



# Q1 2021 Update

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April 29, 2021

# Q1 2021 Highlights

“CNX continued to successfully execute its plan by delivering another quarter of positive free cash flow, reducing absolute debt, and continuing share buybacks at attractive pricing,” commented Nick Deluliis, president and CEO. “Our ability to consistently generate significant, sustainable free cash flow, and reduce debt and return capital to shareholders is special and continues to differentiate CNX from others in our industry and beyond.”

- Free cash flow (FCF)<sup>(1)</sup> of \$101 million, or fifth consecutive quarter of FCF generation
  - 2021E FCF<sup>(1)</sup> guidance increased to approximately \$450 million, compared to the previous guidance of approximately \$425 million
  - 7-year (2020-2026) FCF plan is on track
- Repurchased 1.5 million shares of CNX common stock on the open market at an average price of \$12.26 per share for a total cost of \$18 million
  - The remaining amount available under the existing stock repurchase program is \$237 million and is not subject to an expiration date
- Net debt reduced by approximately \$70 million in Q1

## 1<sup>ST</sup> QUARTER SNAPSHOT<sup>(1)</sup>

**\$101MM**

Free Cash Flow

**14%**

2021E Free Cash Flow Yield

**32%**

Operating Margin

**60%**

2021E Cash Operating Margin

**2.6x**

TTM Leverage Ratio

**2.0x**

2021E Leverage Ratio

**\$1.01 per Mcfe**

Fully Burdened Cash Costs

**\$1.05 per Mcfe**

2021E Fully Burdened Cash Costs



Note: Financial metrics based on company filings and estimates. Share price as of 4/7/2021.

(1) Non-GAAP measures. For definitions and reconciliations, see “1Q 2021 Earnings Results & Supplemental Information of CNX Resources” on Investor Page on the company’s website and page 10 herein.

