



Alpha Natural Resources



10th Annual Coal Trading Conference

Paul Vining - *Chief Commercial Officer, Alpha Natural Resources*

December 6, 2011

Forward-Looking Statements

Statements in this presentation which are not statements of historical fact are “forward-looking statements” within the Safe Harbor provision of the Private Securities Litigation Reform Act of 1995. Such statements are not guarantees of future performance. Many factors could cause our actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward looking-statements. These factors are discussed in detail in our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and in our other filings with the SEC. We make forward-looking statements based on currently available information, and we assume no obligation to update the statements made today or contained in our Annual Report or other filings due to changes in underlying factors, new information, future developments, or otherwise, except as required by law.

Third Party Information

This presentation, including certain forward-looking statements herein, include information obtained from third party sources that we believe to be reliable. However, we have not independently verified this third party information and cannot assure you of its accuracy or completeness. While we are not aware of any misstatements regarding any third party data contained in this presentation, such data involve risks and uncertainties and are subject to change based on various factors, including those discussed in detail in our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and in our other filings with the SEC. We assume no obligation to revise or update this third party information to reflect future events or circumstances.

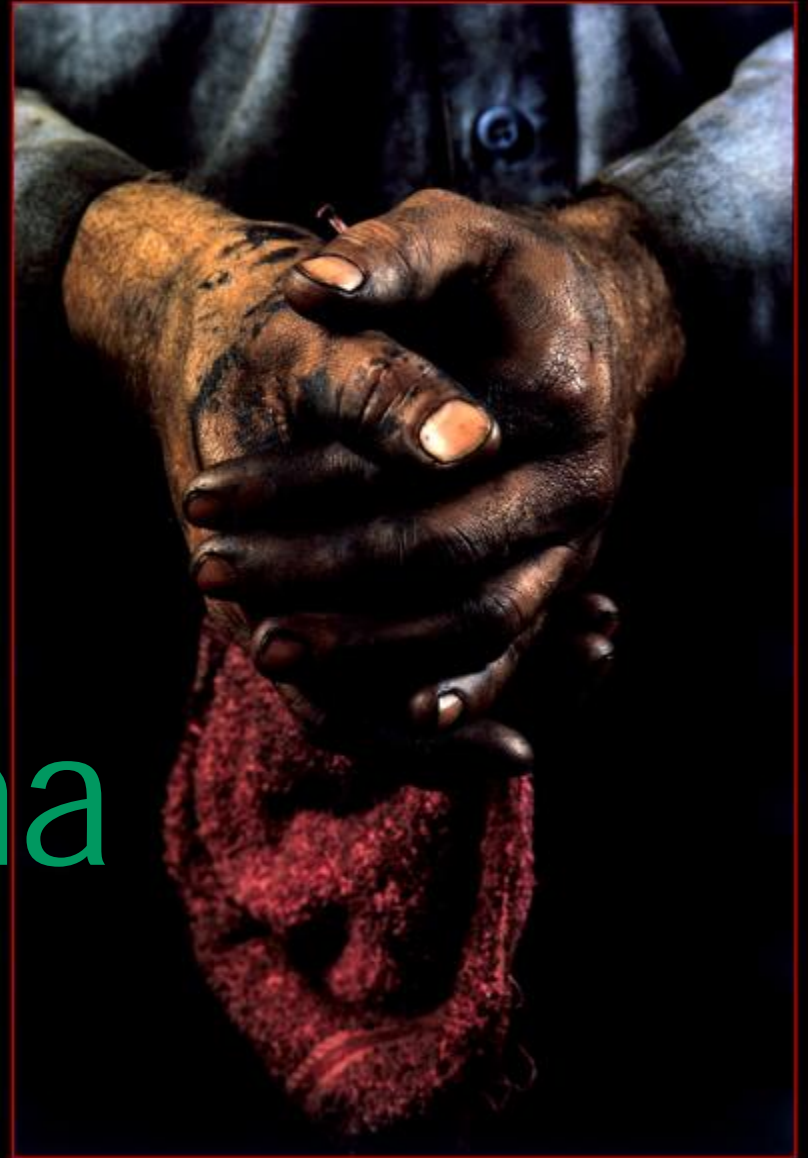
- Merging with Massey:
the “new” Alpha
- A look at logistics
- A look at the markets



The

“new”

Alpha



A compelling combination



A global industry leader

- A leading U.S. producer and top 5 global coal supplier
- Largest U.S. export capacity at 25 - 30 million tons/yr.
- Greater resources to ensure operational, safety and environmental excellence
- Industry-leading safety, environmental and operational 'Running Right' program
- Member, S&P 500

A platform for success

- One of the world's largest & highest quality met coal reserves
- Enhanced logistics capabilities
- Strong balance sheet
- More extensive blending & optimization capabilities
- Coal reserve diversification (CAPP / NAPP / PRB / ILB)

