

### Disclaimer

This presentation contains statements, estimates and projections which are forward-looking statements (as defined in Section 21E of the Securities Exchange Act of 1934, as amended). Statements that are not historical are forward-looking, and include, without limitation, projections and estimates concerning the timing and success of specific projects and the future production, revenues, income and capital spending of CONSOL Energy Inc. ("CEIX"). When we use the words "anticipate," "believe," "could," "continue," "estimate," "expect," "intend," "may," "plan," "predict," "project," "should," "will," or their negatives, or other similar expressions, the statements which include those words are usually forward-looking statements. When we describe our expectations with respect to the Itmann Mine or any other strategies that involve risks or uncertainties, we are making forwardlooking statements. These forward-looking statements involve risks and uncertainties that could cause actual results and outcomes to differ materially from results and outcomes expressed in or implied by our forward-looking statements. Accordingly, investors should not place undue reliance on forward-looking statements as a prediction of future actual results. We have based these forward-looking statements on our current expectations and assumptions about future events. While our management considers these expectations and assumptions to be reasonable, they are inherently subject to significant business, economic, competitive, regulatory and other risks, contingencies and uncertainties, most of which are difficult to predict and many of which are beyond our control. Factors that could cause future actual results to differ materially from those made or implied by the forward-looking statements include risks, contingencies and uncertainties that are described in detail under the captions "Forward-Looking Statements" and "Risk Factors" in our public filings with the Securities and Exchange Commission. The forward-looking statements in this presentation speak only as of the date of this presentation; we disclaim any obligation to update the statements, and we caution you not to rely on them unduly.

This presentation includes unaudited "non-GAAP financial measures" as defined in Regulation G under the Securities Exchange Act of 1934, including EBITDA, Adjusted EBITDA, Bank EBITDA, CCR EBITDA per Affiliated Company Credit Agreement, Net Leverage Ratio, CONSOL Marine Terminal Adjusted EBITDA, Consolidated Net Debt, Total CEIX Liquidity, Average Cash Cost of Coal Sold Per Ton, Average Cash Margin Per Ton Sold, CMT Operating Cash Costs and Free Cash Flow. The presentation of non-GAAP financial measures is not intended to be a substitute for, and should not be considered in isolation from, the financial measures reported in accordance with GAAP.



### **Executive Summary**

- Recommencing the Itmann Metallurgical Coal Project to accelerate our diversification strategy.
  - Expanding scope to include efficient unit train loadout and expanded capacity for processing third-party coals.
  - Expected to be fully operational in 12-18 months.
- Issued \$75.0 million in tax-exempt bonds through the Pennsylvania Economic Development Financing Authority to fund the solid waste disposal project at the PAMC.
- 2Q21 shipments of 5.9 million tons.
  - 55% of total sales volume sold into the export market in 2Q21, versus 32% in 2017.
  - 47% of total sales volume sold into non-power generation customers, versus 18% in 2017.
- Net leverage ratio<sup>(1)</sup> drops to 1.70x in 2Q21.
  - Continued improvement from 1.97x at 3/31/21 and 2.54x at 12/31/20.
- Total CEIX Liquidity<sup>(1)</sup> of \$400 million, excluding restricted cash of \$53.5 million, as of 6/30/2021.
- YTD free cash flow<sup>(1)</sup> of \$127.1 million as of 6/30/2021.
- 2Q21 adjusted EBITDA<sup>(1)</sup> of \$84.4 million.
- Spent \$18.4 million for an early buyout of an existing operating lease for a set of longwall shields reducing monthly cash cost by \$0.9 million.



### **ESG Highlights**

- Recently participated in 2021 CDP Climate Change and Water Security Disclosures, our 4<sup>th</sup> as independent company.
  - Reflects our commitment to transparency related to our ESG performance and approach.
  - > Demonstrates industry leadership in disclosures, as only pure play coal company with regular CDP participation.
- Released our 2020 Corporate Sustainability Report, our 4<sup>th</sup> as a public company, in June 2021.
  - > Highlights approach and performance with respect to ESG aspects of concern, including:



EMPLOYEE HEALTH & SAFETY

PAMC Employee TRIR 1.76

Is 60% lower than MSHA national average<sup>1</sup>



ENVIRONMENTAL COMPLIANCE

Compliance Record Exceeding 99.9%

for the 8<sup>th</sup> consecutive year<sup>2</sup>



WATER MANAGEMENT

Reduced Water Withdrawals by 24%

year over year



RESTORATION

2.9 Acres Reclaimed for Every Acre Disturbed

across our operating footprint



**BEST PRACTICES** 

Continuous Improvement
Plan Developed

to further enhance our Bettercoal FSG best practices

- As a Bettercoal Supplier, our practices are aligned with the internationally recognized Bettercoal Code³ of ESG operating principles specific to the coal mining supply chain.
- Continue to develop synergies between our sustainability, technology, and financial strategies, which together inform and support our growth and diversification goals.



<sup>(1)</sup> MSHA national average based on preliminary data from January through December, 2020

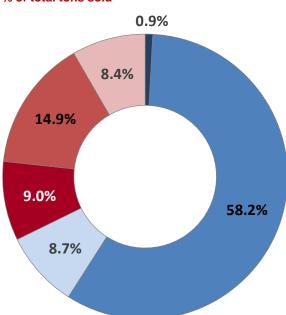
<sup>(2)</sup> Compliance rate calculated as rate of compliance with permit effluent limits

<sup>(3)</sup> Our operations were assessed against the Bettercoal Code Version 1.1.