# Key 2021 Financial Metrics Lead Across Major Indices



14%

FCF Yield<sup>(1)</sup>

30%

Operating Margin<sup>(1)</sup>

2.0x

Leverage Ratio<sup>(1)</sup>

S&P 1500 Index

94<sup>th</sup>

72<sup>nd</sup>

60<sup>th</sup>

percentile

S&P 1500 Industrials

97<sup>th</sup>

92<sup>nd</sup>

70<sup>th</sup>

percentile

S&P 400 Mid Cap

95<sup>th</sup>

71<sup>st</sup>

60<sup>th</sup>

percentile

S&P 600 Small Cap

89<sup>th</sup>

85<sup>th</sup>

57<sup>th</sup>

percentile

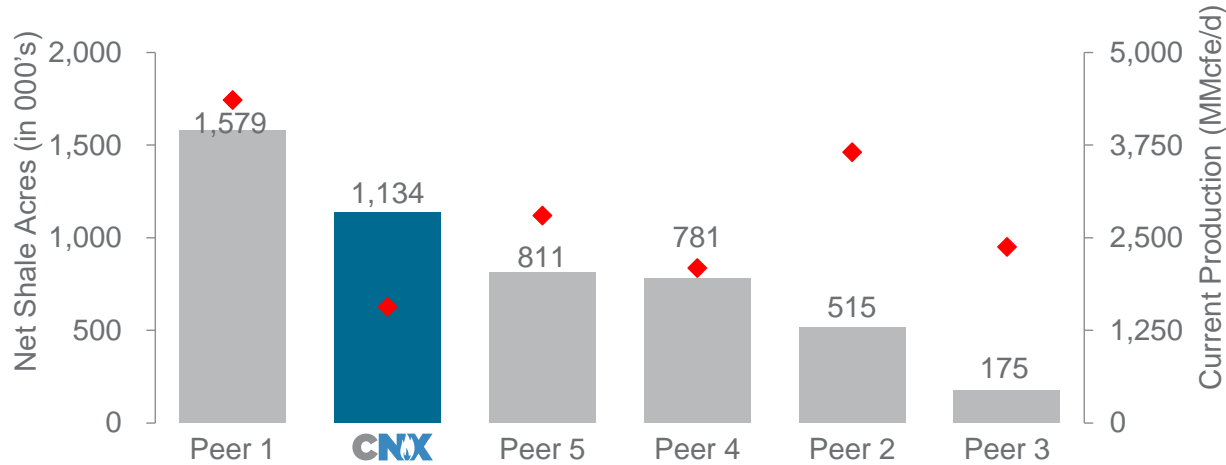


Note: Financial metrics based on FactSet consensus estimates for 2021. CNX financial metrics based on company estimates. Operating margin calculated as EBIT divided by total Revenue. CNX leverage ratio assumes 2021 free cash flow allocated to debt reduction. Indices exclude Financial sector companies.

(1) Non-GAAP measures. For definitions and reconciliations, see "1Q 2021 Earnings Results & Supplemental Information of CNX Resources" on Investor Page on the company's website and page 10 herein.

# CNX Leads Peers on Key Metrics

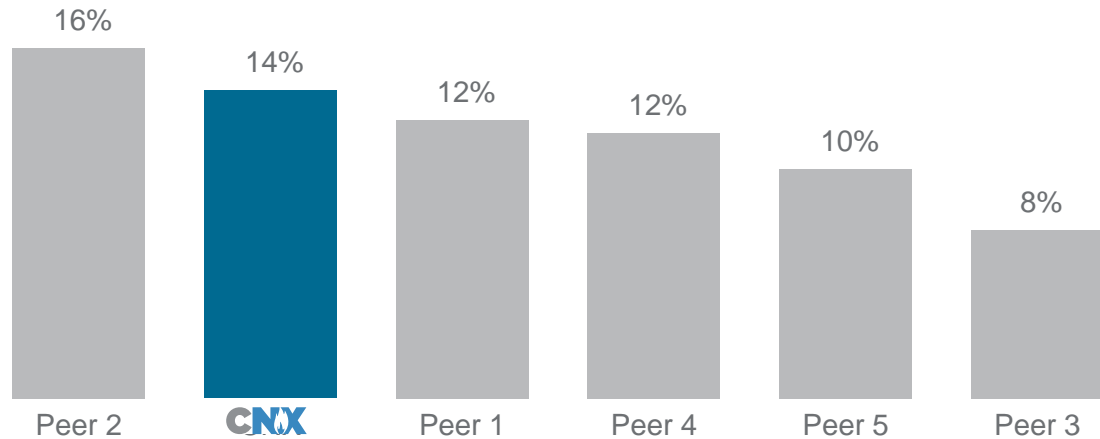
## Net Shale Acres and Daily Production<sup>(1)</sup>



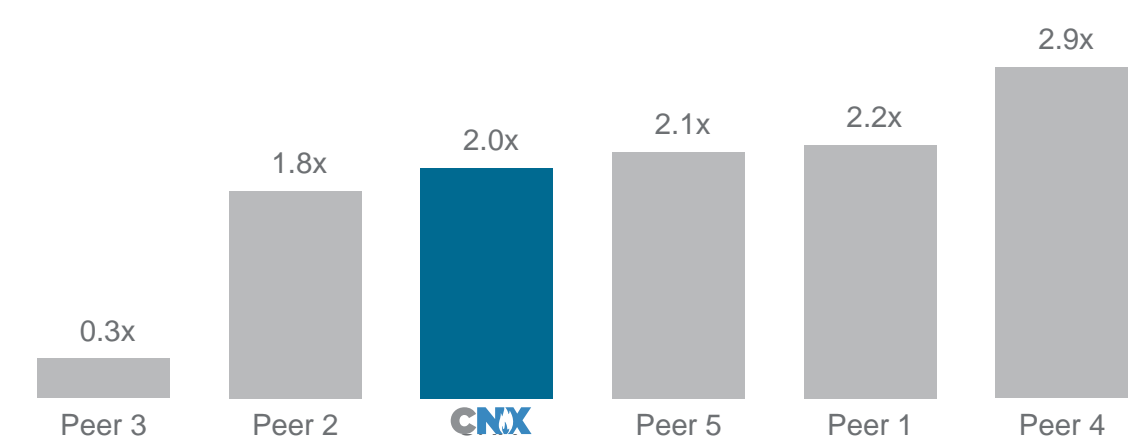
## Q1 2021/Q4 2020 Production Cash Costs (\$/Mcf)<sup>(2)(3)</sup>



## 2021E FCF Yield<sup>(2)(4)</sup>



## YE 2021E Net Debt / EBITDA<sup>(2)(5)</sup>



Source: Company materials, public filings and Capital IQ as of 4/7/21. Peers include AR, COG, EQT, RRC, and SWN.

