## CONSOL ENERGY.

### 1st Quarter 2022 Earnings Supplement

May 3, 2022

### 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 or strategies, including with respect to the Itmann Mine, 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 Sold Per Ton, 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**

- Itmann growth project remains on track with start-up expected in 2H22.
- PAMC shipments increase to 6.5 million tons; PAMC volumes near-fully contracted in 2022 and 16.3 million tons contracted in 2023.
- 1Q22 free cash flow<sup>(1)</sup> of \$118 million, 63% of FY2021.
- 1Q22 adjusted EBITDA<sup>(1)</sup> of \$169 million.
- 2022 Guidance: Raising average realized revenue per ton sold<sup>(2)</sup> range to \$58.00-\$61.00 per ton.
  - Reaffirming guidance for total CEIX capex and PAMC cash cost.
- Debt repayments, excluding premiums, of nearly \$39 million in 1Q22 including \$25 million of second lien notes.
  - Additional discretionary payment of \$25 million toward our Term Loan B in April.
- Reduced consolidated net indebtedness per credit agreement by \$107 million since YE2021.
- Net leverage ratio<sup>(1)</sup> drops to 0.99x, an improvement from 1.49x at 12/31/2021.
- Legacy liability reduction of more than \$250 million since year-end 2017.
- Total CEIX Liquidity<sup>(1)</sup> of \$459 million as of 3/31/2022.

(1) A non-GAAP measure. Please see the appendix for a reconciliation to the most directly comparable GAAP measure.

(2) CEIX is unable to provide a reconciliation of average realized revenue per ton sold guidance, an operating ratio derived from non-GAAP financial measures, due to the unknown effect, timing, and potential significance of certain income statement items



#### **CONSOL** is Deploying Industry Leading ESG Practices to:

- $\checkmark$ Continuously improve performance, in alignment with our core values.
- $\checkmark$ Proactively manage risks and opportunities related to those ESG aspects of importance to our stakeholders.
- $\checkmark$ Develop synergies between sustainability, technology, and financial strategies, which together inform and support the Company's growth and diversification goals.
- $\checkmark$ Support sustainable and responsible coal production to meet global electricity and infrastructure needs, support social objectives and catalyze economic progress.



(1) MSHA national average based on data from January through December 2020.

(2) Compliance rate calculated as rate of compliance with permit effluent limits.

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#### 2021 CSR: 2020 Performance Highlights

### Forward Progress Sustainability Initiative: A Natural Progression



### Upon becoming an independent company in 2017, we prioritized ESG and have since developed our cross-functional **Forward Progress** sustainability initiative to build on that commitment.

- 2017: Established Board level oversight of policies, programs, and strategies regarding significant corporate sustainability issues and ESG matters
- 2018: Formed cross-functional ESG Committee to provide input to management related to ESG issues, trends, and strategies
- 2019: Received full certification under the NMA<sup>1</sup> CORESafety® Framework and became a Bettercoal Supplier
- 2020: Worked to develop a continuous improvement plan to further align CONSOL processes with the Bettercoal Code<sup>2</sup> framework
- 2021: Released 4th consecutive Corporate Sustainability Report informed by GRI and SASB standards and continued participation in CDP



5 (2) CONSOL's operations were assessed against the Bettercoal Code, Version 1.1.

