

### 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," "would," "target," or their negatives, or other similar expressions, the statements which include those words are usually forward-looking statements. When we describe our expectations or strategies, including with respect to the Itmann Mining Complex, that involve risks or uncertainties, we are making forward-looking 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, whether in response to new information, future events or otherwise, except as required by law, 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, 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, Average Realized Coal Revenue Per Ton Sold, Consolidated Net Cash, 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. Please see the appendix to this presentation for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures.

### **Executive Summary**

- Continued to expand sales in export and industrial markets by leveraging product quality and logistics assets.
  - YTD, CMT achieved a throughput volume of 14.2MM tons, on track for a new annual record.
  - Percentage of total revenue YTD from domestic power generation market declines below 25% year-to-date.
- Increased PAMC contracted position by 5.4MM tons for delivery through 2025.
  - PAMC contracted position of 21.5MM tons for 2024 and 10.8MM tons for 2025.
- Developed two new export markets for industrial and crossover metallurgical products.
- Maintaining PAMC 2023 guidance range for average realized coal revenue per ton sold and average cash cost of coal sold per ton; tightening PAMC sales volume range and maintaining midpoint.
- YTD through October 31, 2023, CEIX repurchased 4.1MM shares at a weighted average price of \$68.97 per share.
  - Returned over 77% of 3Q23 free cash flow<sup>(1)</sup> to shareholders through share repurchases.
- Debt repayments of \$30MM; executed the final redemption of our Second Lien Notes for \$24MM.
  - YTD total debt repayments of \$183MM.
- 3Q23 Adjusted EBITDA<sup>(1)</sup> of \$186MM and free cash flow<sup>(1)</sup> of \$120MM.
- Total CEIX Liquidity<sup>(1)</sup> of \$465MM and a consolidated net cash<sup>(1)</sup> position of \$50MM as of 09/30/2023.



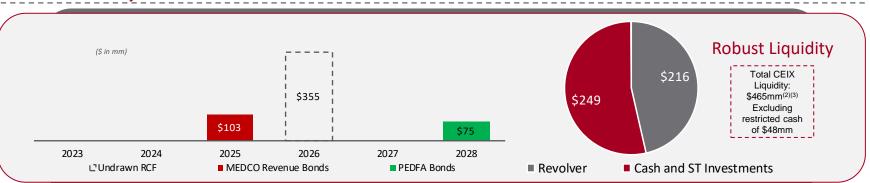
## Long-Term Drivers of Value Creation

- Continuing to expand contracted position and entering new markets to provide additional revenue visibility
  - Additional production through the 5th longwall at the PAMC and developing additional diversification through the Itmann Complex

Creating Long-Term Shareholder Value

- Increased CMT throughput capacity supports growing industrial and export sales and further reduces exposure to domestic power generation
- Access to \$355MM revolving credit facility through July 2026 and \$100MM A/R securitization facility through July 2025 supports strong liquidity
- Strong cash position and no near-term debt maturities reduces dependence on capital markets
- Industry-leading shareholder return program linked to free cash flow<sup>(3)</sup> generation