### Portfolio Optimization With An Export Market Shift



% of total tons sold



Power Generation – 81.8%

Industrial/Crossover Met – 18.2%

Domestic – 67.7%

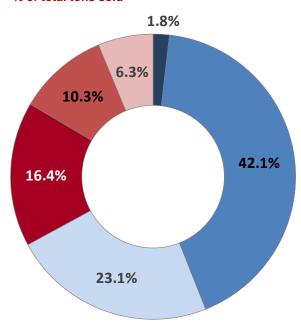
Exports - 32.3%



■ Export Industrial

#### Full Year 2019

% of total tons sold



Power Generation – 75.5%

Industrial/Crossover Met – 24.5%

Domestic - 67.1%

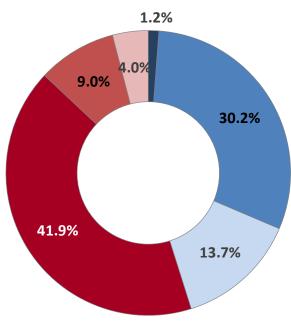
Exports - 32.9%



■ Export Power Generation



% of total tons sold



Power Generation - 52.9%

Industrial/Crossover Met – 47.1%

Domestic - 45.1%

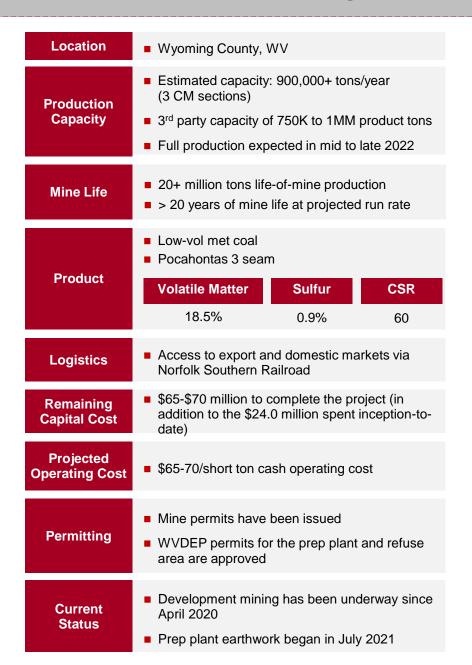
Exports - 54.9%



■ Export Met



### Itmann – Recommencing to Accelerate Growth/Diversification



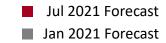




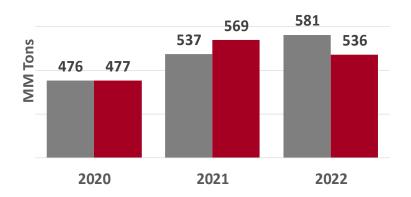


# Industry Outlook Continues to Improve as Supply Response Remains Limited

#### **U.S. Coal Consumption Estimate**







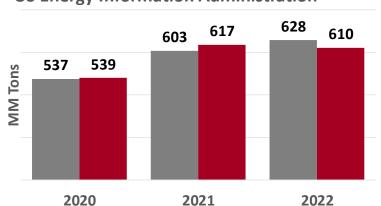
**U.S. Coal Production Estimate** 

THS Markit

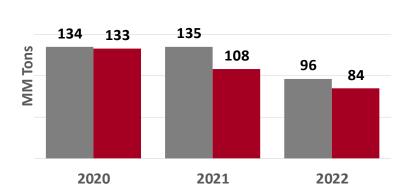
559
514
521
2020
2021
2022

**Coal Stockpiles at Domestic Power Plants Estimate** 





#### **US Energy Information Administration**





### Recent Steps to Enhance Financial Flexibility

1 Ongoing opportunistic debt and equity repurchase program



Clear Path to Further Strengthen the Balance Sheet and Create Long Term Shareholder

Value

Cost containment measures driving margin expansion, despite inflationary pressures



**3** Executed multiple monetizations of non-core assets

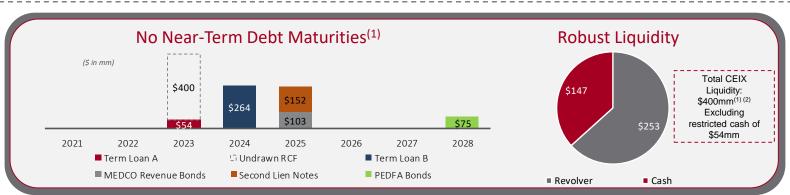


4 CCR simplification further enhances financial flexibility



Demonstrating access to capital by raising \$75M of tax-exempt solid waste disposal revenue bonds





Source: Company filings.

Note: Balance sheet data as of 6/30/2021.

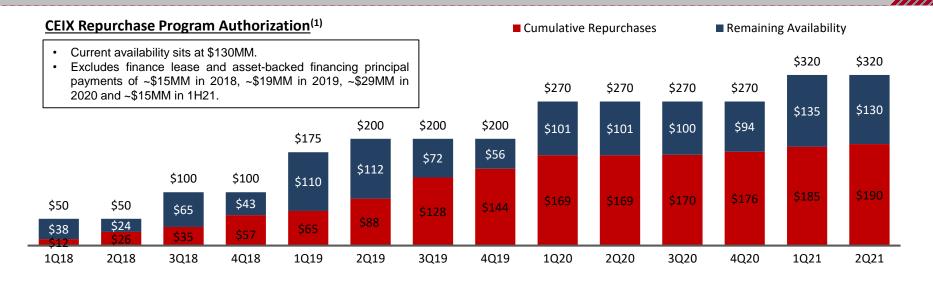
As of June 30, 2021, there were no borrowings on \$400mm revolver and it is being used for providing letters of credit with \$147mm issued. Excludes finance leases and asset-

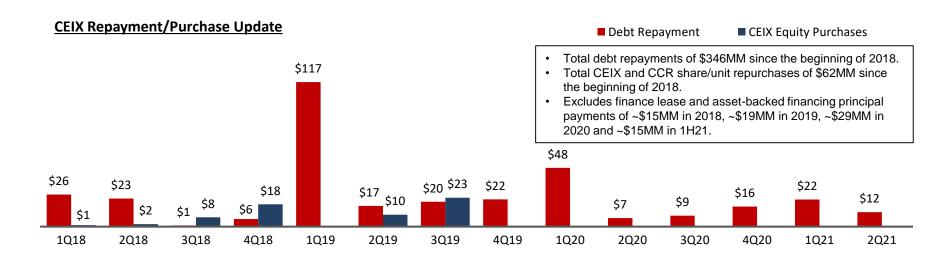
backed financing arrangements.

Total CEIX Liquidity is a non-GAAP financial measure. See slide 13 for a reconciliation.