### Itmann – Accelerates Growth/Diversification

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Location	Wyoming County, WY	V			
Capacity	<ul> <li>Estimated capacity: 9 (3 CM sections)</li> <li>3<sup>rd</sup> party processing of product tons</li> </ul>				
Mine Life	<ul> <li>20+ million tons life-o</li> <li>&gt; 20 years of mine life</li> </ul>	•			
Product	<ul> <li>Low-vol met coal</li> <li>Pocahontas 3 seam</li> <li>Volatile Matter</li> <li>19%</li> </ul>	Sulfur <1%	<b>CSR</b> 60		
Logistics	<ul> <li>Access to export and Norfolk Southern Rai</li> </ul>		rkets via		
Capital Cost	<ul> <li>\$29-\$32 million to complete the project (in addition to the \$66.3 million spent inception-to- date)</li> </ul>				
Projected Operating Cost	\$65-70/short ton cash	n operating co	ost <sup>1</sup>		
Permitting	<ul><li>Mine permits have be</li><li>WVDEP permits for the</li></ul>		are approved		
Current Status	<ul> <li>Development mining April 2020</li> <li>Project proceedings of 2H22 start date</li> </ul>		·		







(1) Based on Management's initial guidance at the time of project recommencement in early 2021. Subject to change.

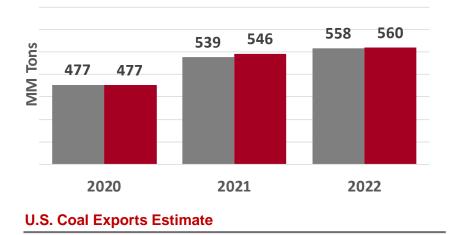
### Industry Outlook Continues to Improve as Supply Response Remains Limited

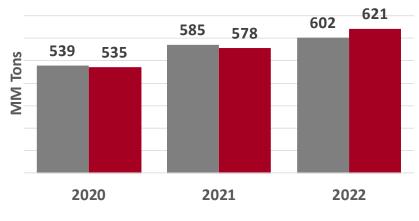


#### U.S. Coal Consumption Estimate

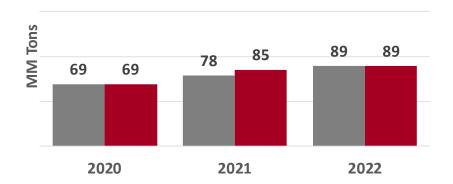
🛛 Apr 2022 Forecast 🔳 Apr 2021 Forecast

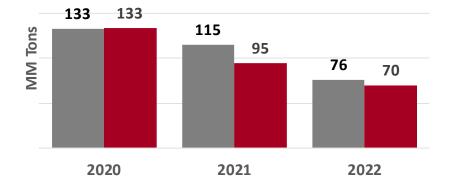
#### **U.S. Coal Production Estimate**





#### **Coal Stockpiles at Domestic Power Plants Estimate**





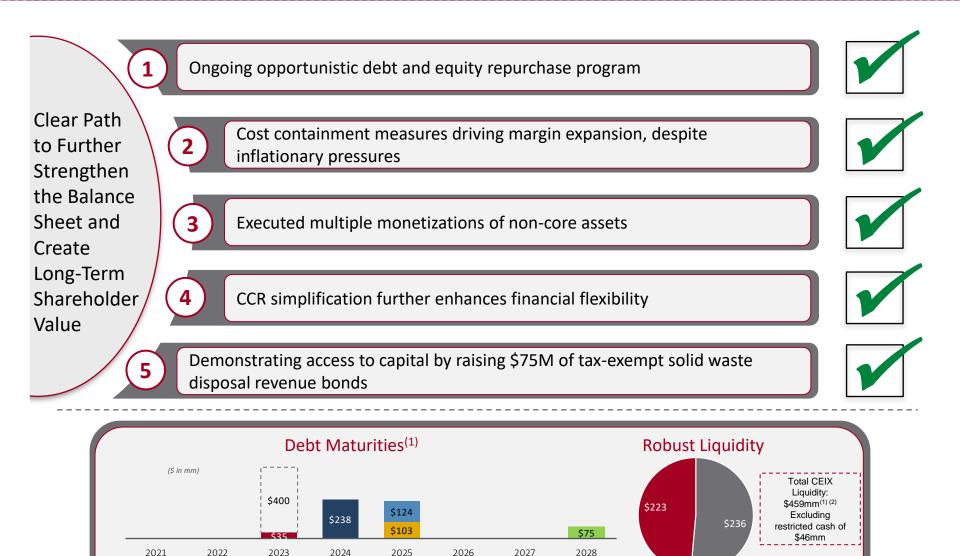
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Source: U.S. Energy Information Administration – Short-Term Energy Outlooks

Geopolitical Tension Creating Energy Security Doubts and Reevaluation of Transition Plans







Term Loan B

PEDFA Bonds

Revolver

Cash

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Source: Company filings.