No Major Near-Term Debt Maturities<sup>(1)</sup>



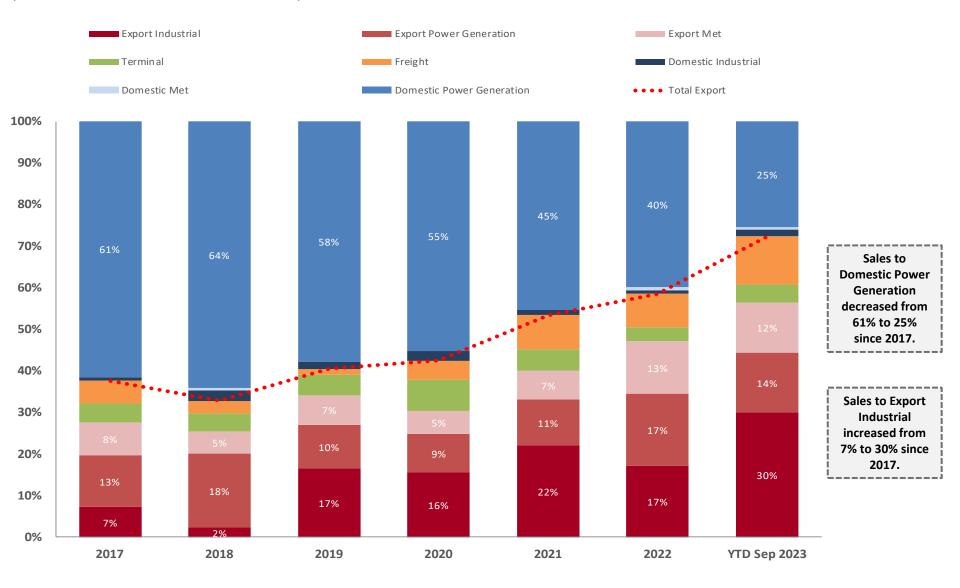
Source: Company filings

Debt Maturities as of September 30, 2023.

As of September 30, 2023, there were no borrowings on the \$355mm revolver and it is only being used for providing letters of credit with \$139mm issued. Excludes finance leases and other debt arrangements.

## Significant Sales Shift Toward Export and Industrial Markets

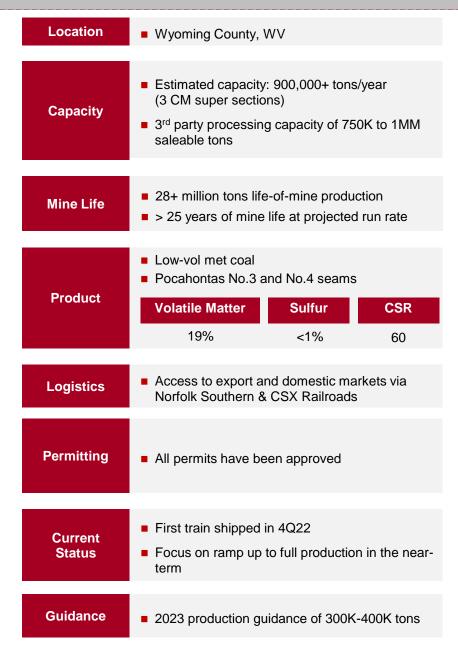
(% of total revenue from contracts with customers)



Notes: Industrial includes brick kiln and cement manufacturing



# Itmann – Accelerates Growth and Diversification







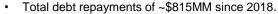


# Creating Shareholder Value Via Debt Reduction and Capital Return

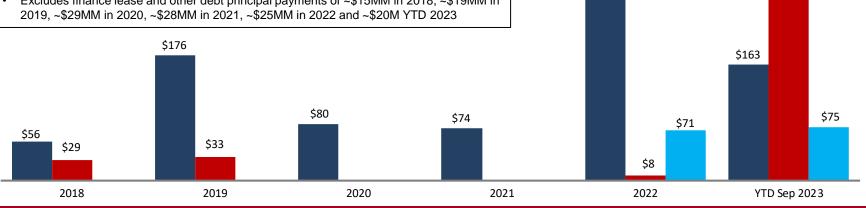
■ Debt Repayment

\$267

#### **CEIX Debt Repayment and Shareholder Return (\$MM)**



- Total CEIX and CCR share/unit repurchases of ~\$354MM since 2018, including \$15MM through a 10b5-1 plan in place for the month of October 2023.
- Total dividend payments of ~\$147MM since the beginning of 2022.
- Excludes finance lease and other debt principal payments of ~\$15MM in 2018, ~\$19MM in 2019, ~\$29MM in 2020, ~\$28MM in 2021, ~\$25MM in 2022 and ~\$20M YTD 2023



LTM Free Cash Flow(1) Allocation Towards Shareholder Return - Share Repurchases + Dividends (\$MM, except per share data)



Repurchased 4.1MM shares of CEIX common stock at a weighted average price of \$68.97 per share year-to-date through October 31, 2023.