### **CEIX Debt/Equity Repurchases**





Note: Chart values in millions

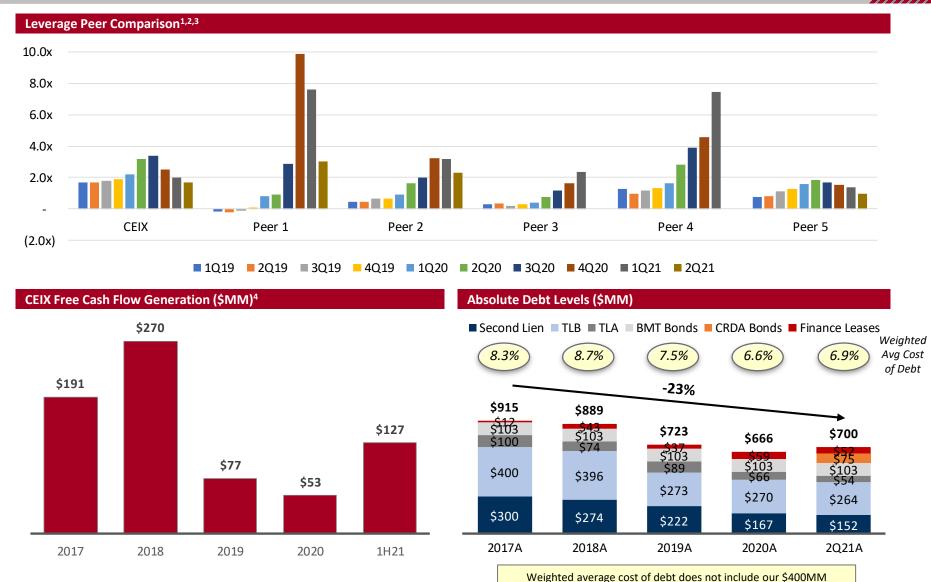
1Q19 is pre-refinancing transaction.

Does not include mandatory amortization of Term Loan A or Term Loan B payments.



(1)

### CEIX Free Cash Flow Generation Drives Debt Reduction & Leverage Improvement



revolving credit facility that had a cost of debt of 5.25% at 6/30/2021.

The control of the cost of debt of 5.25% at 6/30/2021.

The cost of debt of 5.25% at 6/30/2021.

(2) Source: Public filings as of 8/3/2021.

**CONSOLENERGY** 

<sup>(3)</sup> Peer leverage ratio defined as consolidated net debt divided by adjusted EBITDA (unless otherwise reported) based on publicly available filings. Peer group consists of (in no particular order): Alliance Natural Resources, Alpha Metallurgical Resources, Arch Resources, Peabody Energy and Warrior Met Coal.

### **CEIX Balance Sheet Legacy Liabilities**

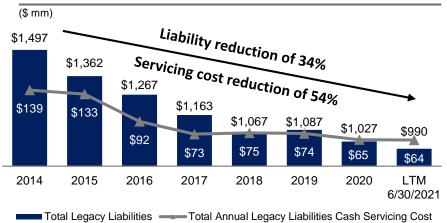
#### Significant legacy liability reductions over the past three years

- The OPEB liability decreased \$51 million from 2019 to 2020.
  - A result of a decreasing trend in average claims cost over the past 3 years due to plan management, despite the large impact of a lower discount rate.
- Cash payments related to legacy liabilities are declining over time.
- Approximately 69% of all CEIX employee liabilities are closed classes.
  - Actuarial and demographic developments continue to drive mediumterm reduction in liabilities.
- CEIX's Qualified Pension Plan was 104% funded as of 6/30/2021.
  - Plan asset returns were in the top 8% of US Corporate DB Plans for calendar year 2020 and the top 10% over the last 10 years.

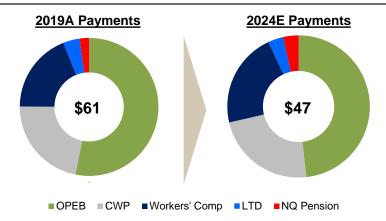
Legacy liabilities (\$mm)	Balance Sheet Value	Cash Se Cos	_
	6/30/2021	LTM 06/30/2021	LTM 06/30/2020
Long-term disability	11	2	2
Workers' compensation	71	11	11
Coal workers' pneumoconiosis	240	13	13
Other post-employment benefits	405	23	29
Pension obligations	22	2	1
Asset retirement obligations	241	14	16
Total legacy liabilities	990	64	73

Some totals may not foot due to rounding.