In less than 10 years



Initial Public Offering

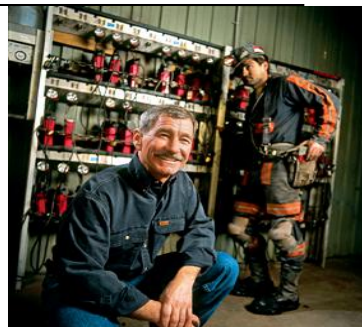
2011

World's fifth-largest coal supplier



2002

A concept scribbled on a legal pad

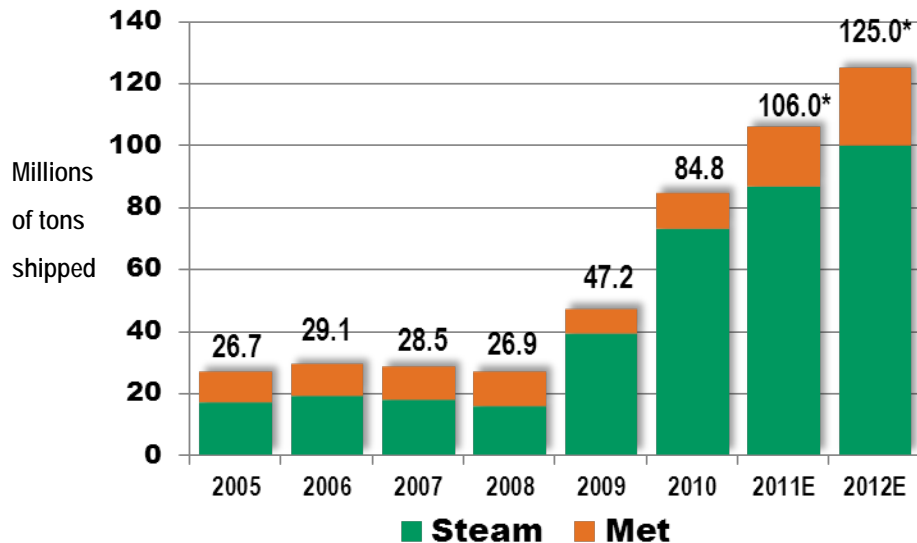


In less than 10 years

Alpha has grown from a small regional player to ...

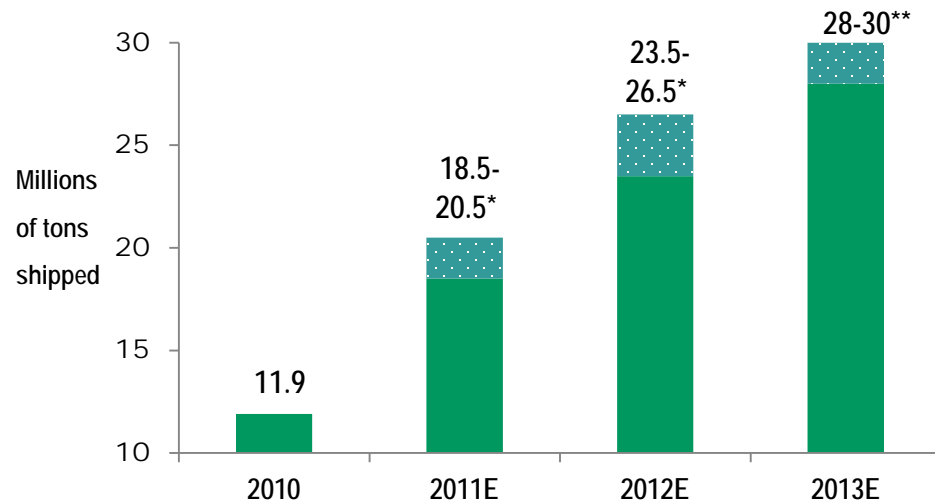
- a leading global supplier of coal
- third-largest global supplier of met coal
- expected 35% CAGR in met shipments from 2010 to the midpoint of 2013 target range