**■** Equity Purchases

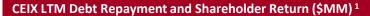
Dividends

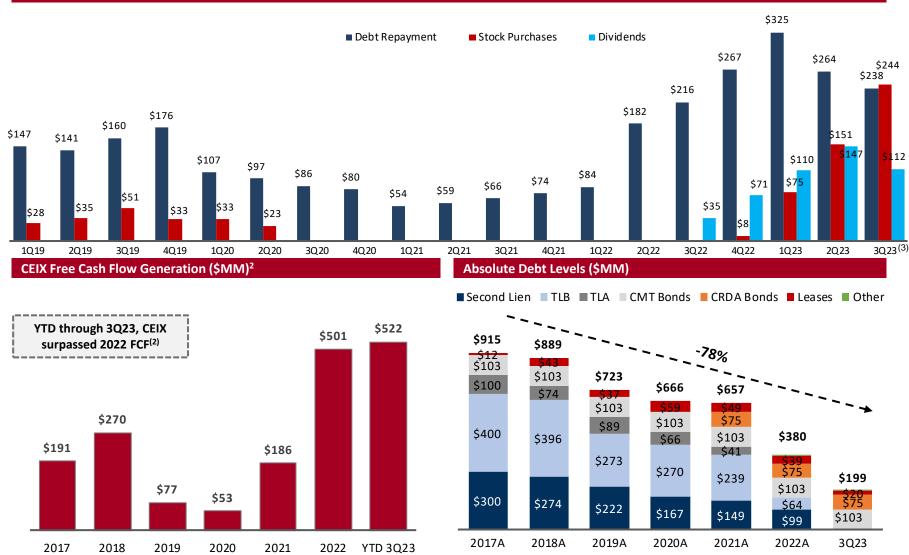
\$284

- In 3Q23, CEIX allocated over 77% of its quarterly free cash flow(1) toward share repurchases.
- ~12% reduction in number of shares outstanding since YE22 through October 31, 2023.



# Record Free Cash Flow Generation Drives Debt Reduction & Pivot to Shareholder Returns





Note: Some totals may not foot due to rounding

- (1) Source: Public filings as of 9/30/2023.
- 2) A non-GAAP financial measure. See the Appendix for a reconciliation.
- 3) Does not include 0.1M shares for \$15.0MM through a 10b5-1 plan in place for the month of October for Equity Purchases.



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

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

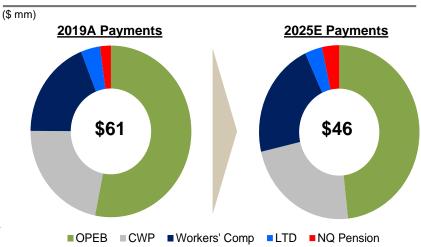
- Cash payments related to legacy liabilities are declining over time.
- Approximately 60% of all CEIX employee liabilities are likely "closed" as of 12/31/2022.
- CEIX's Qualified Pension Plan was funded at 109% as of 09/30/2023, compared to 109% for the average S&P 1500 DB plan.
  - Plan asset returns were in the top 26% over the last 15 years, which is inclusive of historic periods of market and interest rate volatility.
- Actively managing ARO liabilities through discretionary project development and funding.

Legacy Liabilities	Balance	Cash Servicing
(\$mm)	Sheet Value	Cost
	9/30/2023	LTM
	3/30/2023	09/30/2023
Long-term disability	\$6	\$2
Workers' compensation	\$52	\$10
Coal workers' pneumoconiosis	\$158	\$16
Other post-employment benefits	\$248	\$20
Pension obligations	\$22	\$2
Asset retirement obligations	\$254	\$23
Total legacy liabilities	\$740	\$72

