



# Earnings Results

Third Quarter 2018

October 30, 2018



# Cautionary Language

**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, 2017 filed with the SEC, as supplemented by our quarterly reports on Form 10-Q. Those risk factors discuss, among other matters, pricing volatility or pricing decline for natural gas and NGLs; our operational relationship with other parties, including midstream facilities; operational risks relating to pipeline systems, drilling natural gas wells, and customer interactions; the impact of laws and regulations on our business and industry; competitive and economic concerns; risks associated with our debt and hedging strategy; our ability to acquire economically recoverable natural gas reserves; challenges associated with strategic determinations, including the allocation of capital to strategic opportunities; our development and exploration projects and potential acquisitions or divestitures, as well as CNXM's midstream system development.

**Reserves.** Currently, the SEC permits oil and gas companies, in their filings with the SEC, to disclose only proved, probable and possible oil and gas reserves that a company anticipates as of a given date to be economically and legally producible and deliverable by application of development projects to known accumulations. We may use certain terms in this presentation, such as EUR (estimated ultimate recovery), unproved reserves and total resource potential, that the SEC's rules strictly prohibit us from including in filings with the SEC. We caution you that the SEC views such estimates as inherently unreliable and these estimates may be misleading to investors unless the investor is an expert in the natural gas industry. These measures are by their nature more speculative than estimates of reserves prepared in accordance with SEC definitions and guidelines and accordingly are less certain. We also note that the SEC strictly prohibits us from aggregating proved, probable and possible reserves in filings with the SEC due to the different levels of certainty associated with each reserve category.

**Title.** Except for proved reserve data, the information included in this presentation is based on a summary review of the title to the gas rights we hold. As is customary in the gas industry, prior to the commencement of natural gas drilling operations on our properties, we conduct a thorough title examination and perform curative work with respect to significant defects. We are typically responsible for curing any title defects at our expense. As a result of our title review or otherwise, we may be required to acquire property rights from third parties at our expense in order to effectively drill and produce the gas rights we control and third parties may participate in the wells we drill, thereby reducing our working interest in those wells.

**Reconciliation.** As it relates to the disclosures within this presentation of projected Adjusted EBITDA and EBITDAX for fiscal or quarterly periods in 2018-2022, for CNX or CNXM, CNX Resources is unable to provide a reconciliation of such metrics to projected operating income, the most directly comparable financial measure calculated in accordance with GAAP, due to the unknown effect, timing, and potential significance of certain income statement items for each of CNX and CNXM, respectively.

**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.

This presentation does not constitute an offer to sell or a solicitation of offers to buy securities of CNX Resources Corporation or CNX Midstream Partners LP.



# Executive Summary

	Q3 2018	EXPECTATION
<b>STRATEGIC INITIATIVE</b>		
<b>EBITDAX Guidance per Share</b>	<ul style="list-style-type: none"> <li>Consolidated FY2018 EBITDAX guidance increasing to \$990-\$1,010 million from \$945-\$970 million</li> <li>Attributable FY2018 EBITDAX guidance increasing to \$885-\$910 million from \$835-\$860 million</li> </ul>	<ul style="list-style-type: none"> <li>Based on midpoint of guidance range and share count as of October 16, 2018, expect to generate \$4.91 per share of consolidated EBITDAX in FY2018</li> </ul>
<b>Production and Outlook</b>	<ul style="list-style-type: none"> <li>As expected, Q3 2018 production declined modestly Q/Q driven by the cadence of TILs; CNX turned-in-line 35 Marcellus/Utica wells with the majority occurring in second half of the third quarter</li> </ul>	<ul style="list-style-type: none"> <li>Increased activity in late Q3 2018 sets up Q4 2018 for significant production ramp and expected record production; narrowing FY2018 production guidance to range of 497.5-507.5 Bcfe</li> </ul>
<b>Balance Sheet &amp; Leverage Ratio</b>	<ul style="list-style-type: none"> <li>2.26x net debt / TTM EBITDAX as of 3Q18 end<sup>(1)</sup></li> <li>Bought back remaining \$200 million of 8% 2023 notes for total interest savings of ~\$18 million per year over five years from the full \$500 million redemption</li> </ul>	<ul style="list-style-type: none"> <li>2.5x leverage ratio ceiling creates optionality and adaptability; the capacity available will vary as capital allocation opportunities develop</li> </ul>
<b>Share Repurchases</b>	<ul style="list-style-type: none"> <li>Repurchased 8.3 million shares during the third quarter; total of 27.6 million shares since the program was announced through October 16, 2018 or a 12% reduction of shares outstanding</li> </ul>	<ul style="list-style-type: none"> <li>Original \$450 million repurchase authorization nearing completion with expiration at year end 2018; new authorization issued for \$300 million with no time limit</li> </ul>
<b>SWPA Utica and Stacked Pay</b>	<ul style="list-style-type: none"> <li>Two SWPA Utica wells spud on two different pads in second half of Q3 2018 following successful RHL11E</li> </ul>	<ul style="list-style-type: none"> <li>Lessons learned in the CPA Utica delineation process and early SWPA Utica wells are informing all new wells and driving down costs and improving results</li> </ul>
<b>Ohio Utica JV Sale</b>	<ul style="list-style-type: none"> <li>Closed sale of Ohio Utica JV assets and deployed cash proceeds through combination of debt repayment and share repurchases in the quarter</li> </ul>	<ul style="list-style-type: none"> <li>Future divestiture and drop opportunities will continue to be evaluated on an NAV/share basis with a focus on balance sheet capacity and opportunities related to the use of proceeds</li> </ul>



CNX Resources is unable to provide a reconciliation of projected Adjusted EBITDAX to projected net income, the most comparable financial measure calculated in accordance with GAAP, due to the unknown effect, timing, and potential significance of certain income statement items.  
 (1) See non-GAAP reconciliation table below.