(1) CNX net shale acres as per 2020 10-K and peers as of latest public filings. CNX current production as of Q1 2021 and peers as of latest public filings.

(2) Non-GAAP measures. For definitions and reconciliations, see "1Q 2021 Earnings Results & Supplemental Information of CNX Resources" on Investor Page on the company's website and page 10 herein.

(3) CNX production cash costs are as of Q1 2021, and peers are as of Q4 2020.

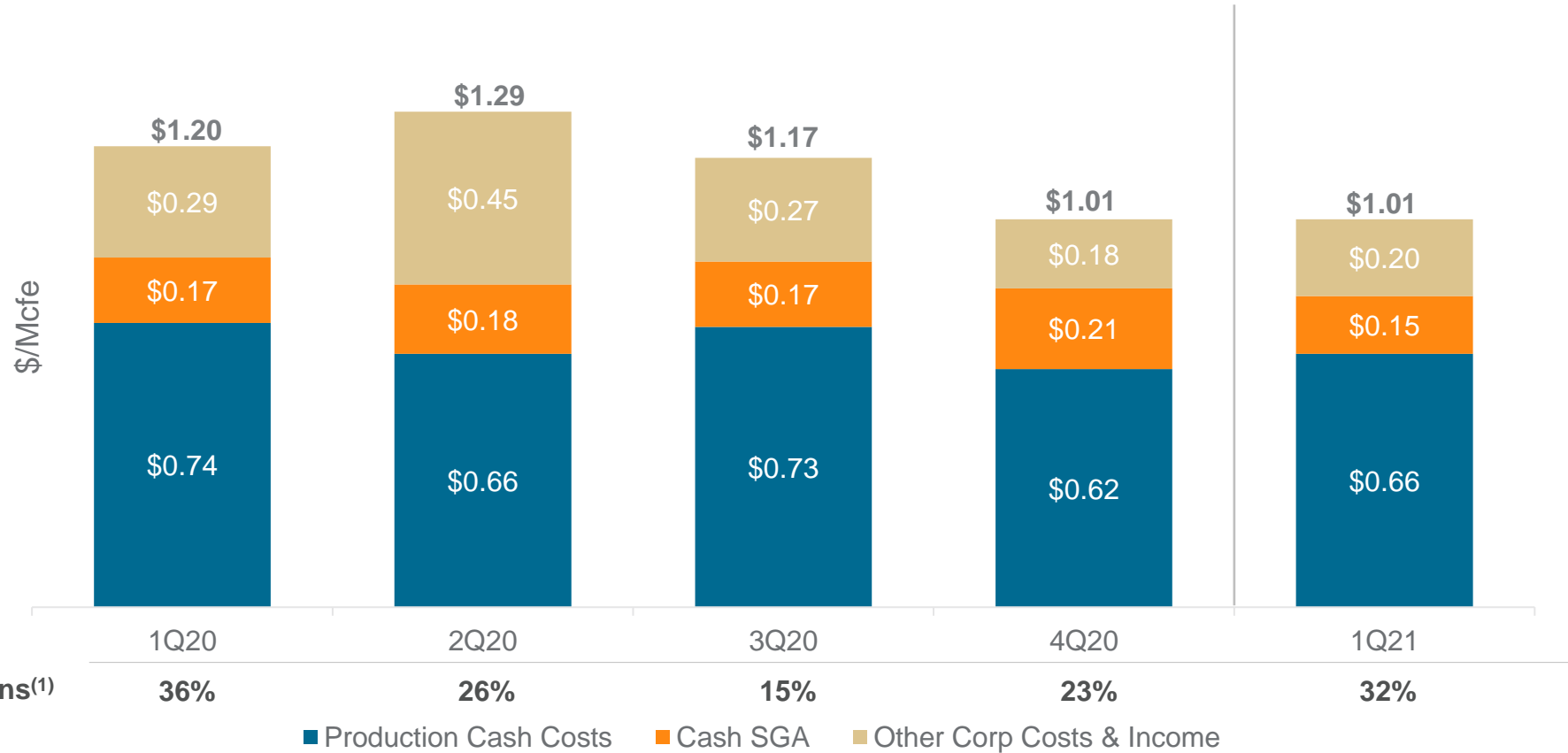
(4) CNX free cash flow (FCF) per company guidance. Share price and peer FCF consensus estimates as of 4/7/2021 and defined as cash flow from operations less capex.