#### **CEIX legacy liabilities**



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





# 3Q23 Results and 2023 Updated Guidance

	For	Guidance		
Earnings Results	September 30, 2023	September 30, 2022	Change	2023 <sup>(3)</sup>
Pennsylvania Mining Complex	·			
Volumes (MM Tons)				
Production	6.1	5.3	0.8	
Sales	6.1	5.3	0.8	25.5-26.5
Operating Metrics (\$/Ton)				
Average Realized Coal Revenue per Ton Sold <sup>(1)</sup>	\$70.34	\$72.83	(\$2.49)	\$76.00-\$80.00
Average Cash Cost of Coal Sold per Ton <sup>(1)</sup>	\$38.36	\$39.77	(\$1.41)	\$34.00-\$36.00
Average Cash Margin per Ton Sold <sup>(1)</sup>	\$31.98	\$33.06	(\$1.08)	
CONSOL Marine Terminal				
Volumes (MM Tons)				
Throughput Volume	4.3	2.7	1.6	
Financials (\$MM)				
Terminal Revenue	\$23	\$15	\$8	
CMT Operating Cash Costs <sup>(2)</sup>	\$7	\$7	-	
CONSOL Marine Terminal Adjusted EBITDA (2)	\$15	\$8	\$7	
CEIX Financials (\$MM)				
Adjusted EBITDA <sup>(2)</sup>	\$186	\$181	\$5	
Capital Expenditures	\$42	\$58	(\$16)	\$160-\$175
Free Cash Flow <sup>(2)</sup>	\$120	\$107	\$13	
Dilutive Earnings per Share (\$/share)	\$3.11	\$4.25	(\$1.14)	

<sup>&</sup>quot;Average realized coal revenue per ton sold", "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>(2)</sup> Adjusted EBITDA, CMT Operating Cash Costs, CONSOL Marine Terminal Adjusted EBITDA, and Free Cash Flow are non-GAAP financial measures. Please see the appendix for a reconciliation of each to the most directly comparable GAAP financial measure.

<sup>(3)</sup> CEIX is unable to provide a reconciliation of average realized coal revenue per ton sold and average cash cost of coal sold per ton guidance, operating ratios derived from non-GAAP financial measures, due to the unknown effect, timing and potential significance of certain income statement items.

# Leverage and Liquidity Summary

CEIX Financial Metrics (\$MM except ratios)	LTM 09/30/2023
Leverage	
Bank EBITDA <sup>(1)</sup>	\$1,046
Consolidated Net Cash <sup>(1)</sup>	(\$50)
Net Leverage Ratio <sup>(1)</sup>	(0.05x)
Liquidity (as of 09/30/2023)	
Cash/Cash Equivalents and Short-Term Investments	\$249
Revolving Credit Facility	\$355
Accounts Receivable Securitization (lesser of \$100MM and A/R borrowing base)	\$42
Less: Letters of Credit Outstanding	(\$181)
Total CEIX Liquidity <sup>(2)</sup>	\$465

Some numbers may not foot due to rounding.

<sup>(2) &</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", "Consolidated Net Cash" and "Net Leverage Ratio" are non-GAAP financial measures. Please see the appendix for a reconciliation of each to the most directly comparable GAAP measure.

# Forward Progress Sustainability Initiative: A Natural Progression

Established Board level oversight of policies, programs, and strategies regarding significant corporate sustainability issues and ESG matters 2017

Formed cross-functional ESG Committee to provide input to management related to ESG issues, trends, and strategies

Received full certification under the NMA1 CORESafety® Framework and became a Bettercoal2 Supplier

Worked to develop a continuous improvement plan to further align CONSOL processes with the Bettercoal Code<sup>2</sup> framework

Announced direct operating<sup>3</sup> greenhouse gas emission reduction targets, seeking to achieve a 50% reduction<sup>4</sup> by 2026 and net zero by 2040

Incorporated ESG related metrics into short- and long-term incentive compensation to ensure focus on achieving strategic goals

Proud to release our 6th Corporate Sustainability Report

Announced partnership with Environmental Commodities Corp. to expand methane destruction program at PAMC, in support of our GHG reduction goals



2018

2019

2020

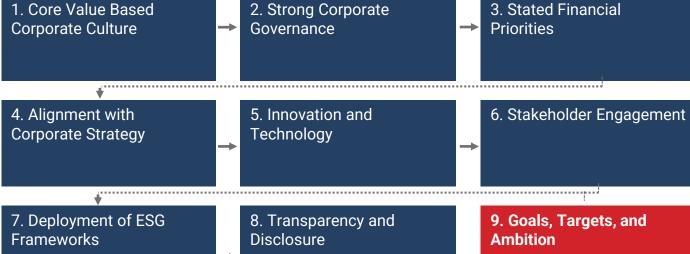
2021

2022

2023

### 1. Core Value Based

**Our ESG Management Approach** 









- (1) Core Safety is the National Mining Association's CORESafety framework.
- (2) CONSOL's operations were assessed against the Bettercoal Code, Version 1.1.
- (3) Direct operating emissions refers to Scope 1 and Scope 2 emissions only. Note our interim and net zero targets exclude scope 3 emissions. Please refer to the Cautionary Statement Regarding Forward-Looking Statements in the related October 13, 2021 press release.
- Compared to a 2019 baseline.