# Debt Discipline and EBITDAX Growth Drive Available Capacity

## Net Debt Attributable to CNX Shareholders

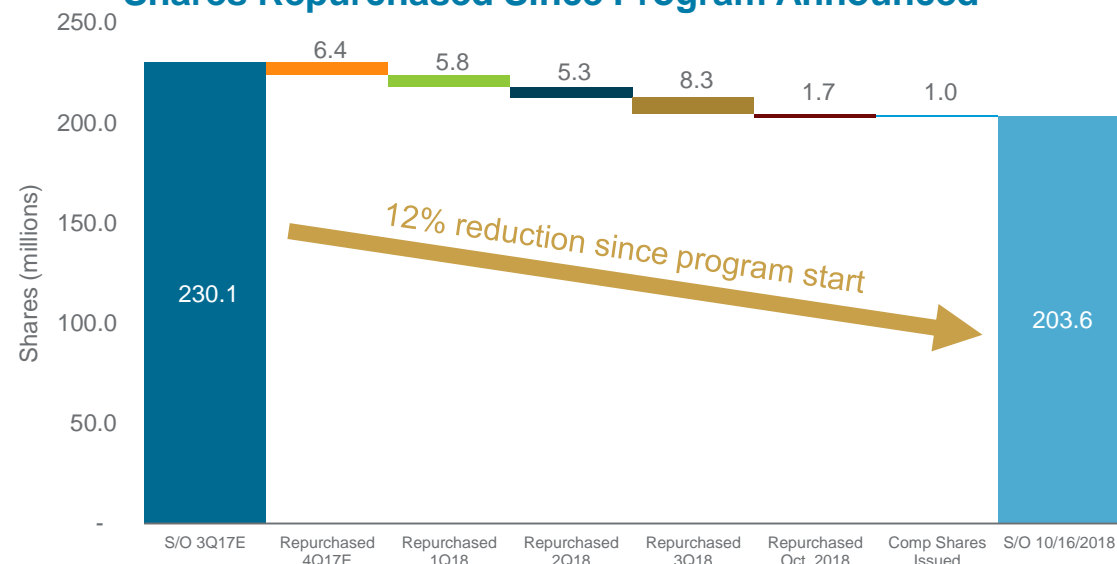
\$ in millions	September 30, 2018		
	E&P	Midstream	Total
Total Debt (GAAP) <sup>(1)</sup>	\$1,769.5	\$437.0	\$2,206.5
Less: Cash and Cash Equivalents	\$32.8	\$9.9	\$42.7
Net Debt (Non-GAAP)	\$1,736.7	\$427.1	\$2,163.9
Less: Net Debt Attributable to Noncontrolling Interest <sup>(2)</sup>	-	\$272.9	\$272.9
<b>Net Debt Attributable to CNX Resources Shareholders</b>	<b>\$1,736.7</b>	<b>\$154.2</b>	<b>\$1,890.9</b>

TTM Adjusted EBITDAX Attributable to CNX Shareholders <sup>(3)</sup> **\$836.5**

3Q 2018 Net Debt / TTM Attributable Adjusted EBITDAX **2.26x**

In Q3 2018, CNX redeemed the remaining \$200 million of 8% notes due 2023; in total, the redemption of the \$500 million of 2023 senior notes resulted in annual interest savings of approximately \$18 million per year over the next five years

## Shares Repurchased Since Program Announced



- Approximately \$25 million remaining on outstanding authorization as of October 16, 2018 expected to be executed by year-end 2018
- New repurchase authorization issued for \$300 million with no expiration date
- Balance sheet capacity, driven by growing EBITDAX, will continue to expand and contract under the 2.5x leverage ceiling
  - As capital allocation decisions arise, all will be analyzed through the strict NAV/share lens and with future opportunities in mind as well



Note: Tables may not foot due to rounding.

(1) Includes current portion.

(2) Calculated by taking an average minority interest percentage of 63.91%.

(3) See non-GAAP reconciliation table below.

# Q3 2018 Results

## Net Income and Adjusted EBITDAX

- Consolidated net income of \$147 million in the 2018 third quarter; consolidated adjusted net income of \$57 million<sup>(1)</sup>; adjusted net income excludes the following pre-tax items:
  - \$131 million gain on asset sales
  - \$15 million unrealized gain on commodity derivative instruments
  - \$15 million loss on debt extinguishment
  - \$8 million in other miscellaneous items
- Consolidated Adjusted EBITDAX from Continuing Operations in the third quarter of \$239 million or \$1.17 per share<sup>(1)(2)</sup>; Adjusted EBITDAX attributable to CNX Resources Shareholders was \$210 million<sup>(1)</sup> in the third quarter

Consolidated Adjusted EBITDAX  
Per Share<sup>(2)</sup> increased

**147%**

compared to Q3 2017

Q3 2018 Summary								
(\$ in millions, except per share data)								
	3Q 2018	3Q 2017	Y/Y Units	Y/Y - %	3Q 2018	2Q 2018	Q/Q Units	Q/Q - %
Revenue and Other Income from Continuing Operations	\$397	\$287	\$110	38%	\$397	\$402	(\$5)	-1%
Consolidated Adjusted Net Income / (Loss) <sup>(1)</sup>	\$147	(\$26)	\$173	665%	\$147	\$90	\$57	63%
Consolidated Adjusted EBITDAX <sup>(1)</sup>	\$239	\$109	\$130	118%	\$239	\$231	\$8	4%
Consolidated Adjusted EBITDAX <sup>(1)</sup> Per Share	\$1.17 <sup>(2)</sup>	\$0.48	\$0.70	147%	\$1.17 <sup>(2)</sup>	\$1.08	\$0.09	8%
Shares Outstanding at Period End (millions)	203.6	230.1	(26.5)	-12%	203.6	213.1	(9.5)	-4%



Note: The terms "adjusted net income attributable to CNX shareholders", "adjusted EBITDAX attributable to CNX shareholders", and "adjusted EBITDAX from continuing operations" are non-GAAP financial measures, which are reconciled to the GAAP net income below.

(1) See non-GAAP reconciliation table below.

(2) When using shares outstanding as of October 16, 2018.

# “Attributable Share” Reconciled to Consolidated Results

Q3 2018	Attributable to CNX Shareholders					Total "Attributable to CNX Shareholders"	+ Noncontrolling Interest = Consolidated	
	Inside the MLP			Outside the MLP			63.91% of CNXM	
	E&P Standalone	+ Attributable to CNXM LP & GP	+ Unallocated <sup>(1)</sup>	+ CNX Gathering	=		Attributable to Noncontrolling Interest	Total Consolidated
Adj. EBITDAX	\$190.1	\$11.2	\$2.4	\$6.3	=	\$210.0	\$29.1	\$239.1
Total Debt	\$1,769.5	\$157.7	--		=	\$1,927.2	\$279.3	\$2,206.5
Total Cash	<u>\$32.8</u>	<u>\$3.5</u>			=	<u>\$36.3</u>	<u>\$6.4</u>	<u>\$42.7</u>
Net Debt	\$1,736.7	\$154.2			=	\$1,890.9	\$272.9	\$2,163.8

(\$ in millions)