(5) Peer year-end ("YE") 2021E net debt defined as current net debt less cumulative FCF through YE 2021E. Peer EBITDA as per consensus estimates as of 4/7/2021. CNX leverage per company guidance.



# Low Costs Driving Strong Operating Margins

## Fully Burdened Cash Costs<sup>(1)</sup>



**Fully burdened costs expected to further decline in long-term plan to average approximately \$0.90 per Mcfe<sup>(2)</sup>**



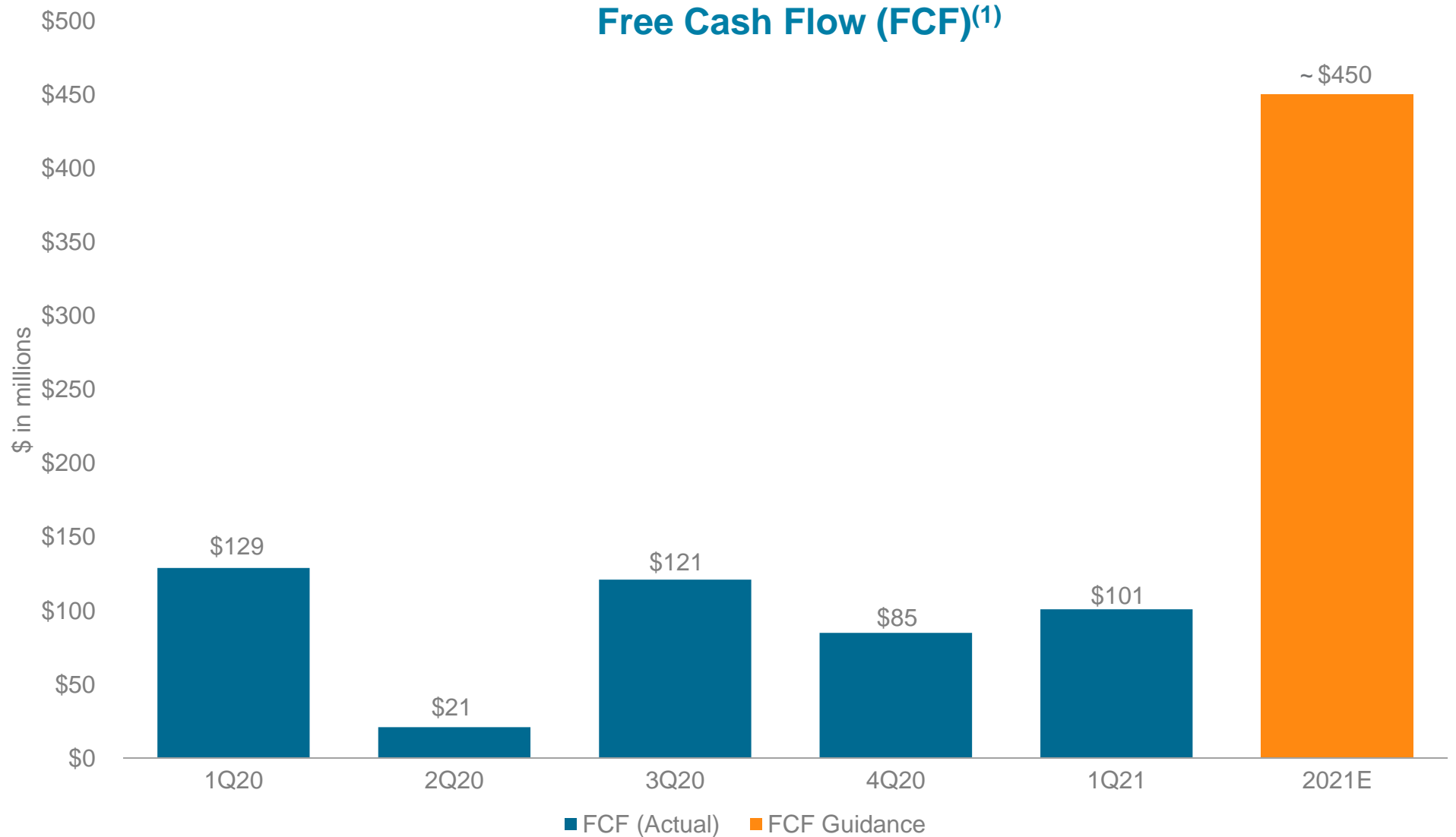
Note: Financial metrics based on company filings and estimates. Operating margin calculated as EBIT divided by total revenue.