Growth in Total Coal Shipments



* 2011E and 2012E are midpoints of guidance

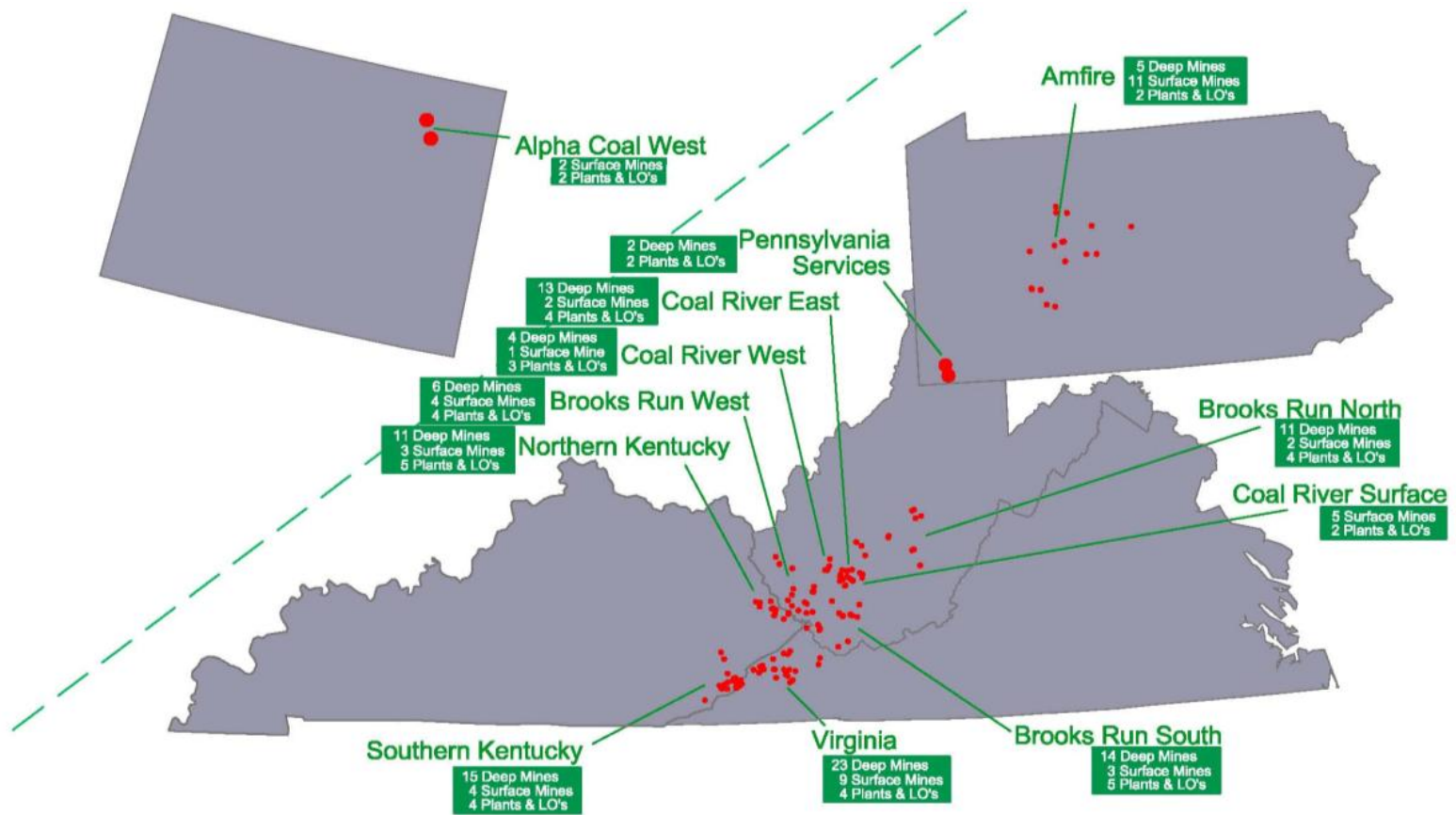
Growth in Metallurgical Coal Shipments



* Recent guidance ranges provided in Alpha's 3Q11 earnings press release issued 11/3/11

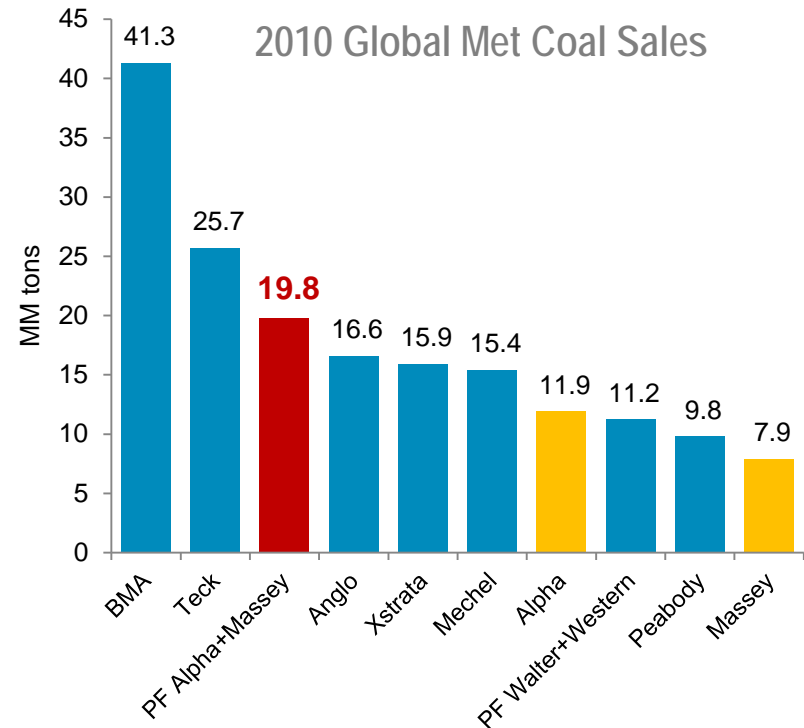
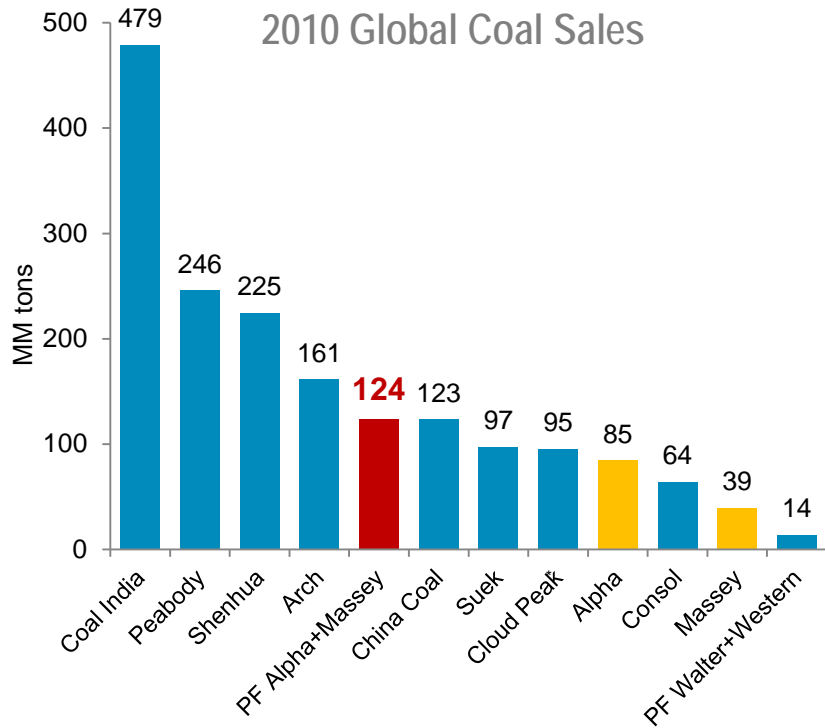
** Alpha's publicly stated target range for 2013 met coal shipments