## Cash from Operations and Capital Expenditures

Q3 2018	E&P Standalone	+ CNX Gathering <sup>(2)</sup>	=	CNX	+ MLP <sup>(2)</sup>	=	Total Consolidated
Cash from Operations	\$203.6	\$1.2	=	\$204.9	\$34.4	=	\$239.3
Capital Expenditures	\$253.3	\$1.9	=	\$255.2	\$42.3	=	\$297.5

(\$ in millions)

## Attributable Portion Calculation

CNX LP ownership	34.09%
GP ownership	2.00%
Total CNX ownership	36.09%
NCI	63.91%
	100.00%



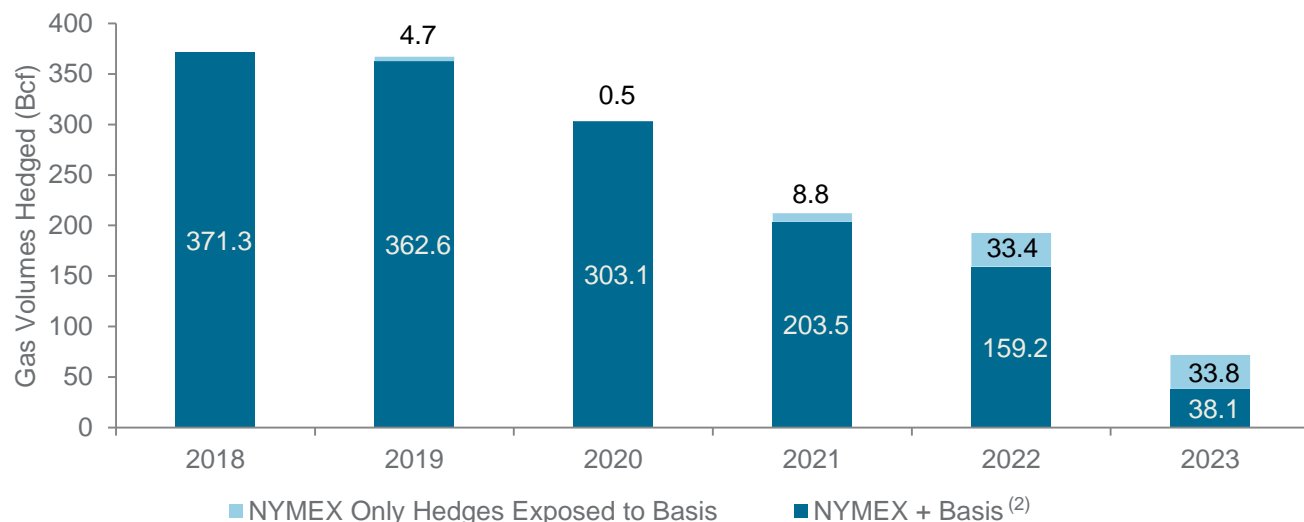
Note: Tables may not foot due to rounding.

(1) CNX's unallocated expenses include other expense, gain on sale of assets, loss on debt extinguishment, and income taxes.

(2) MLP cash flow from operations and CNX Gathering calculated using same percentage mix of gross adjusted EBITDA and adjusted EBITDA net to the MLP, which as of Q3 2018 was 96.5% and 3.5%, respectively. Consolidated cash flow from operations for CNX Midstream for Q3 2018 was \$35.7 million.



# Marketing: Natural Gas Hedging and Basis Protection



- Layering in hedges out to 2023 to protect margins on proved developed production and a portion of PUDs (capex)
- Locking-in revenue and de-risking capital decisions by matching NYMEX and basis hedge volumes
- Protecting from in-basin blowout through regional basis hedges
- Approximately 80% of total 2018E gas volumes hedged<sup>(3)</sup>
- NYMEX hedges added during Q3: 123.8 Bcf (for 2019, 2020, 2021, 2022, and 2023)
- Basis hedges added during Q3: 99.7 Bcf (2018, 2019, 2020, 2022, and 2023)

Hedge Volumes and Pricing	Q4 2018	2018	2019	2020	2021	2022	2023
<b>NYMEX Hedges</b>							
Volumes (Bcf)	87.9	354.2	354.5	292.6	191.1	178.9	71.9
Average Prices (\$/Mcf)	\$3.22	\$3.18	\$3.04	\$3.04	\$3.01	\$3.03	\$2.83
<b>Physical Fixed Price Sales</b>							
Volumes (Bcf)	4.3	17.1	12.8	11.0	21.2	13.7	-
Average Prices (\$/Mcf)	\$2.68	\$2.64	\$2.51	\$2.45	\$2.49	\$2.56	-
<b>Total Volumes Hedged (Bcf)<sup>(1)</sup></b>	<b>92.2</b>	<b>371.3</b>	<b>367.3</b>	<b>303.6</b>	<b>212.3</b>	<b>192.6</b>	<b>71.9</b>
<b>NYMEX + Basis (fully-covered volumes)<sup>(2)</sup></b>							
Volumes (Bcf)	92.2	371.3	362.6	303.1	203.5	159.2	38.1
Average Prices (\$/Mcf)	\$2.83	\$2.79	\$2.68	\$2.62	\$2.53	\$2.45	\$2.30
<b>NYMEX Hedges Exposed to Basis</b>							
Volumes (Bcf)	-	-	4.7	.5	8.8	33.4	33.8
Average Prices (\$/Mcf)	-	-	\$3.04	\$3.04	\$3.01	\$3.03	\$2.83
<b>Total Volumes Hedged (Bcf)<sup>(1)</sup></b>	<b>92.2</b>	<b>371.3</b>	<b>367.3</b>	<b>303.6</b>	<b>212.3</b>	<b>192.6</b>	<b>71.9</b>



(1) Hedge positions as of 10/10/2018. Q4 2018, and 2018 exclude 3.1 Bcf and 14.1 Bcf of physical basis sales not matched with NYMEX hedges.

(2) Includes the impact of NYMEX and basis-only hedges as well as physical sales agreements.

(3) Based on midpoint of total gas production guidance of 457.5-467.5 Bcf in 2018E.