#### **CEIX legacy liabilities and cash costs**



#### **CEIX** employee-related liability projections





### Second Quarter 2021 Results

		For	Guidance			
Earnings Results	June 30, 2021	March 31, 2021	Change	June 30, 2020	Change	2021 <sup>(4)</sup>
Pennsylvania Mining Complex	30, 2021	31, 2021	Change	30, 2020	Change	
Volumes (MM Tons)		1				
Production	5.9	7.0	(1.1)	2.4	3.5	
Sales	5.9	6.9	(1.0)	2.3	3.6	23.5-25.0
Operating Metrics (\$/Ton)				3 0000000000000000000000000000000000000		x 2000000000000000000000000000000000000
Average Revenue per Ton Sold	\$44.02	\$41.39	\$2.63	\$43.82	\$0.20	\$44.02 on contracted tons
Average Cash Cost of Coal Sold per Ton <sup>(1)</sup>	\$28.02	\$24.44	\$3.58	\$25.90	\$2.12	\$27.00-\$28.00
Average Cash Margin per Ton Sold <sup>(1)</sup>	\$16.00	\$16.95	(\$0.95)	\$17.92	(\$1.92)	
CONSOL Marine Terminal						
Volumes (MM Tons)						
Throughput Volume	3.8	4.1	(0.3)	1.6	2.2	
Financials (\$MM)						
Terminal Revenue	17.4	18.2	(0.8)	15.9	1.5	
CMT Operating Cash Costs <sup>(2)</sup>	5.3	5.3	0.0	3.8	1.5	
CONSOL Marine Terminal Adjusted EBITDA (2)	11.0	12.0	(1.0)	10.7	0.3	
CEIX Financials (\$MM)						
Adjusted EBITDA <sup>(2)</sup>	84	107	(23)	34	50	
Capital Expenditures	44	14	30	19	25	\$160M-\$180M including Itmann
Free Cash Flow <sup>(3)</sup>	54	73	(19)	(23)	77	-
Dilutive Earnings (Loss) per Share (\$/share)	\$0.12	\$0.75	(\$0.63)	(\$0.69)	\$0.81	

<sup>(1) &</sup>quot;Average cash cost of coal sold per ton" and "average cash margin per ton sold" are operating ratios derived from non-GAAP financial measures; each are reconciled to the most directly comparable GAAP financial measure in the appendix.

<sup>(4)</sup> CEIX is unable to provide a reconciliation of average cash cost of coal sold per ton guidance, an operating ratio derived from non-GAAP financial measures, due to the unknown effect, timing and potential significance of certain income statement items.



<sup>(2)</sup> Adjusted EBITDA, CMT Operating Cash Costs and CONSOL Marine Terminal Adjusted EBITDA are non-GAAP financial measures. Please see the appendix for a reconciliation of each to net income.

Free Cash Flow, a non-GAAP financial measure, is defined as Net Cash Provided by Operations less Capital Expenditures, plus Proceeds from Sales of Assets. Please see the appendix for a reconciliation to net cash provided by operations, the most directly comparable GAAP measure.

## Leverage and Liquidity Analysis

CEIX Financial Metrics (\$MM except ratios)	LTM 6/30/2021
Leverage	
Bank EBITDA <sup>(1)</sup>	\$324
Consolidated Net Debt <sup>(2)</sup>	\$553
Net Leverage Ratio <sup>(1)</sup>	1.70x
Liquidity (as of 6/30/2021)	
Cash and Cash Equivalents	\$147
Revolving Credit Facility	400
Accounts Receivable Securitization (lesser of \$100MM and A/R borrowing base)	25
Less: Letters of Credit Outstanding	(171)
Total CEIX Liquidity <sup>(3)</sup>	\$400

Some numbers may not foot due to rounding.

<sup>(3) &</sup>quot;Total CEIX Liquidity" is a non-GAAP financial measure reconciled on this page to the most directly comparable measure calculated in accordance with GAAP.



<sup>(1) &</sup>quot;Bank EBITDA" is a non-GAAP financial measure. "Net leverage ratio" is an operating ratio derived from non-GAAP financial measures. Please see the appendix for a reconciliation to net income.

See appendix for a reconciliation.