A diversified footprint



Note: Operational data and reserves as of 12/31/10, pro forma. Includes Wabash

A global leader in coal



met coal organic growth opportunities

Barrett - AMFIRE

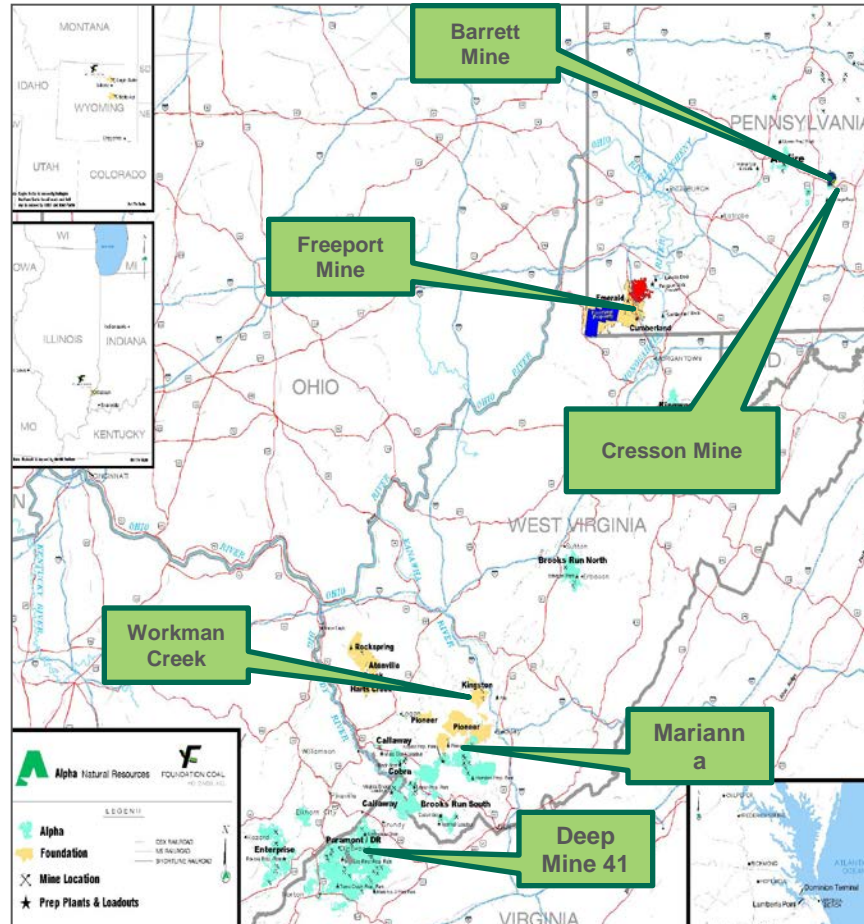
- Reserve – 4 MT
- Production cap. – 300-400K/yr.
- Mine life – 10+ years
- Capex – ~ \$10million

Freeport – PA Services

- Reserve – 68MT
- Production cap. – 3mm/yr.
- Mine life – 20+ years
- Capex – \$350+ million

Workman Creek – Northern CAPP

- Reserve – 42MT (Beckley Seam)
- Production cap. – 500-750k/yr.
- Mine life – 50+ years
- Capex – TBD



Cresson - AMFIRE

- Reserve – 25MT
- Production cap. – 600-750K/yr.
- Mine life – 30+ years
- Capex – \$15-20 million

Deep Mine #41 – Southern CAPP

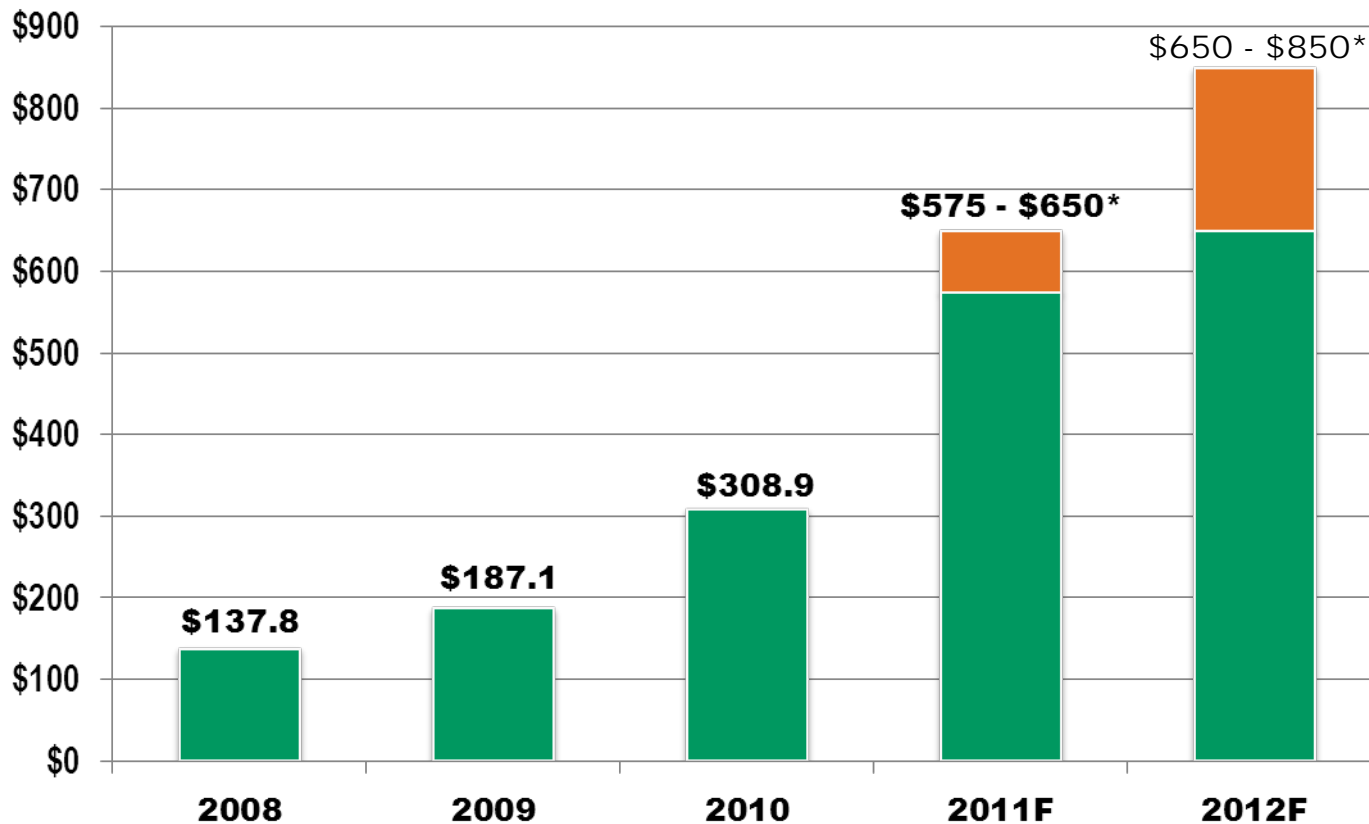
- Reserve – 64MT
- Production cap. – 1.7-1.8mm/yr.
- Mine life – 35+ years
- Capex – \$45-50 million