# Financial Guidance

	PREVIOUS (8/2/2018)		UPDATE (10/30/2018)	
	2018E		2018E	
Revenue and Other Operating Income	E&P	Consolidated	E&P	Consolidated
Production Volumes:				
Natural Gas (Bcf)	450-475		457.5-467.5	
NGLs (MBbls)	6,000		6,000	
Condensate (MBbls)	475-500		475-500	
<b>Total Production (Bcfe)</b>	<b>490-515</b>		<b>497.5-507.5</b>	
% Liquids	7%-8%		7%-8%	
Natural Gas Basis Differential to NYMEX (\$/Mcf)	(\$0.30)-(\$0.40)		(\$0.30)-(\$0.35)	
NGL Realized Price (\$/Bbl)	\$29.00-\$30.00		\$28.00-\$30.00	
Condensate Realized Price % of WTI	70%		70%	
Realized Hedging Gain/(Loss) (\$ in millions) <sup>(1)</sup>	\$5-\$10		(\$15)-(\$25)	
Other Operating Income (3 <sup>rd</sup> party water income and resold FT) (\$ in millions)	\$20-\$25		\$20-\$25	
CNXM 3rd Party Gathering Revenue		\$70-\$75		\$70-\$75
<b>Costs</b>				
Average per unit operating expenses (\$/Mcf):				
Lease Operating Expense	\$0.20-\$0.21		\$0.20-\$0.21	
Production, Ad Valorem, and Other Fees	\$0.06-\$0.08		\$0.06-\$0.08	
Transportation, Gathering and Compression	\$0.80-\$0.85	\$0.60-\$0.65	\$0.80-\$0.85	\$0.60-\$0.65
<b>Total Cash Production and Gathering Costs</b>	<b>\$1.06-\$1.14</b>	<b>\$0.86-\$0.94</b>	<b>\$1.06-\$1.14</b>	<b>\$0.86-\$0.94</b>
<i>(\$ in millions)</i>				
Selling, General, and Administrative Costs <sup>(2)</sup>	\$85-\$95	\$95-\$110	\$85-\$95	\$95-\$110
Exploration Expense	\$10-\$15		\$10-\$15	
Other Operating Expense (unutilized FT and processing, idle rig fees, and other misc.)	\$65-\$70		\$65-\$70	
Other Non-Operating Expense (Income)	\$0		\$0	
<b>Total Capital Expenditures</b>	<b>\$900-\$950</b>	<b>\$1,000-\$1,060</b>	<b>\$900-\$950</b>	<b>\$1,035-\$1,095</b>
<b>EBITDAX (E&amp;P "Attributable to CNX" and Total Consolidated)</b>	<b>\$835-\$860</b>	<b>\$945-\$970</b>	<b>\$885-\$910</b>	<b>\$990-\$1,010</b>

Royalty income, right of way sales, interest income and 'other' all netted against bank fees, other corporate expense, and other land rental expense



CNX Resources is unable to provide a reconciliation of projected Adjusted EBITDAX to projected net income, the most comparable financial measure calculated in accordance with GAAP, due to the unknown effect, timing, and potential significance of certain income statement items.

(1) Refer to Appendix on hedging gain/(loss) assumptions. Forward pricing date as of 10/12/2018. Anticipated hedging activity is not included in projections.

(2) Excludes stock-based compensation.





# Operations: Q3 2018 Results Summary

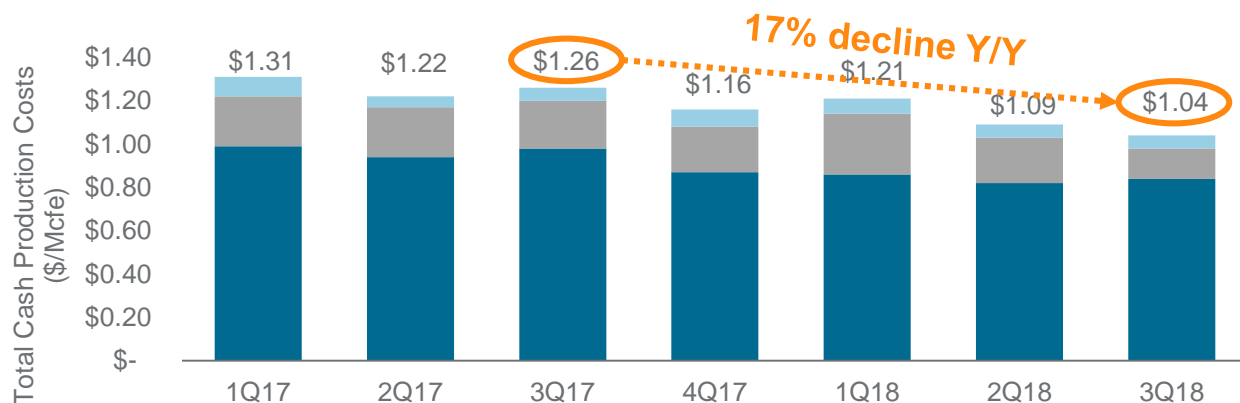
(\$/Mcf)	Y/Y			Q/Q		
	3Q 2018	3Q 2017	Change	3Q 2018	2Q 2018	Change
Average Sales Price <sup>(1)</sup>	\$2.92	\$2.50	\$0.42	\$2.92	\$2.87	\$0.05
Total Production Costs <sup>(2)</sup>	\$1.97	\$2.26	(\$0.29)	\$1.97	\$2.00	(\$0.03)
Sales Volumes (Bcfe)	119.0	101.0	18.0	119.0	122.6	(3.6)
Sales Volumes by Category (Bcfe)						
Marcellus	70.6	60.4	10.2	70.6	64.7	5.9
Utica	33.6	20.1	13.5	33.6	42.6	(9.0)
CBM	14.7	16.2	(1.5)	14.7	14.8	(0.1)
Other	0.1	4.3	(4.2)	0.1	0.4	(0.3)

(1) Average sales prices for 3Q2018, 3Q2017, and 2Q2018 include gain on commodity derivative instruments (cash settlements) of \$0.03, \$0.20, and \$0.15 per Mcf, respectively.

(2) Average Costs for 3Q2018, 3Q2017, and 2Q2018 include DD&A of \$0.93, \$1.00, and \$0.91 per Mcfe, respectively.