(1) Non-GAAP measures. For definitions and reconciliations, see "1Q 2021 Earnings Results & Supplemental Information of CNX Resources" on Investor Page on the company's website and page 10 herein.

(2) Assumes all future FCF goes towards reducing debt.

# Five Consecutive Quarters of Generating Significant FCF

Five consecutive quarters of generating significant FCF, used to pay down debt and return capital to shareholders

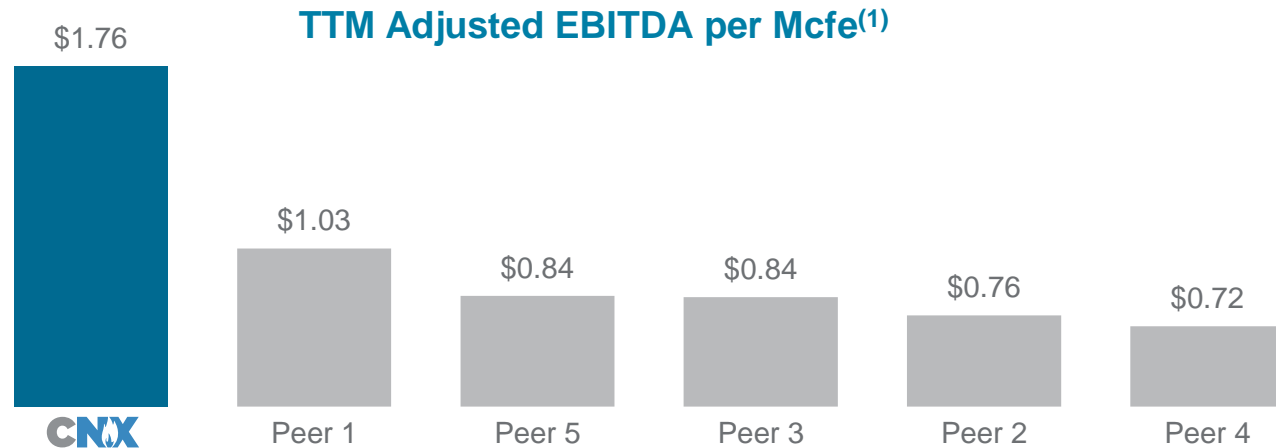


Note: Financial metrics based on company filings and estimates. Forward market prices are as of 4/7/2021.