Note: Balance sheet data as of 3/31/2022.

(1) As of March 31, 2022, there were no borrowings on \$400mm revolver and it is only being used for providing letters of credit with \$164mm issued. Excludes finance leases and asset-backed financing arrangements.

Second Lien Notes

**Undrawn** RCF

- 9 asset-backed financing arrangement
  - (2) Total CEIX Liquidity is a non-GAAP financial measure. See Slide 14 for a reconciliation

Term Loan A

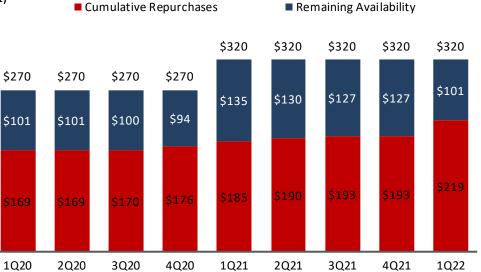
MEDCO Revenue Bonds

#### CEIX Second Lien and Share Repurchase Program Authorization<sup>(1)</sup>

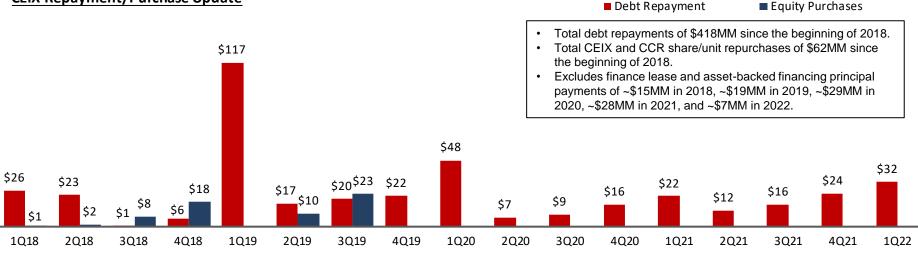
Current availability sits at \$101MM.

• Excludes finance lease and asset-backed financing principal payments of ~\$15MM in 2018, ~\$19MM in 2019, ~\$29MM in 2020, ~\$28MM in 2021, and ~\$7MM in 2022.





#### **CEIX Repayment/Purchase Update**



Note: Chart values in millions

1Q19 is pre-refinancing transaction.

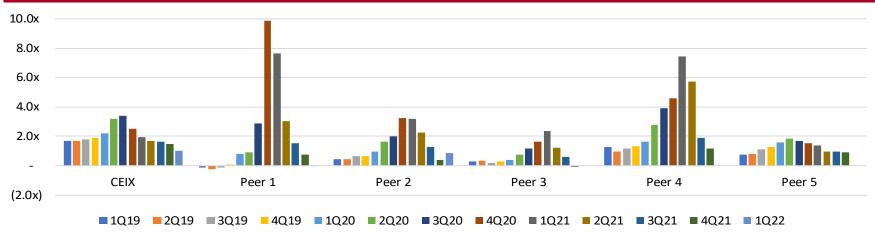
Some totals may not foot due to rounding