Marianna – Central CAPP

- Reserve – 18MT
- Production cap. – 1mm/yr.
- Mine life – 15+ years
- Capex – \$60+ million

We invest in the business

Capital expenditures, 5-year period (in millions)



*NOTE: 2011F and 2012F represents cap ex guidance range in Q3 2011 earnings press release issued 11/03/11. Includes annual PRB bonus bid payments due in 2011 and 2012

Retaining our financial strength

(\$ millions)	Maturity	As of 9/30/11
\$1,000mm Revolving Credit Facility	June, 2016	\$0
Term Loan A	June, 2016	593
2.375% Convertible Notes	April, 2015	288
3.25% Convertible Notes	August, 2015	659
6.0% Senior Notes (BB/Ba3)	June, 2019	800
6.25% Senior Notes (BB/Ba3)	June, 2021	700
Capital Lease	2035	20
Total Long-term Debt		\$3,060

Liquidity and Credit Statistics

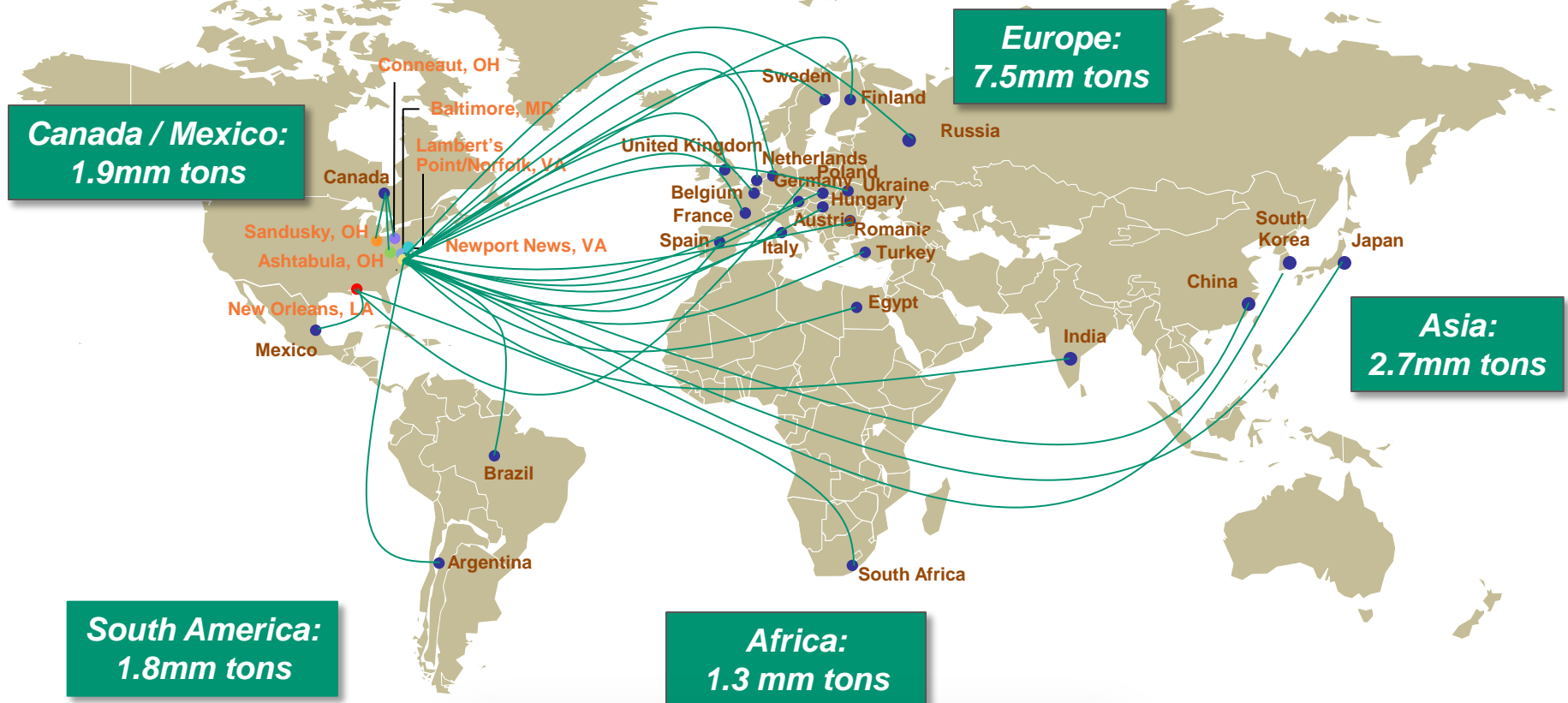
Cash & Equivalents and marketable securities	\$766
Revolver	1,000
Accounts Receivable Securitization Facility	190
Less: Letters of Credit Outstanding	(166)
Total Potential Liquidity	\$1,790