### Sustainability and ESG are Drivers for Our Business

Commitment to Core Values, Strong Legacy



- Safety and Compliance Based Corporate Culture
- Legacy of Technology and Innovation

Deployment of Robust ESG Operating Frameworks





 CONSOL's Ethical, Social, and Environmental Practices Have Been Independently Verified, Align with Internationally Recognized Frameworks Engagement, Transparency and Disclosure





- Committed to Transparency, Engagement, and Disclosure
- Release of Annual Sustainability Reports

Strategic Initiatives,
Partnerships,
Drive Performance







 Projects Aim to Develop Technologies Needed to Achieve Aspirational Environmental Goals while Continuing to Advance Social Objectives

#### ESG Disclosures: CONSOL vs Peer Group<sup>(2)</sup>

"...there is likely to be a first-mover advantage among U.S. coal miners as it relates to acknowledging and mitigating ESG risks...At this time, CONSOL Energy Inc...has stood out for its ESG disclosures and strategic initiatives.1"



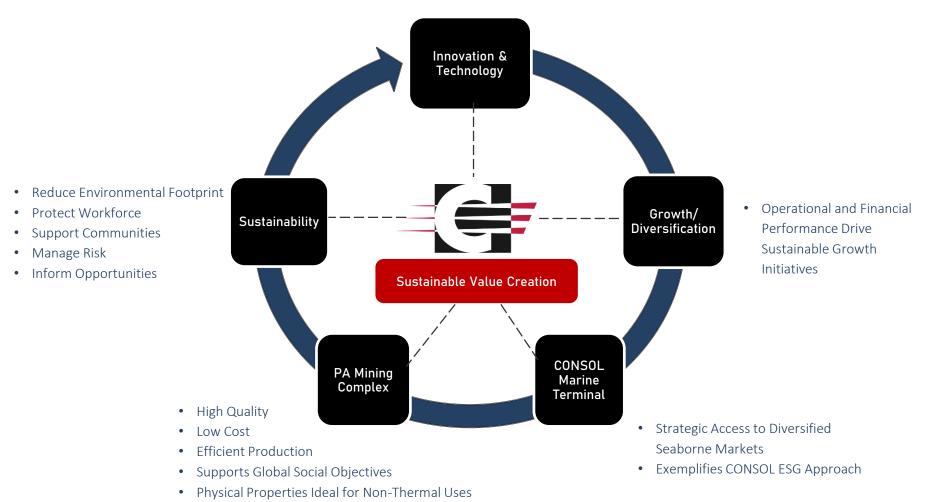
Ethics & Compliance



### Synergistic Initiatives Drive Sustainable Value Creation

#### ESG Performance Promotes Safe and Compliant Operations, While Informing Growth, Innovation, and Technology Initiatives

- Reduce Waste, Increase Efficiency
- Develop and Deploy Advanced Technologies
- Marketable Products with Lower Emissions Profiles



# **Appendix**



## Adjusted EBITDA & Free Cash Flow Reconciliations

EBITDA Reconciliation			
	2Q21	1Q21	2Q20
Net Income (Loss)	\$4.2	\$26.4	(\$21.1)
Plus:			
Interest Expense, net	16.2	15.3	14.7
Interest Income	(0.8)	(0.9)	(0.1)
Income Tax (Benefit) Expense	(8.9)	5.2	(7.7)
Depreciation, Depletion and Amortization	52.2	59.9	46.2
EBITDA	\$62.9	\$105.9	\$32.0
Plus:			
Unrealized Loss on Commodity Derivative Instruments	20.4	-	-
Gain on Debt Extinguishment	(0.1)	(0.7)	-
Stock/Unit-Based Compensation	1.2	1.5	2.2
Total Pre-tax Adjustments	21.6	0.8	2.2
Adjusted EBITDA	\$84.4	\$106.7	\$34.2

Free Cash Flow Reconciliation								
	YTD 6/30/21	2Q21	1Q21	2Q20	2020	2019	2018	2017
Net Cash Provided by (Used in) Operating Activities	\$172.6	\$94.6	\$78.0	(\$4.7)	\$129.3	\$244.6	\$413.5	\$248.1
Capital Expenditures	(57.5)	(43.7)	(13.8)	(19.3)	(86.0)	(169.7)	(145.7)	(81.4)
Proceeds from Sales of Assets	11.9	3.4	8.5	0.7	9.9	2.2	2.1	24.6
Free Cash Flow	\$127.1	\$54.4	\$72.7	(\$23.3)	\$53.2	\$77.0	\$269.9	\$191.3