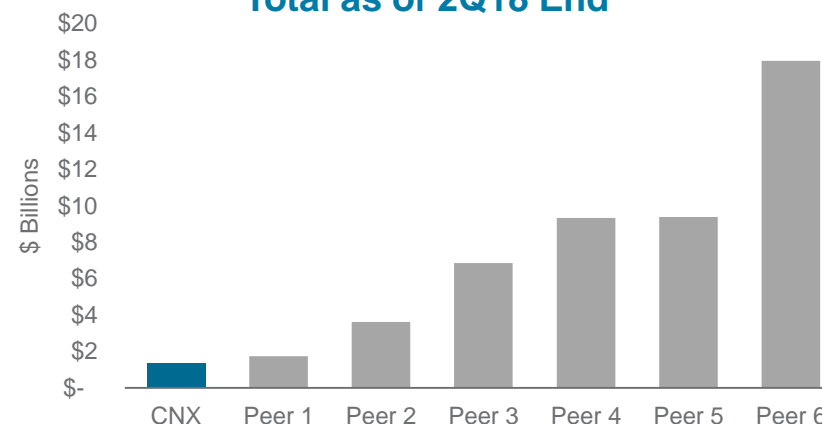
- Marcellus Shale costs were \$2.05 per Mcfe in Q3 2018, a decrease of \$0.15 from \$2.20 per Mcfe vs. Q3 2017, or a 7% decline
  - Driven by decreases to LOE and DD&A
- Utica Shale costs were \$1.39 per Mcfe in Q3 2018, a decrease of \$0.52 from \$1.91 per Mcfe in Q3 2017, or a 27% improvement
  - Excluding DD&A, Utica production cash costs were just \$0.56 per Mcfe in Q3 2018
  - Transportation, gathering and compression expenses improved as lower cost Monroe Country dry Utica volumes continued to increase
- E&P capital expenditures increased in Q3 2018 to \$253 million from \$239 million spent in Q2 2018

## Cash Production Costs 1Q17-3Q18



■ Transportation, Gathering and Compression ■ Lease Operating Expense ■ Production, Ad Valorem, and Other Fees

## Appalachian FT and Firm Processing Obligations Total as of 2Q18 End



# Operations: Q3 2018 Activity and Updated 2018 Development Plan

		Q3 2018					YTD 2018			2018E		
(\$ in millions)		TD	FRAC	TIL	Average Lateral Length <sup>(1)</sup>	HZ Rigs at Period End	TD	FRAC	TIL	TD	FRAC	TIL
SWPA Central	Marcellus	15	15	21	7,759	3	42	31	30	59	39	41
	Utica	-	-	-	-	-	-	1	1	2	1	1
WV Shirley-Penns	Marcellus	2	5	5	8,376	-	5	5	5	5	5	5
	Utica	-	-	-	-	-	-	-	-	-	-	-
CPA	Utica	3	1	-	-	1	3	2	1	5	4	2
OH Dry	Utica	3	6	4	7,038	-	8	6	10	8	8	14
OH Wet <sup>(2)</sup>		-	-	5	7,533	-	-	5	5	-	5	5
<b>Total</b>		<b>23</b>	<b>27</b>	<b>35</b>		<b>4</b>	<b>58</b>	<b>50</b>	<b>52</b>	<b>79</b>	<b>62</b>	<b>68</b>

## Activity Picking Up in SWPA Central Utica as Stacked Pay Takes Root

- At the end of Q3 2018, top hole rigs were active in the Utica formation on two multi-well SWPA Central pads
  - Morris 10 pad has producing Marcellus wells and the addition of four Utica wells is benefiting from stacked pay capital efficiencies
  - Majorsville 6 pad is newly built and will contain four Utica wells adjacent to the Richhill Marcellus/Utica development
- Wells expected to be spud in November and turned in line throughout 2019

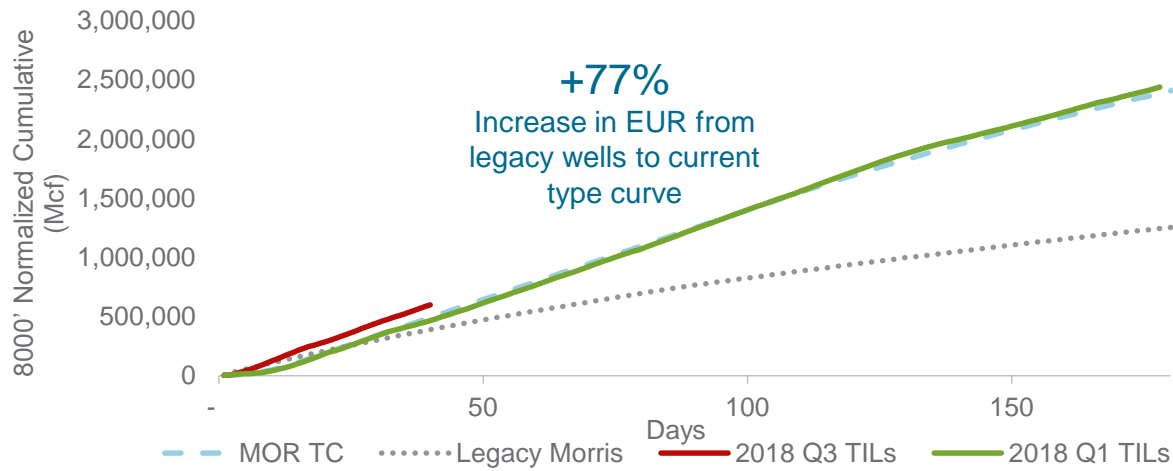


(1) Measured in lateral feet from perforation to perforation.

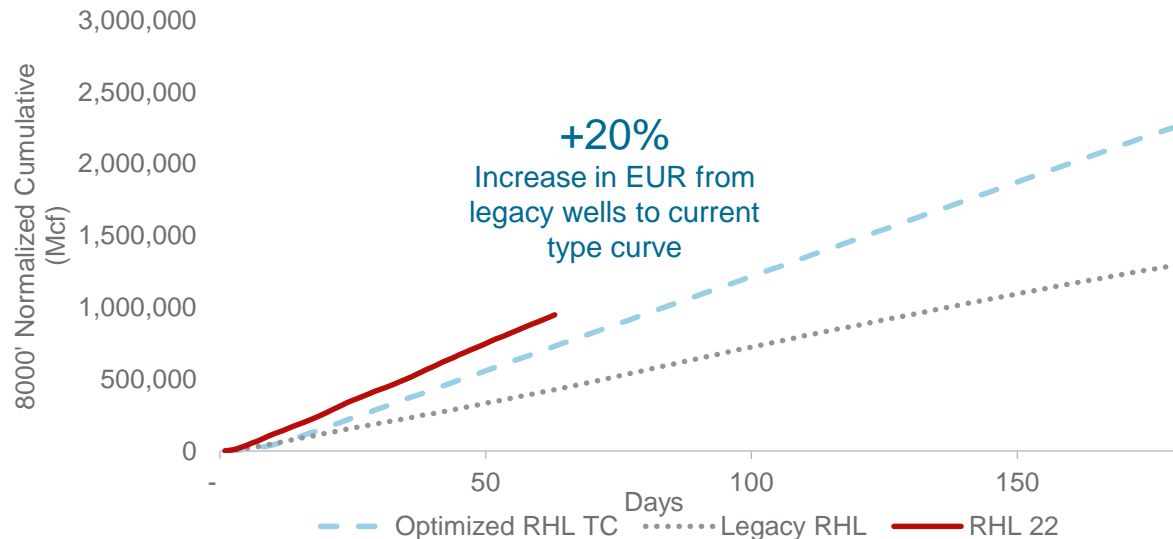
(2) 50% working interest. Sale of OH Utica JV assets closed in Q3 2018, at which point flowing production from five TILs transferred to buyer.