* Cash balance reflects \$174mm of share repurchases as approximately \$5 million of share repurchases settled in early October, 2011

- Merging with Massey:
the “new” Alpha
- A look at logistics
- A look at the markets



Serving customers on 5 continents

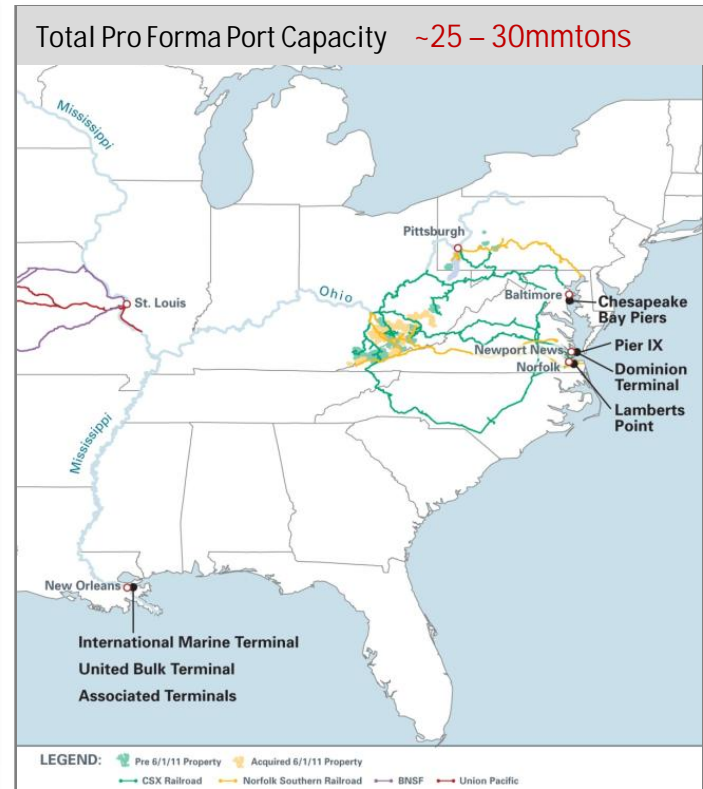


Pro-forma 2010 Shipments
 13.9mm tons Met exports
1.3mm tons Steam exports
 15.2mm tons total exports

Supply flexibility through port diversity



Dominion Terminal Associates	
Lamberts Point	
Chesapeake Bay Piers	
International Marine Terminal	
Associated Terminals	
Great Lakes Ports	
.....	
Pier IX	
Lamberts Point	
United Bulk Terminal	
International Marine Terminal	
Associated Terminals	
Great Lakes Ports	



Logistics flexibility

U.S. East Coast

- **Dominion Terminal Associates (Virginia)**
 - Alpha owns 41% share
- **Norfolk Southern's Lamberts Point Terminal (Virginia)**
 - Alpha is largest shipper
- **Pier IX Terminal (Virginia)**
 - Alpha gained position with Massey acquisition
- **CSX Curtis Bay Piers Terminal – Baltimore (Maryland)**

Other

- **U.S. Gulf Coast – both land-based terminals and midstream loading capabilities**
- **Great Lakes ports**



Logistics flexibility

Term vessel
time charter program

- **Commodities carried:**
coal/coke/grains/iron ore/bauxite
- **Business transacted with**
customers in 11 countries