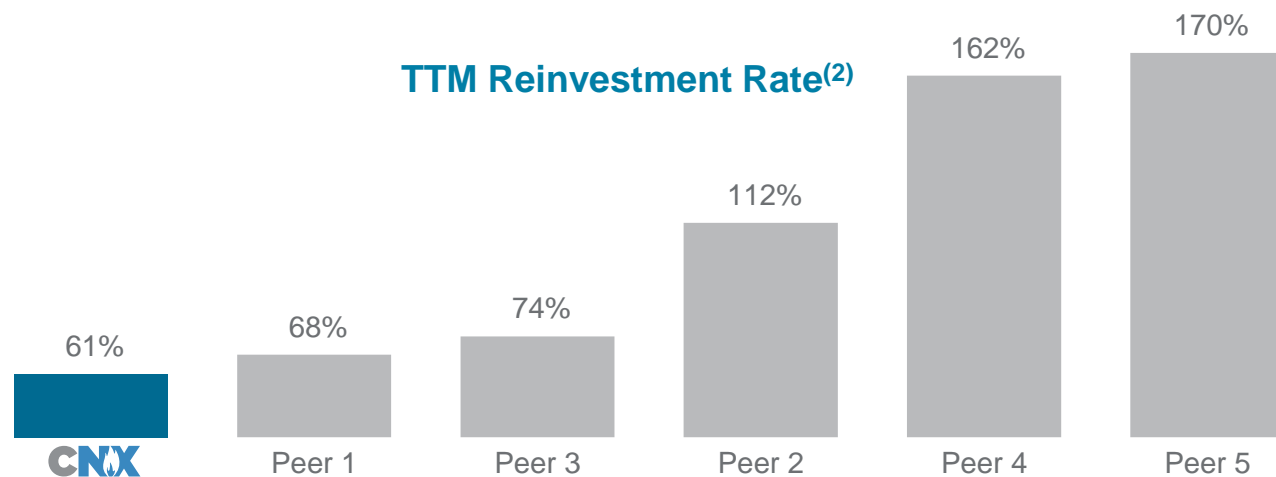
(1) Non-GAAP measures. For definitions and reconciliations, see "1Q 2021 Earnings Results & Supplemental Information of CNX Resources" on Investor Page on the company's website and page 10 herein.

# Superior Conversion of Production Volumes into Cash Flow

Conversion of production into EBITDA, better than peers



Conversion of Capex into FCF, better than peers



Despite superior margins and FCF conversion, CNX trades in-line with peer average EBITDA multiples



Source: Company materials, public filings and Capital IQ as of 4/7/21. Peers include AR, COG, EQT, RRC, and SWN.

(1) Defined as trailing twelve months (TTM) Adjusted EBITDA divided by TTM production. CNX is as of Q1 2021, and peers are as of Q4 2020.