# SWPA Marcellus: New Wells Far Exceeding Vintage

## Morris (MOR) Marcellus – Legacy<sup>(1)</sup> vs. Now



## Richhill (RHL) Marcellus – Legacy<sup>(2)</sup> vs. Now



- Optimized drawdown, production facilities, and gathering systems to maximize NPV/well
- Increased lateral length, increased proppant loading, min/max stress optimization along with the mechanical diversion testing program driving increased reservoir performance

## Design Changes – Legacy vs. Now

Area	Stage Spacing	Proppant Loading	Inter-lateral Spacing
Morris	28% Decrease	218% Increase	No change
Richhill	26% Decrease	19% Increase	15% Increase

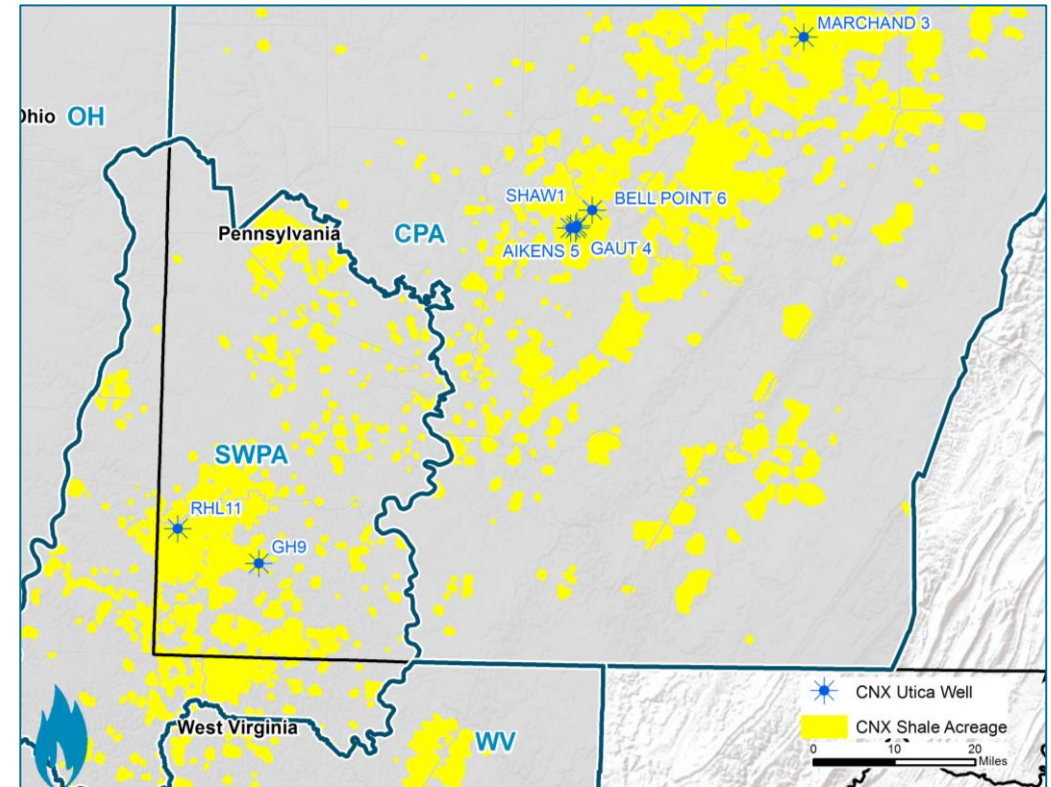
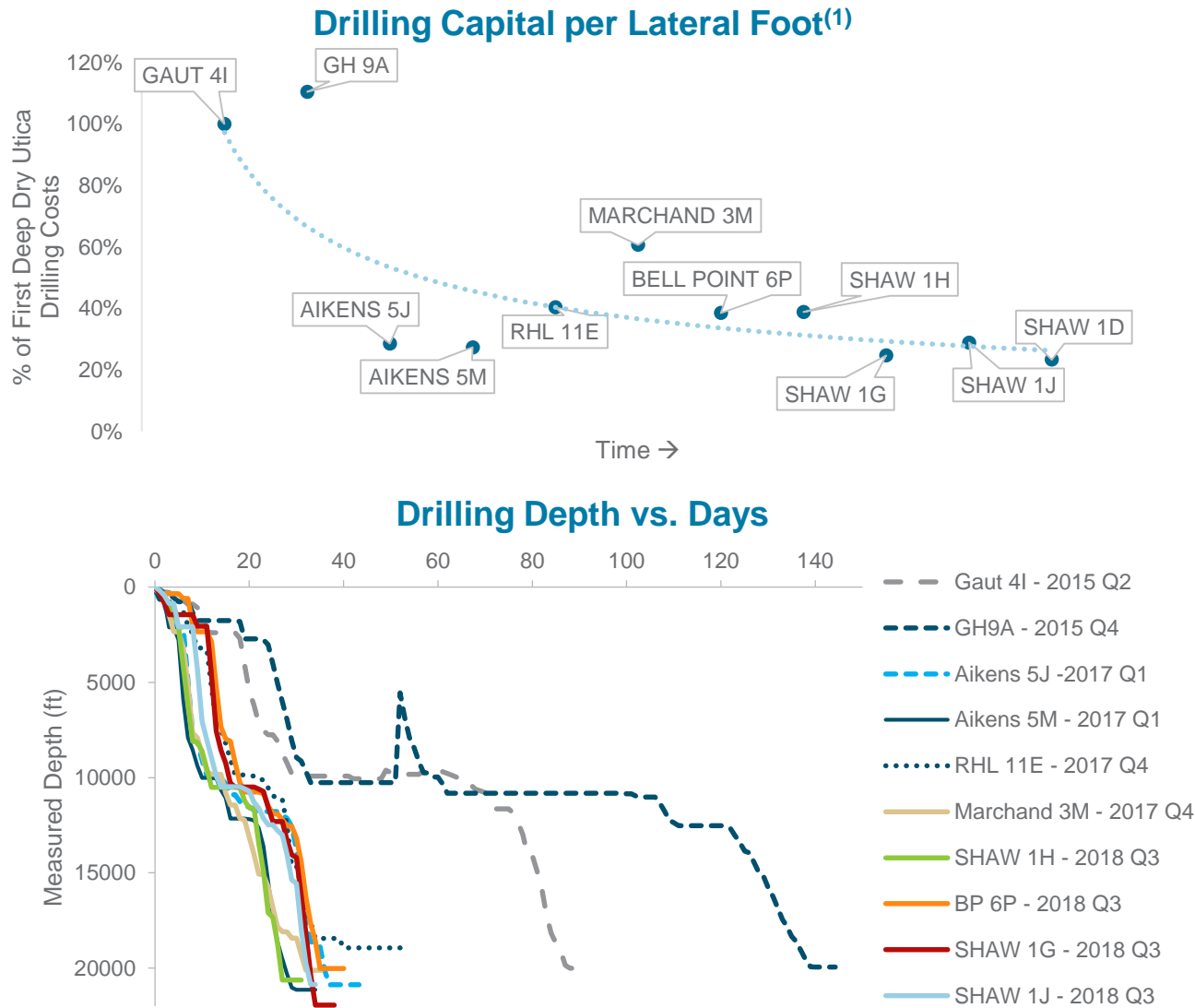
- 21 MOR and RHL Marcellus TILs in Q3 2018
- MOR and RHL make up ~85% of 2018E Marcellus TILs and ~80% of 2019E Marcellus TILs
- All MOR and RHL pads designed for future stacked pay development
- 2019E Marcellus TILs are designed in tandem with Utica TILs in SWPA for blending in full stacked pay development