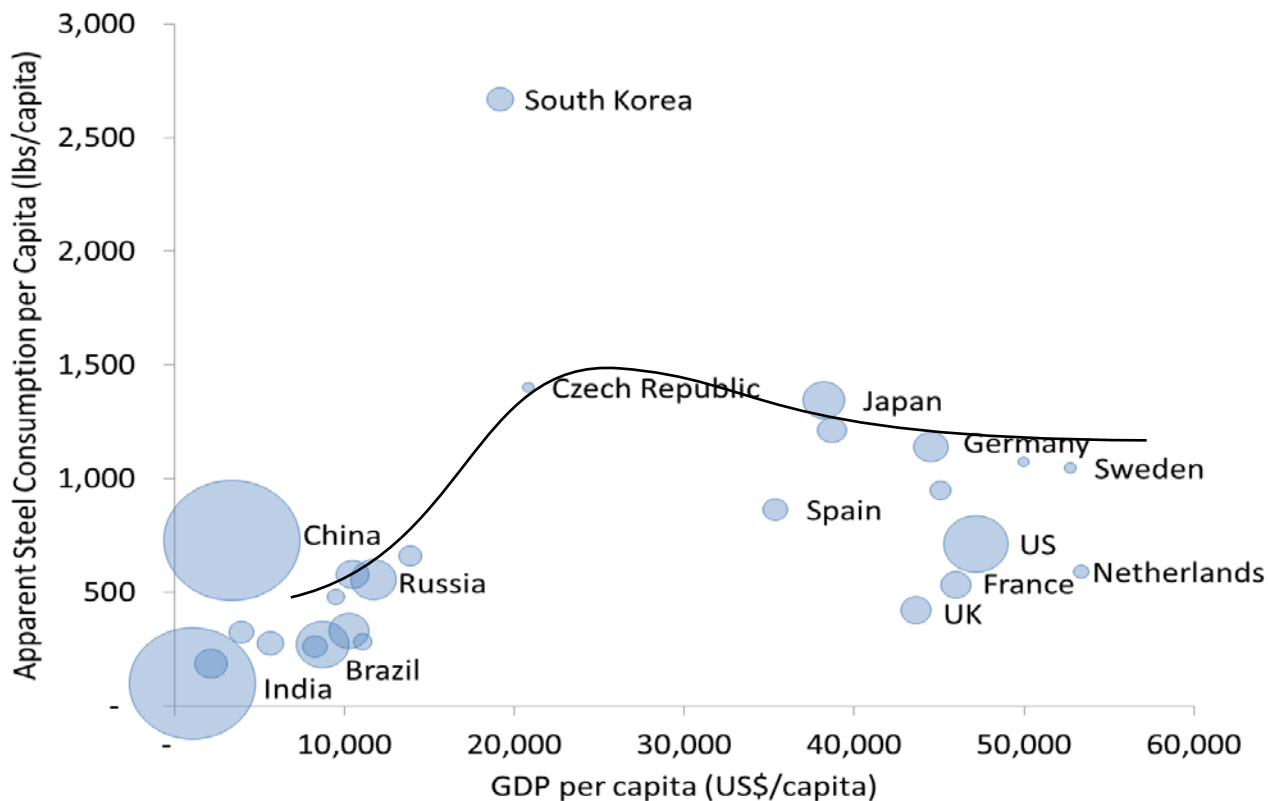


- Merging with Massey:
the “new” Alpha
- A look at logistics
- A look at the markets



BRIC nations are at the steepest part of the steel **intensity** curve

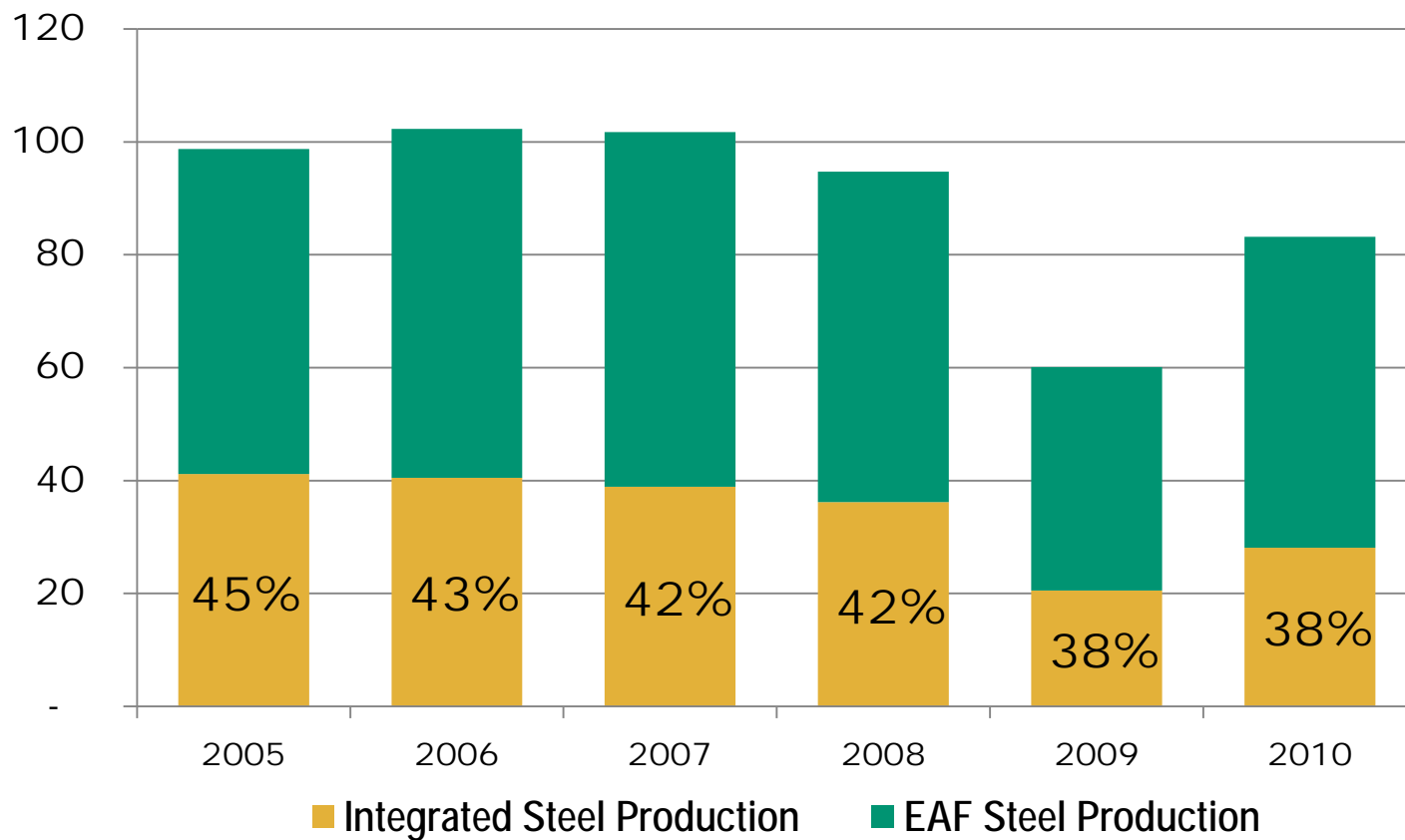
Steel Intensity by Country (*bubble size proportional to population*)