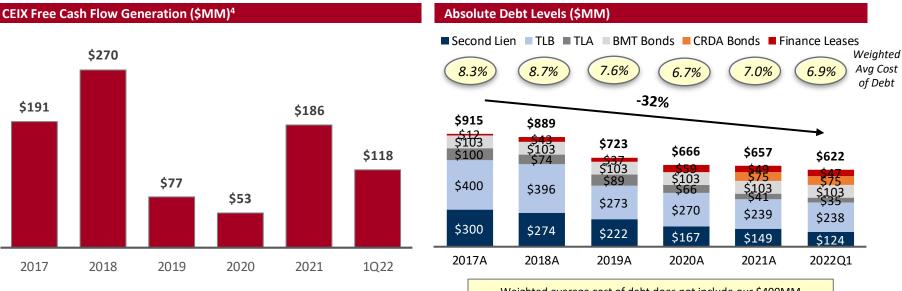
(1) Does not include Term Loan A or Term Loan B payments.

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



Leverage Peer Comparison<sup>1,2,3</sup>





Weighted average cost of debt does not include our \$400MM revolving credit facility that had a cost of debt of 5.00% at 3/31/2022.

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(1) CEIX Net Leverage Ratio is a non-GAAP financial measure. See the appendix for a reconciliation.

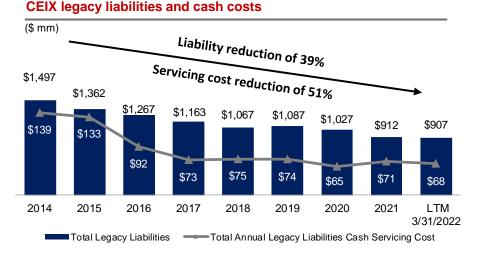
(2) Source: Public filings as of 4/29/2022.

(3) 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.



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

- The OPEB liability decreased \$60 million from 2020 to 2021.
  - A result of a decreasing trend in average claims cost over the past 3 years due, in part, to plan management, despite the large impact of a lower discount rate.
- Cash payments related to legacy liabilities are declining over time.
- Approximately 60% 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 funded at 107% as of 3/31/2022, as compared to 100% for the average S&P 1500 DB plan.
  - Plan asset returns were in the top 11% over the last 15 years, which is inclusive of historic periods of market and interest rate volatility.



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 Asset retirement obligations
 239

 nedium Total legacy liabilities
 907

 Some totals may not foot due to rounding.

 2022, as

Legacy Liabilities

Long-term disability

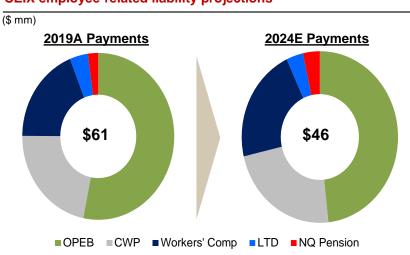
Pension obligations

Workers' compensation

Coal workers' pneumoconiosis

Other post-employment benefits

(\$mm)



Balance

**Sheet Value** 

3/31/2022

9

67

214

351

28

**Cash Servicing** 

Cost

LTM

2

10

13

24

1

14 64

3/31/2021

LTM

2

11

13

23

2

17

68

3/31/2022

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

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Source: Mercer

### 1Q22 Results and Full Year 2022 Guidance

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	For	For the Quarter Ended				
Earnings Results	March 31, 2022	March 31, 2021	Change	<b>2022</b> <sup>(3)</sup>		
Pennsylvania Mining Complex						
Volumes (MM Tons)						
Production	6.4	7.0	(0.6)			
Sales	6.5	6.9	(0.4)	23.0-25.0		
Operating Metrics (\$/Ton)						
Average Realized Coal Revenue per Ton Sold	\$59.60	\$41.39	\$18.21	\$58.00-\$61.00		
Average Cash Cost of Coal Sold per Ton <sup>(1)</sup>	\$29.91	\$24.44	\$5.47	\$29.00-\$31.00		
Average Cash Margin per Ton Sold <sup>(1)</sup>	\$29.69	\$16.95	\$12.74			
CONSOL Marine Terminal						
Volumes (MM Tons)						
Throughput Volume	3.6	4.1	(0.5)			
<u>Financials (\$MM)</u>						
Terminal Revenue	\$21	\$18	\$3			
CMT Operating Cash Costs <sup>(2)</sup>	\$6	\$5	\$1			
CONSOL Marine Terminal Adjusted EBITDA <sup>(2)</sup>	\$15	\$12	\$2			
CEIX Financials (\$MM)						
Adjusted EBITDA <sup>(2)</sup>	\$169	\$107	\$62			
Capital Expenditures	\$37	\$14	\$23	\$162-\$195		
Free Cash Flow <sup>(2)</sup>	\$118	\$73	\$45			
Dilutive (Loss) Earnings per Share (\$/share)	(\$0.13)	\$0.75	(\$0.88)			