(1) Legacy MOR comprised of 21 wells TIL 2012-2013; 2018 Q1 TILs comprised of 3 wells off the MOR 30 pad; 2018 Q3 TILs comprised of 7 wells off the MOR 31 pad and 6 wells off the MOR 42 pad.

(2) Legacy RHL comprised of 16 wells TIL 2015-2016; 2018 Q3 TILs comprised of 8 wells off the RHL 22 pad.

# Deep Dry Utica: Drilling Efficiency Improving Rapidly



- Steep learning curve has CNX primed for stacked pay development mode in SWPA
- Science work on early wells to enhance Earth Model accelerates field optimization and NAV growth
- Newly contracted rigs with higher hook load, torque, and pressure ratings expected to drive further efficiencies



(1) Wells listed left to right in chronological order.

# Operational and Analytical Progress Continues in FY2018

## Efficiency Milestones

Drilled Marcellus well with 7,222' lateral in 10.8 days from spud to TD

Averaging 7 days from rig move off site to start of frac

Achieved record completion peak speed of 2,600 ft/day or 13 stages in a 24 hour period

Set record plug drill-out speed of 8,400 ft/day

## Optimized Development Planning

Increasing planned lateral lengths by over 700' on average

Added over 45,000 lateral feet to Shirley/Penns field and increased average lateral length by more than 1,250' per well

Performing remote fracturing operations and utilizing subgrade wellhead designs to mitigate PDP shut-ins

## Technological Advancements

Evolution electric frac fleet starting service 1H19

Tested 10 different dissolvable and diversion technology applications

**Testing new casing design in Marcellus and Utica**

Reduces frac treating pressure by over 1,000 psi and reduces non-productive time

Allows high rate of treatment, increasing efficiency and fracture complexity

Potential net savings of \$250,000-\$500,000 per well



# Appendix

# Marketing: Highlights and Liquids Realizations

## Marketing Highlights

- Directly-marketed ethane volumes were 272,200 barrels in Q3 and, on an equivalent basis, yielded a \$1.08 per MMBtu premium over CNX Resources' residue natural gas alternative.
- \$0.18 per Mcfe uplift<sup>(1)</sup> from liquids for total average realization of \$2.92 per Mcfe in Q3 2018

## Natural Gas Price Reconciliation

	2018	2017
	Q3	Q3
NYMEX Natural Gas (\$/MMBtu)	\$2.90	\$3.00
Average Differential	(0.36)	(0.94)
BTU Conversion (MMBtu/Mcf)*	0.17	0.12
Gain on Commodity Derivative Instruments-Cash Settlement	0.03	0.20
<b>Realized Gas Price per Mcf</b>	<b>\$2.74</b>	<b>\$2.38</b>
* Conversion factor	1.06	1.06

## Natural Gas Liquids, Oil and Condensate

- Q3 2018 liquids sold: 10.4 Bcfe
- Total weighted average price of all liquids increased 41% to \$29.35 per Bbl in Q3 2018 from \$20.77 per Bbl in Q3 2017 and decreased 3% from \$30.28 per Bbl in Q2 2018
- In Q3 2018, liquids comprised approximately 9% of production volumes and 13% of total revenue and other operating income

## Average Price Realization (\$ per Bbl)

	2018			2017		
	Q3	Q2	Q1	Q3	Q2	Q1
NGLs	\$28.08	\$28.38	\$27.48	\$19.32	\$15.96	\$29.16
Oil	\$63.00	\$58.32	\$56.46	\$41.94	\$48.18	\$44.40
Condensate	\$58.56	\$56.82	\$49.32	\$41.34	\$34.14	\$33.84

# Marketing: Natural Gas Hedging – Gain/Loss Projections

	Q4 2018				
	Hedged Volumes	Hedged	Forward	Forecasted Gain/(Loss)	
	(000 MMBtu)	Price	Market <sup>(1)</sup>	(\$/MMBtu)	(\$ in 000's)
<i>(\$/MMBtu)</i>					
NYMEX	95,220	\$2.98	\$3.21	(\$0.24)	(\$22,400)
<i>Basis:</i>					
DOM South (DOM)	7,360	(\$0.59)	(\$0.46)	(\$0.13)	(\$967)
TCO Pool (TCO)	9,200	(\$0.27)	(\$0.27)	\$0.00	\$7
Michcon (NMC)	3,528	(\$0.04)	(\$0.06)	\$0.02	\$63
TETCO ELA (TEB)	1,380	(\$0.09)	(\$0.12)	\$0.03	\$36
TETCO M3 (TMT)	4,600	(\$0.12)	(\$0.05)	(\$0.07)	(\$313)
TETCO M2 (BM2)	48,070	(\$0.60)	(\$0.49)	(\$0.11)	(\$5,515)
Total Financial Basis Hedges	74,138				(\$6,689)
<b>Total Projected Realized Loss</b>					<b>(\$29,089)</b>



Note: Forward market prices, hedged volumes, and hedge prices are as of 10/10/2018. Anticipated hedging activity is not included in projections.  
 (1) October prices are settled.