# 2022 Corporate Sustainability Report<sup>1</sup> Highlights

#### → EMPLOYEE HEALTH & SAFETY

Coal Operations Employee TRIR of 2.28 is **51% lower** than MSHA national average<sup>2</sup>



#### -> LINVIRONIVILINTAL COIVIF LIANGL

Compliance Record Exceeded

99.9% for the 10th consecutive year<sup>3</sup> and
reused a record 738 Million Gallons of Water



#### → WORKFORCE ENGAGEMENT

**92% Average Voluntary Retention Rate** with 42% of our employees having more than 10 years of Company Service



#### → EMISSIONS AND CLIMATE

**GHG Emission Reduction Targets** seek to achieve a 50% reduction in Scope 1 and 2 emissions by 2026, and net zero Scope 1 and 2 emissions by 2040.<sup>4</sup> Achieved 24.7% reduction, to date



#### ightarrow DIVERSITY

Achieved Goal to Increase Diversity from a gender, ethnicity or racial standpoint in 2023. The Board of Directors is 33% diverse and the Executive Management Team is 40% diverse.



#### → REVENUE DIVERSIFICATION

~59% of Revenue (including freight and terminal) came from export sales, and overall share of revenue from domestic power generation declining to 39.9%, from 55.3% in 2020



#### → WOMEN IN MANAGEMENT

**32% of Supervisory or Management Positions** in the Corporate Office **are held by Women,** although women comprise 4.46% of our workforce



#### → TECHNOLOGY AND INNOVATION

Acquired the remaining equity interests in CFOAM Corp. and formed CONSOL Innovations LLC as a platform for advancing CONSOL's technology development efforts



#### $\rightarrow$ COMMUNITY RELATIONS

Surpassed \$2.85MM in charitable donations since inception of the CONSOL Cares

Foundation



#### ightarrow ESG CAPITAL

Approved Capital of ~\$28.0MM between 2023 and 2026, to be used toward supporting our GHG emissions goals



- (1) For more information, please refer to our 2022 Corporate Sustainability Report at www.consolenergy.com/sustainability.
- (2) MSHA national average based on data from January through December 2022. Coal Operations aggregates the PA Mining and Itmann Complexes.
- (3) Compliance rate calculated as rate of compliance with NPDES permit effluent limits.
- (4) Compared to a 2019 baseline. Note our interim and net zero targets exclude scope 3 emissions. Please refer to the Cautionary Statement Regarding Forward-Looking Statements in the related October 13, 2021 press release.



# Appendix



# Adjusted EBITDA & Free Cash Flow Reconciliations

Adjusted EBITDA Reconciliation		
(\$MM)	3Q23	3Q22
Net Income	\$100.7	\$152.1
Plus:		
Income Tax Expense	\$21.0	\$39.4
Interest Expense	\$6.6	\$12.0
Interest Income	(\$4.0)	(\$1.5)
Depreciation, Depletion and Amortization	\$58.8	\$54.8
EBITDA	\$183.2	\$256.7
Plus:		
Fair Value Adjustment of Commodity Derivative Instruments	-	(\$81.2)
Loss on Debt Extinguishment	\$0.7	\$0.7
Equity Affiliate Adjustments	-	\$3.5
Stock-Based Compensation	\$1.7	\$1.2
Total Pre-tax Adjustments	\$2.3	(\$75.8)

Free Cash Flow Reconciliation (\$MM)	YTD 3Q23	3Q23	3Q22	2022	2021	2020	2019	2018	2017
Net Cash Provided by Operating Activities	\$638.8	\$162.7	\$153.1	\$651.0	\$305.6	\$129.3	\$244.6	\$413.5	\$248.1
Capital Expenditures	(\$117.7)	(\$41.7)	(\$58.4)	(\$171.5)	(\$132.8)	(\$86.0)	(\$169.7)	(\$145.7)	(\$81.4)
Proceeds from Sales of Assets	\$6.2	-	\$12.4	\$21.5	\$13.6	\$9.9	\$2.2	\$2.1	\$24.6
Investments in Mining-Related Activities	(\$5.4)	(\$0.6)	-		-	-	-	-	-
Free Cash Flow	\$521.9	\$120.4	\$107.1	\$501.0	\$186.4	\$53.2	\$77.0	\$269.9	\$191.3