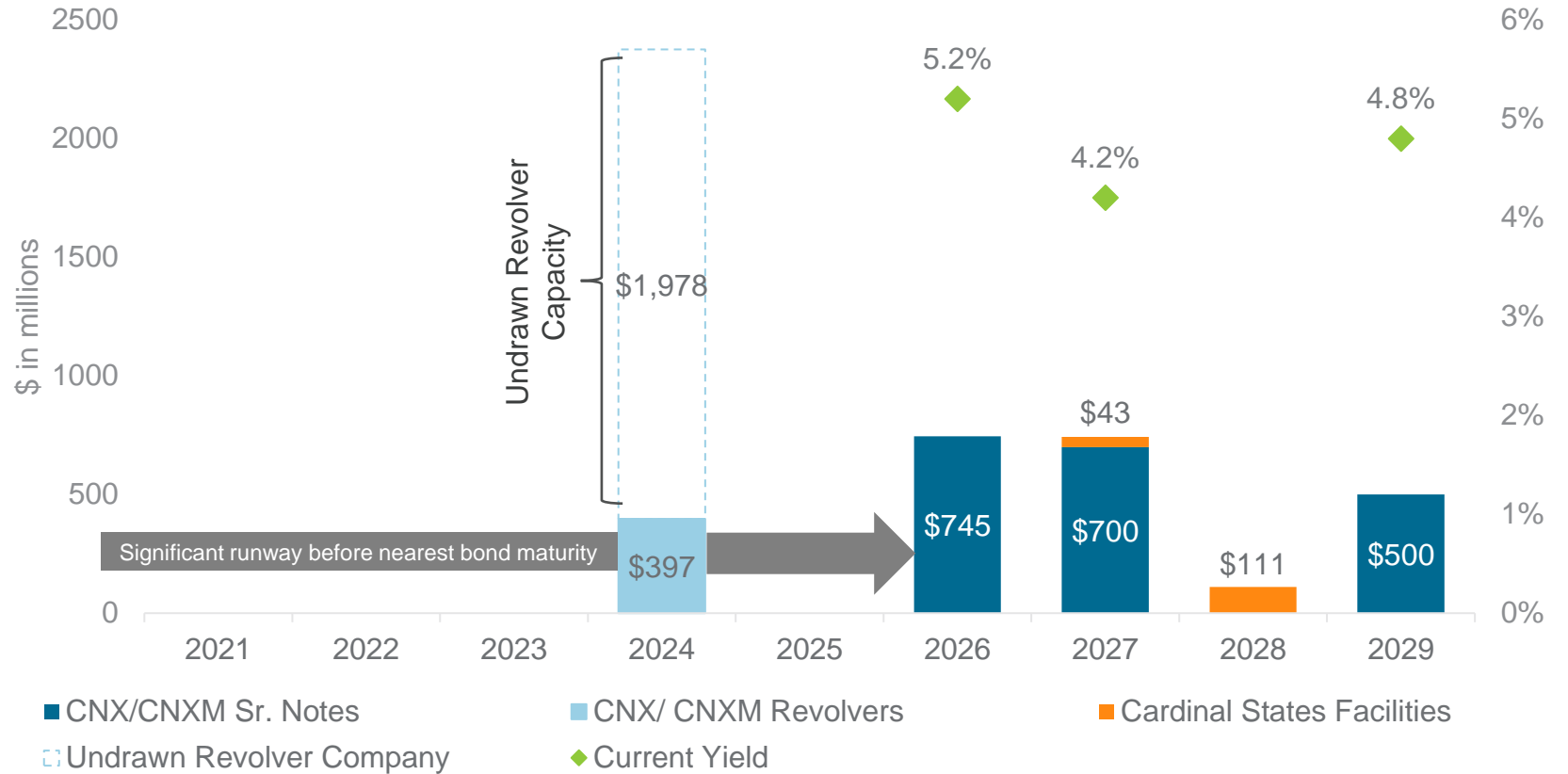
(2) Reinvestment rate defined as TTM capital expenditures divided by TTM cash from operations. CNX is as of Q1 2021, and peers are as of Q4 2020.

# Balance Sheet and Liquidity Strength

Borrowing base reaffirmed at ~\$2.4 billion – Significant liquidity under credit facilities

Net debt reduced by ~\$70 million in Q1

**Maturities as of March 31, 2021 (Adjusted)<sup>(1)</sup>**  
(\$ in millions)



Source: Company filings.  
 (1) Excludes letters of credit. Current yields as of 4/20/2021.



# Guidance Update

	PREVIOUS		UPDATED	
	2021E		2021E	
	Low	High	Low	High
<i>(\$ in millions)</i>				
<b>Total Capital Expenditures</b>	<b>\$430</b>	<b>- \$470</b>	<b>\$430</b>	<b>- \$470</b>
<b>Production Volumes (Bcfe)</b>	<b>540</b>	<b>- 570</b>	<b>540</b>	<b>- 570</b>
% of Natural Gas Hedged	90%		94%	
<b>Prices on Open Volumes<sup>(1)</sup></b>				
Natural Gas NYMEX (\$/MMBtu)	\$2.78		\$2.69	
Natural Gas Basis Differential (\$/MMBtu)	(\$0.41)		(\$0.47)	
NGL Realized Price (\$/Bbl)	~ \$15.00		~ \$20.00	
<i>(\$ in millions)</i>				
<b>Adjusted EBITDAX<sup>(2)</sup></b>	<b>\$950</b>	<b>- \$1,000</b>	<b>\$950</b>	<b>- \$1,000</b>
<i>(\$ in millions)</i>				
<b>Free Cash Flow (FCF)<sup>(2)</sup></b>	<b>~\$425</b>		<b>~\$450</b>	
FCF Per Share <sup>(2)(3)</sup>	\$1.93		\$2.04	

(1) Forward market prices for updated guidance as of 4/7/2021.