# Non-GAAP Reconciliation

(\$ in thousands)	Three Months Ended				
	2018	2018	September 30, 2018	2018	2017
	E&P Division	Midstream	Unallocated <sup>(1)</sup>	Total Company	Total Company
Net Income (Loss)	\$54,431	\$31,173	\$61,152	\$146,756	(\$26,441)
Less: Income from Discontinued Operations	-	-	-	-	4,645
Add: Interest Expense	28,467	7,256	-	35,723	38,836
Less: Interest Income	(42)	-	-	(42)	(858)
Add: Income Taxes	-	-	56,678	56,678	10,530
Earnings Before Interest & Taxes (EBIT)	82,856	38,429	117,830	239,115	26,712
Add: Depreciation, Depletion & Amortization	111,844	7,741	-	119,585	102,012
Add: Exploration Expense	3,321	-	-	3,321	4,479
<b>Earnings/(Loss) Before Interest, Taxes, DD&amp;A, and Exploration (EBITDAX) from Continuing Operations</b>	<b>\$198,021</b>	<b>\$46,170</b>	<b>\$117,830</b>	<b>\$362,021</b>	<b>\$133,203</b>
Adjustments:					
Unrealized Gain on Commodity Derivative Instruments	(15,181)	-	-	(15,181)	(1,512)
Gain on Certain Asset Sales	-	-	(130,849)	(130,849)	(30,315)
Severance Expense	513	-	-	513	914
Loss on Debt Extinguishment	-	-	15,385	15,385	2,019
Stock-Based Compensation	4,739	506	-	5,245	5,159
Litigation Settlements	2,000	-	-	2,000	-
Total Pre-tax Adjustments	(\$7,929)	\$506	(\$115,464)	(\$122,887)	(\$23,735)
<b>Adjusted EBITDAX from Continuing Operations</b>	<b>\$190,092</b>	<b>\$46,676</b>	<b>\$2,366</b>	<b>\$239,134</b>	<b>\$109,468</b>
Less: Adjusted EBITDA Attributable to Noncontrolling Interest <sup>(2)</sup>	-	29,083	-	29,083	-
<b>Adjusted EBITDAX Attributable to CNX Resources Shareholders</b>	<b>\$190,092</b>	<b>\$17,593</b>	<b>\$2,366</b>	<b>\$210,051</b>	<b>\$109,468</b>

Source: Company filings.

(1) CNX's unallocated expenses include other expense, gain on sale of assets, loss on debt extinguishment and income taxes.

(2) Adjusted EBITDA Attributable to Noncontrolling Interest for the three months ended September 30, 2018 is Net Income Attributable to Noncontrolling interest of \$21,727 plus Depreciation, Depletion and Amortization of \$3,171, plus Interest Expense of \$3,877, plus Stock-based compensation of \$308. Calculated by taking an average noncontrolling interest percentage of 63.91%.

Adjusted net income for the three months ended September 30, 2018 is calculated as GAAP net income of \$146,756 less total pre-tax adjustments from the above table of \$122,887, plus the associated tax expense of \$33,328 equals adjusted net income of \$57,197. Adjusted net loss for the three months ended September 30, 2017 is calculated as GAAP net loss of \$26,441 less total pre-tax adjustments from the above table of \$23,735, plus the associated tax expense of \$8,782 equals adjusted net income of \$41,394. Adjusted net income attributable to CNX Resources shareholders for the three months ended September 30, 2018 is calculated as GAAP net income attributable to CNX shareholders of \$125,029 less total pre-tax adjustments from the above table of \$122,887, plus the associated tax expense of \$33,328 equals adjusted net income of \$35,470. Adjusted net income attributable to CNX Resources shareholders for the three months ended September 30, 2017 is calculated as GAAP net loss attributable to CNX shareholders of \$26,441 less total pre-tax adjustments from the above table of \$23,735, plus the associated tax expense of \$8,782 equals adjusted net loss of \$41,394.



# Non-GAAP Reconciliation

	Three Months Ended December 31, 2017	Three Months Ended March 31, 2018	Three Months Ended June 30, 2018	Three Months Ended September 30, 2018	Twelve Months Ended September 30, 2018
(\$ in thousands)					
Net Income	\$276,643	\$545,546	\$61,394	\$146,756	\$1,030,339
Less: Loss from Discontinued Operations	5,500	-	-	-	5,500
Add: Interest Expense	40,319	38,551	38,438	35,723	153,031
Less: Interest Income	(1,198)	(76)	-	(42)	(1,316)
Add: Income Taxes	75,427	213,694	(31,102)	56,678	314,697
Add: Tax Valuation Allowance	(269,060)	-	-	-	(269,060)
Earnings Before Interest & Taxes (EBIT) from Continuing Operations	127,631	797,715	68,730	239,115	1,233,191
Add: Depreciation, Depletion & Amortization	122,707	124,667	119,087	119,585	486,046
Add: Exploration Expense	14,093	2,380	3,699	3,321	23,493
<b>Earnings Before Interest, Taxes, DD&amp;A, and Exploration (EBITDAX) from Continuing Operations</b>	<b>\$264,431</b>	<b>\$924,762</b>	<b>\$191,516</b>	<b>\$362,021</b>	<b>\$1,742,730</b>
Adjustments:					
Unrealized Gain on Commodity Derivative Instruments	(105,879)	(52,078)	(8,975)	(15,181)	(182,113)
Settlement Expense	19,787	-	-	2,000	21,787
Gain on Asset Sales	-	(9,487)	-	(130,849)	(140,336)
Gain on Previously Held Equity Interest	-	(623,663)	-	-	(623,663)
Severance Expense	177	814	257	513	1,761
Fair Value Put Option	3,500	(3,500)	-	-	-
Other Transaction Fees	-	1,149	-	-	1,149
Stock Based Compensation	3,907	4,909	5,709	5,245	19,770
Loss on Debt Extinguishment	896	15,635	23,413	15,385	55,329
Impairment of Other Intangible Assets	-	-	18,650	-	18,650
Total Pre-tax Adjustments	(\$77,612)	(\$666,221)	\$39,054	(\$122,887)	(\$827,666)
<b>Adjusted EBITDAX from Continuing Operations</b>	<b>\$186,819</b>	<b>\$258,541</b>	<b>\$230,570</b>	<b>\$239,134</b>	<b>\$915,064</b>
Less: Adjusted EBITDA Attributable to Noncontrolling Interest <sup>(2)</sup>	-	\$22,763	\$26,711	\$29,083	\$78,557
<b>Adjusted EBITDAX Attributable to CNX Resources Shareholders</b>	<b>\$186,819</b>	<b>\$235,778</b>	<b>\$203,859</b>	<b>\$210,051</b>	<b>\$836,507</b>