5 M Tons	--	--

*Data is in Short Tons (2,000 lbs.)

GRAND TOTALS	<u>2012 U.S. Export Tons</u> 125.7 M Tons	<u>Current Capacity</u> 235.3 M Tons	<u>Committed Capacity</u> 308.5 M Tons	<u>Potential Capacity</u> 443 M Tons
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The Unpredictables



Labor Strikes



Market



Breakdowns/
Unscheduled Maintenance



Weather/ Flooding

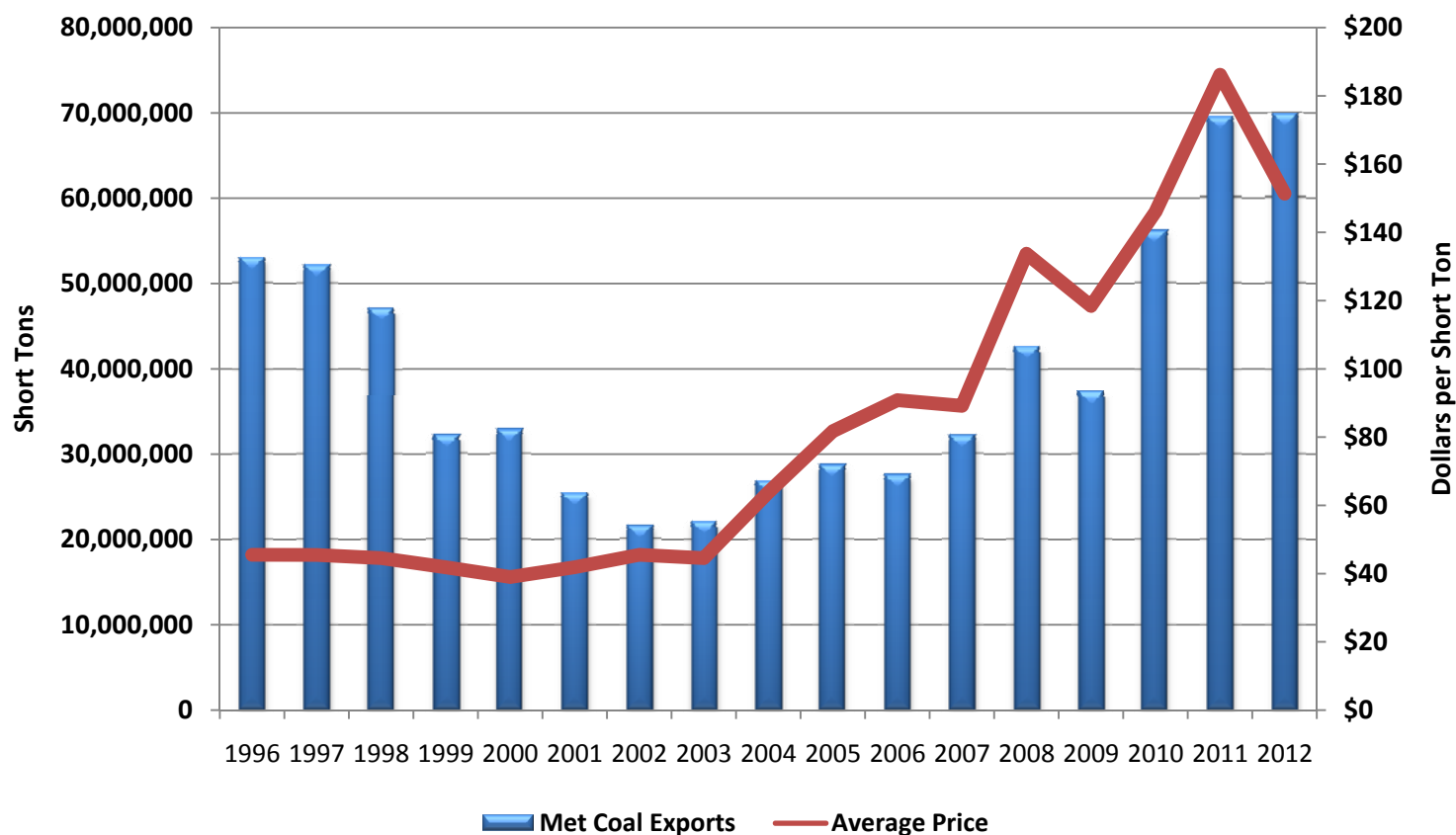


Environmental Opposition

U.S. Met Coal Exports & Price



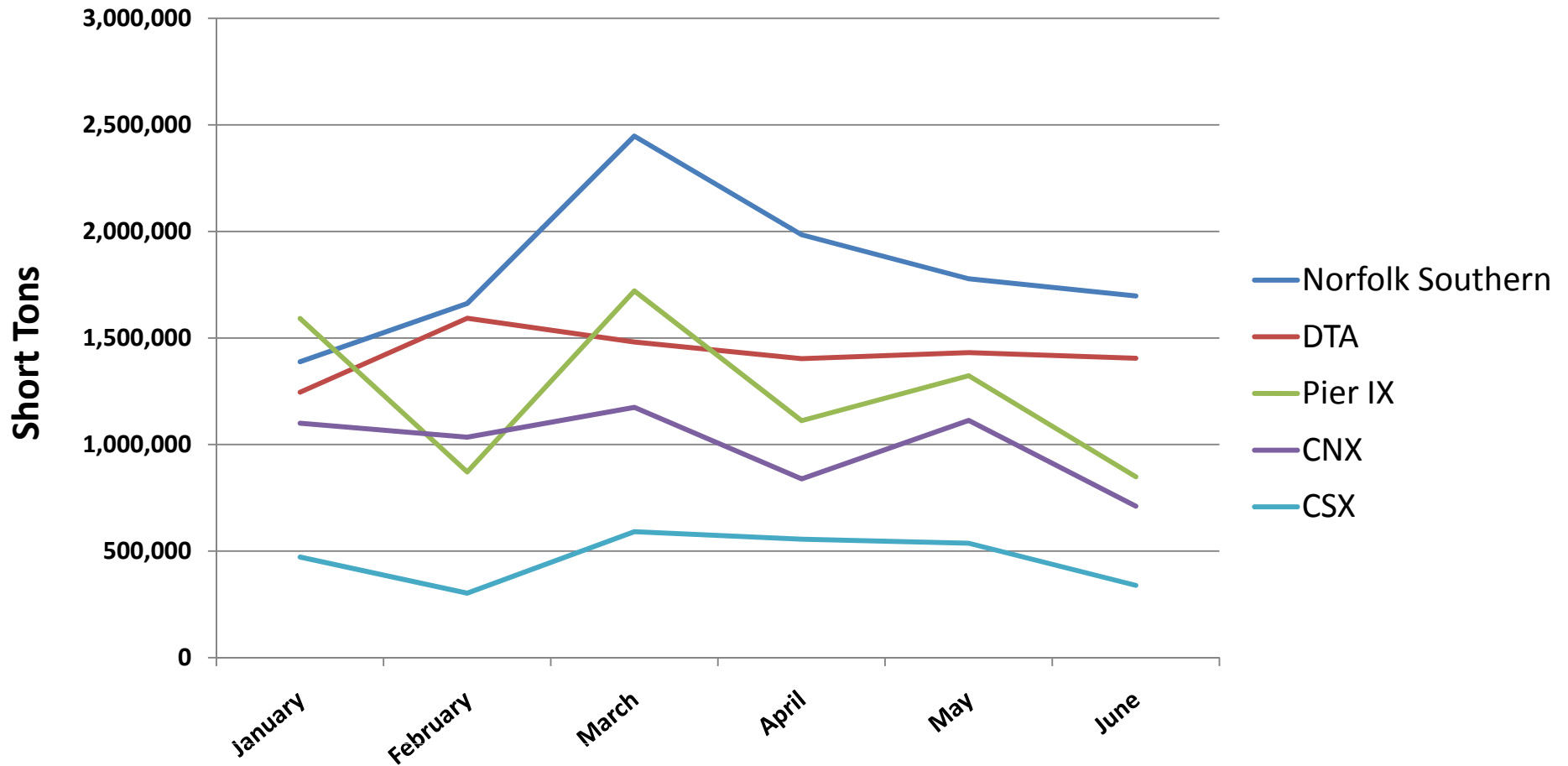
U.S. Met Coal Exports & Price

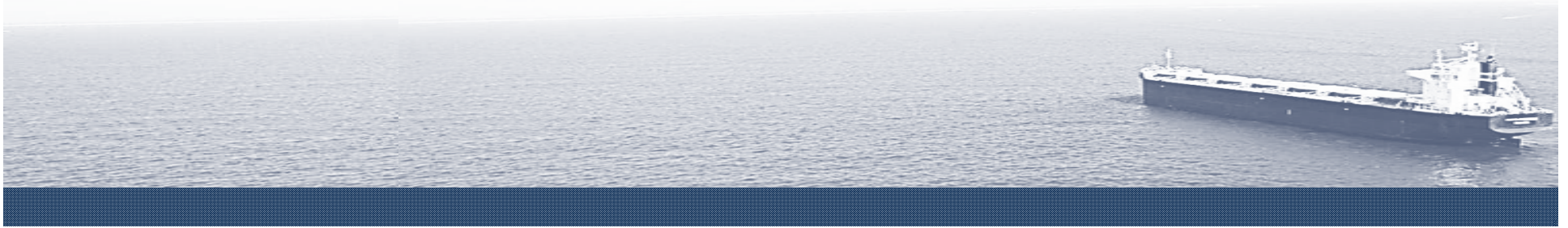


Source: U.S. Energy Information Administration



2013 Total East Coast Coal Exports by Pier





Questions?

Thank you!