(2) Non-GAAP measures. For definitions and reconciliations, see "1Q 2021 Earnings Results & Supplemental Information of CNX Resources" on Investor Page on the company's website and page 10 herein. FCF for previous and updated guidance includes approximately \$50 million in expected asset sales in 2021.

(3) Previous guidance for 2021 FCF per share based on shares outstanding of 219,707,417 as of 1/20/2021. Updated guidance for 2021 FCF per share based on shares outstanding of 220,270,090 as of 4/15/2021.



# Investor Contacts & Notices

## Investor Relations Contact

### Tyler Lewis

VP, Investor Relations

(724) 485-3157

Email: [TylerLewis@cnx.com](mailto:TylerLewis@cnx.com)

## Investor Notices

For purposes of this presentation: “CNX”, “CNX Resources”, “Company”, “we”, “us”, and “our” refer to CNX Resources Corporation.

### Risk Factors

This presentation, including the oral statements made in connection herewith, contains forward-looking statements estimates and projections within the meaning of the federal securities laws. Statements that are not historical are forward-looking and may include our operational and strategic plans; estimates of gas reserves and resources; projected timing and rates of return of future investments; and projections and estimates of future production revenues, income and capital spending. These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those statements estimates and projections. Investors should not place undue reliance on forward-looking statements as a prediction of future actual results. 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.

Specific factors that could cause future actual results to differ materially from the forward-looking statements are described in detail under the captions "Forward-Looking Statements" and "Risk Factors" in our annual report on Form 10-K for the year ended December 31, 2020 filed with the Securities and Exchange Commission (SEC), as supplemented by our quarterly reports on Form 10-Q for the quarter ended March 31, 2021 and any subsequent reports filed with the SEC. Those risk factors discuss, among other matters, pricing volatility or pricing decline for natural gas and NGLs; the failure to realize the anticipated costs savings, synergies and other benefits of CNX's purchase of the outstanding interests in CNXM not already owned by CNX; local,

regional and national economic conditions and the impact they may have on our customers; the impact of outbreaks of communicable diseases such as COVID-19 on business activity, our operations and national and global economic conditions, generally; conditions in the oil and gas industry, including a sustained decrease in the level of supply or demand for oil or natural gas or a sustained decrease in the price of oil or natural gas; the financial condition of our customers; any non-performance by customers of their contractual obligations; changes in customer, employee or supplier relationships resulting from the proposed transaction; and changes in safety, health, environmental and other regulations.

### Data

This presentation has been prepared by CNX and includes market data and other statistical information from sources believed by CNX to be reliable, including independent industry publications, government publications and other published independent sources. Some data are also based on CNX's good faith estimates, which are derived from its review of internal sources as well as the independent sources described above. Although CNX believes these sources are reliable, it has not independently verified the information and cannot guarantee its accuracy or completeness.

### Non-GAAP Measures (Definitions, Purpose, and Reconciliations)

CNX's management uses certain non-GAAP financial measures for planning, forecasting and evaluating business and financial performance, and believes that they are useful for investors in analyzing the company. For definitions and the reconciliations of non-GAAP measures to the most comparable GAAP measures, refer to “1Q 2021 Earnings Results & Supplemental Information of CNX Resources” on Investor Page on the company's website. Please note that CNX is unable to provide a reconciliation of projected financial results contained in this presentation, including the measures referenced above, to their respective comparable financial measure calculated in accordance with GAAP. This is due to our inability to calculate the comparable GAAP projected metrics, including operating income, net cash provided by operating activities and total production costs, given the unknown effect, timing, and potential significance of certain income statement items.

Although these are not measures of performance calculated in accordance with generally accepted accounting principles (GAAP), management believes that these financial measures are useful to an investor in evaluating CNX because (i) analysts utilize these metrics when evaluating company performance and have requested this information as of a recent practicable date, (ii) these metrics are widely used to evaluate a company's operating performance, and (iii) we want to provide updated information to investors. Investors should not view these metrics as a substitute for measures of performance that are calculated in accordance with GAAP. In addition, because all companies do not calculate these measures identically, these measures may not be comparable to similarly titled measures of other companies.