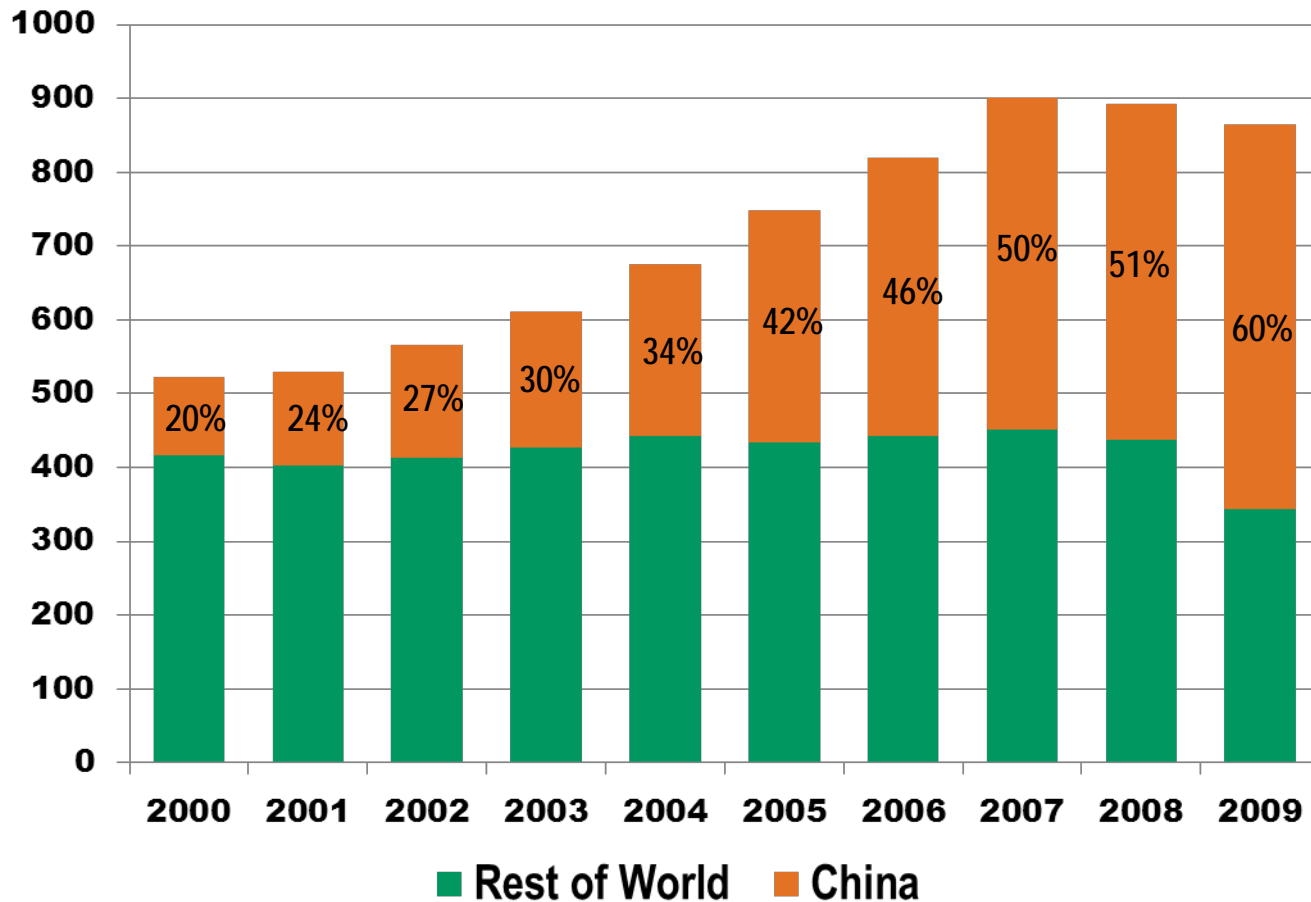
U.S. BOF production declining

U.S. steel production (millions of tons)



China's BOF production ascending

World BOF steel production (millions of metric tons)



In 2009 China accounted for 60% of steel produced by BOF process worldwide

Steel use in 2012 compared with 2007

Developed World



Developing World



Alpha's observations on U.S. coking coal

- Availability of U.S. low-vol coal is tight even in normal times
 - Recent events have tightened the market further, creating a near term shortage of low vol
- An increasing number of low- and mid-vol properties in the US are operated by subsidiaries of international steel companies
 - Much of this coal will be exported, leaving less high grade met coal for the domestic market
- The best quality high-vol coals remain in high demand by both domestic and export buyers, creating a tight supply situation
 - As in the past, coke plant operators and coal buyers will develop alternate blends and coke plant operating strategies to deal with these situations
- Through September, U.S. met coal exports had increased year-over-year for 23 consecutive months

Other significant developments in the met markets

- Australian floods
- Work stoppages continuing at 7 BMA Queensland mines
 - Union reportedly rejected proposed work agreement
- Port incidents
 - Port Kembla: one month's worth of rain in six hours
 - Dalrymple Bay: fire damages conveyor system
- Active M&A rumor mill
- Continued global demand for steel
 - Worldsteel, Steel Briefing project >5% growth in 2012 apparent steel demand