### Net Leverage, Bank EBITDA and Consolidated Net Debt Reconciliations

Not Louisian Datio Deconsiliation					Doub-1	104b od 44	T0.4\			
Net Leverage Ratio Reconciliation	2Q21	1Q21	4Q20	3Q20	2Q20	/lethod (L 1Q20	4Q19	3Q19	2Q19	1010
Net Income (Loss)	\$36	\$11	(\$13)	(\$11)	\$6	\$76	\$94	\$122	\$124	<b>1Q19</b> \$128
Plus:	φου	φιι	(Φ13)	(ΦΙΙ)	φυ	φ/ Ο	φ94	φιζζ	φ124	φ120
Interest Expense, net	\$62	\$61	\$61	\$62	\$62	\$64	\$66	\$71	\$76	\$81
Interest Income	(\$3)	(\$2)	(\$1)	(\$1)	(\$2)	(\$2)	(\$3)	(\$3)	(\$3)	(\$2)
Income Tax Expense (Benefit)	\$6	\$7	\$4	\$5	\$1	\$7	\$5	-	(\$3)	\$2
Unrealized Loss on Commodity Derivative Instruments	\$20	-	-	-	-	-	-	_	-	-
EBIT	\$122	\$77	\$51	\$56	\$68	\$144	\$162	\$190	\$194	\$209
Plus:		·				•				
Depreciation, Depletion and Amortization	\$222	\$216	\$211	\$212	\$211	\$211	\$207	\$197	\$194	\$203
EBITDA	\$344	\$293	\$261	\$268	\$279	\$356	\$369	\$387	\$388	\$411
Plus:										
(Gain) Loss on Debt Extinguishment	(\$5)	(\$5)	(\$21)	(\$19)	(\$17)	(\$16)	\$24	\$26	\$25	\$26
CCR Merger Fees	\$10	\$10	\$10	-	-	-	-	-	-	-
Stock/Unit-Based Compensation	\$7	\$8	\$12	\$9	\$10	\$10	\$13	\$16	\$16	\$16
Total Pre-tax Adjustments	\$11	\$13	\$1	(\$10)	(\$7)	(\$6)	\$37	\$42	\$41	\$42
Adjusted EBITDA	\$355	\$305	\$262	\$258	\$272	\$350	\$406	\$429	\$430	\$453
Less:	•	·			•	•		•		
CCR EBITDA per Affiliated Company Credit Agreement,				( <b>Φ</b> ΕΕ)	<b>(</b> ΦΕΩ)	<b>(</b> ΦΕΩ)	(0.7)	(ሱፖር)	<b>(</b>	( <b>0</b> 04)
Net of Distributions Received	-	-	-	(\$55)	(\$58)	(\$58)	(\$67)	(\$73)	(\$75)	(\$81)
Cash Payments for Legacy Employee Liabilities, Net of	(\$26)	<b>(\$21)</b>	(¢17)	(¢17)	<b>(\$10)</b>	(0.02)	<b>(\$10)</b>	(¢20)	(¢17)	<b>(\$16)</b>
Non-Cash Expense	(\$26)	(\$21)	(\$17)	(\$17)	(\$19)	(\$20)	(\$19)	(\$20)	(\$17)	(\$16)
Other Adjustments	(\$5)	(\$5)	(\$4)	\$8	\$8	\$7	\$8	\$9	\$8	\$6

Consolidated First Lien Debt \$369 \$382 \$395 \$392 \$400 \$406 \$390 \$395 \$396 \$404 \$177 Senior Secured Second Lien Notes \$152 \$157 \$167 \$178 \$178 \$222 \$239 \$255 \$267 MEDCO Revenue Bonds \$103 \$103 \$103 \$103 \$103 \$103 \$103 \$103 \$103 \$103 **PEDFA Bonds** \$75 Less: Cash and Cash Equivalents \$147 \$91 \$51 \$22 \$33 \$78 \$123 \$155 \$80 \$155 **Consolidated Net Debt** 553 551 614 650 648 609 635 614 599 620

\$241

\$279

\$324

Net Leverage Ratio

Some totals may not foot due to rounding.