\$185.5

\$180.9

Adjusted EBITDA

# Net Leverage, Bank EBITDA & Consolidated Net Cash Reconciliation

Net Leverage Ratio Reconciliation	
(\$MM except ratios)	3Q23
Net Income (Loss)	\$692
Plus:	
Interest Expense	\$37
Interest Income	(\$11)
Income Tax Expense (Benefit)	\$143
Fair Value Adjustment of Commodity Derivative Instruments	(\$67)
EBIT CONTROL OF THE C	\$793
Plus:	
Depreciation, Depletion and Amortization	\$241
EBITDA	\$1,034
Plus:	
Loss (Gain) on Debt Extinguishment	\$4
Stock-Based Compensation	\$10_
Total Pre-tax Adjustments	\$14
Adjusted EBITDA	\$1,049
Less:	
Other Adjustments	(\$2)
Bank EBITDA	\$1,046
Consolidated First Lien Debt	\$20
MEDCO Revenue Bonds	\$103
PEDFA Bonds	\$75
Other Debt	\$1
Less: Cash/Cash Equivalents and Short-Term Investments	\$249
Consolidated Net Cash Debt	(\$50)
Net Leverage Ratio	(0.05x)



# Average Realized Coal Revenue per Ton Sold, Average Cash Margin per Ton Sold and Average Cash Cost of Coal Sold per Ton Reconciliations

(\$MM except per ton data)	3Q23	3Q22
Total Coal Revenue (PAMC Segment)	\$431	\$466
Less: Settlements of Commodity Derivatives	-	(\$81)
Realized Coal Revenue	\$431	\$384
Operating and Other Costs	\$276	\$230
Less: Other Costs (Non-Production and non-PAMC)	(\$41)	(\$20)
Cash Cost of Coal Sold	\$235	\$210
Total Tons Sold (in millions)	6.1	5.3
Average Realized Coal Revenue per Ton Sold	\$70.34	\$72.83
Less: Average Cash Cost of Coal Sold per Ton	\$38.36	\$39.77
Average Cash Margin per Ton Sold	\$31.98	\$33.06

(\$MM except per ton data)	3Q23	3Q22
Operating and Other Costs	\$276	\$230
Less: Other Costs (Non-Production and non-PAMC)	(\$41)	(\$20)
Cash Cost of Coal Sold	\$235	\$210
Add: Depreciation, Depletion and Amortization (PAMC Production)	\$47	\$45
Cost of Coal Sold	\$282	\$255
Total Tons Sold (in millions)	6.1	5.3
Average Cost of Coal Sold per Ton	\$46.04	\$48.37
Less: Depreciation, Depletion and Amortization Costs per Ton Sold	\$7.68	\$8.60
Average Cash Cost of Coal Sold per Ton	\$38.36	\$39.77

# CONSOL Marine Terminal Adjusted EBITDA and CMT Operating Cash Costs Reconciliations

CMT EBITDA Reconciliation		
(\$MM)	3Q23	3Q22
Net Income	\$12.1	\$5.6
Plus:		
Interest Expense	\$1.5	\$1.5
Depreciation, Depletion and Amortization	\$1.2	\$1.1
EBITDA	\$14.8	\$8.3
Plus:		
Stock-Based Compensation	\$0.1	-
Total Pre-tax Adjustments	\$0.1	-
Adjusted EBITDA	\$14.9	\$8.3

CMT Operating Cash Costs Reconciliation		
(\$MM)	3Q23	3Q22
Operating and Other Costs	\$276.3	\$229.7
Less: Other Costs (Non-Throughput)	(\$267.8)	(\$221.9)
CMT Operating Costs	\$8.5	\$7.8
Less: Depreciation, Depletion and Amortization (Throughput)	(\$1.1)	(\$1.0)
CMT Operating Cash Costs	\$7.5	\$6.7