18

**Bank EBITDA** 



\$192

\$203

\$280

\$329

\$344

\$345

\$363

# Average Margin Per Ton Sold and Average Cash Margin Per Ton Reconciliations

(\$MM except per ton data)	2Q21	1Q21	2Q20
Total Coal Revenue (PAMC Segment)	\$258	\$284	\$102
Operating and Other Costs	175	185	116
Less: Other Costs (Non-Production)	(11)	(18)	(57)
Total Cash Cost of Coal Sold	164	167	60
Add: Depreciation, Depletion and Amortization	52	60	46
Less: Depreciation, Depletion and Amortization (Non-Production)	(5)	(8)	(17)
Total Cost of Coal Sold	\$211	\$219	\$89
Average Revenue per Ton Sold	\$44.02	\$41.39	\$43.82
Average Cash Cost of Coal Sold per Ton	\$28.02	\$24.44	\$25.90
Depreciation, Depletion and Amortization Costs per Ton Sold	\$7.98	\$7.41	\$12.42
Average Cost of Coal Sold per Ton	\$36.00	\$31.85	\$38.32
Average Margin per Ton Sold	\$8.02	\$9.54	\$5.50
Add: Depreciation, Depletion and Amortization Costs per Ton Sold	\$7.98	\$7.41	\$12.42
Average Cash Margin per Ton Sold	\$16.00	\$16.95	\$17.92

## Average Cash Cost of Coal Sold Per Ton Reconciliations

(\$MM except per ton data)	2Q21	1Q21	2Q20
Total Costs and Expenses	\$292	\$311	\$191
Less: Freight Expense	(26)	(27)	(3)
Less: Selling, General and Administrative Costs	(23)	(24)	(11)
Less: Gain on Debt Extinguishment	-	1	-
Less: Interest Expense, net	(16)	(15)	(15)
Less: Other Costs (Non-Production)	(11)	(18)	(57)
Less: Depreciation, Depletion and Amortization (Non-Production)	(5)	(8)	(17)
Cost of Coal Sold	\$211	<b>\$219</b>	\$89
Less: Depreciation, Depletion and Amortization (Production)	(47)	(52)	(30)
Cash Cost of Coal Sold	\$164	\$167	\$60
Total Tons Sold (in millions)	5.9	6.9	2.3
Average Cost of Coal Sold per Ton	\$36.00	\$31.85	\$38.32
Less: Depreciation, Depletion and Amortization Costs per Ton Sold	\$7.98	\$7.41	\$12.42
Average Cash Cost of Coal Sold per Ton	\$28.02	\$24.44	\$25.90

# CONSOL Marine Terminal Adjusted EBITDA and Operating Cash Cost Reconciliations

CMT EBITDA Reconciliation			
	2Q21	1Q21	2Q20
Net Income	\$8.2	\$9.1	\$7.8
Plus:			
Interest Expense, net	1.5	1.5	1.5
Depreciation, Depletion and Amortization	1.2	1.2	1.3
EBITDA	\$10.9	\$11.9	\$10.6
Plus:			
Stock/Unit-Based Compensation	0.0	0.1	0.1
Total Pre-tax Adjustments	0.0	0.1	0.1

CMT Operating Cash Cost Reconciliation			
	2Q21	1Q21	2Q20
Total Costs and Expenses	\$291.9	\$310.6	\$191.3
Less: Freight Expense	(26.0)	(27.0)	(3.1)
Less: Selling, General and Administrative Costs	(22.5)	(24.0)	(10.9)
Less: Gain on Debt Extinguishment	0.1	0.7	-
Less: Interest Expense, net	(16.2)	(15.3)	(14.7)
Less: Other Costs (Non-Throughput)	(169.8)	(179.8)	(112.6)
Less: Depreciation, Depletion and Amortization (Non-Throughput)	(51.0)	(58.7)	(44.9)
CMT Operating Costs	\$6.5	\$6.5	\$5.1
Depreciation, Depletion and Amortization (Throughput)	(1.2)	(1.2)	(1.3)
CMT Operating Cash Costs	\$5.3	<b>\$5.3</b>	\$3.8

Some totals may not foot due to rounding.