(1) "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.

(2) 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.

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 (3) unknown effect, timing and potential significance of certain income statement items. CONSOL ENERGY

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CEIX Financial Metrics (\$MM except ratios)	LTM 3/31/2022
Leverage	
Bank EBITDA <sup>(1)</sup>	\$404
Consolidated Net Debt <sup>(2)</sup>	\$399
Net Leverage Ratio <sup>(1)</sup>	0.99x
Liquidity (as of 3/31/2022)	
Cash and Cash Equivalents	\$223
Revolving Credit Facility	\$400
Accounts Receivable Securitization (lesser of \$100MM and A/R borrowing base)	\$30
Less: Letters of Credit Outstanding	(\$193)
Total CEIX Liquidity <sup>(3)</sup>	\$459

Some numbers may not foot due to rounding.



<sup>(1) &</sup>quot;Bank EBITDA", "Consolidated Net Debt", and "Leverage Ratio" are non-GAAP financial measures. "Net leverage ratio" is an operating ratio derived from non-GAAP financial measures. Please see the appendix for a reconciliation of each to net income.

<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.



# Appendix

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Adjusted EBITDA Reconciliation (\$MM)	1Q22	1Q21
Net (Loss) Income	(\$4.5)	\$26.4
Plus:		
Interest Expense, net	\$14.4	\$15.3
Interest Income	(\$1.3)	(\$0.9)
Income Tax (Benefit) Expense	(\$3.5)	\$5.2
Depreciation, Depletion and Amortization	\$56.0	\$59.9
EBITDA	\$61.0	\$105.9
Plus:		
Unrealized Mark-to-Market Loss on Commodity Derivative Instruments	\$101.9	\$0.0
Loss (Gain) on Debt Extinguishment	\$2.1	(\$0.7)
Stock Based Compensation	\$4.2	\$1.5
Total Pre-tax Adjustments	\$108.2	\$0.8
Adjusted EBITDA	\$169.2	\$106.7

Free Cash Flow Reconciliation (\$MM)	1Q22	1Q21	2021	2020	2019	2018	2017
Net Cash Provided by Operating Activities	\$148.2	\$78.0	\$305.6	\$129.3	\$244.6	\$413.5	\$248.1
Capital Expenditures	(\$36.6)	(\$13.8)	(\$132.8)	(\$86.0)	(\$169.7)	(\$145.7)	(\$81.4)
Proceeds from Sales of Assets	\$6.5	\$8.5	\$13.6	\$9.9	\$2.2	\$2.1	\$24.6
Free Cash Flow	\$118.0	\$72.7	\$186.4	\$53.2	\$77.0	\$269.9	\$191.3

#### Some totals may not foot due to rounding.

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

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Net Leverage Ratio Reconciliation							Bank M	ethod (LT	M)				
(\$MM except ratios)	1Q22	4Q21	3Q21	2Q21	1Q21	4Q20	3Q20	2020	1Q20	4Q19	3Q19	2Q19	1Q19
Net Income (Loss)	\$3	\$34	(\$68)	\$36	\$11	(\$13)	(\$11)	\$6	\$76	\$94	\$122	\$124	\$128
Plus:													
Interest Expense, net	\$62	\$63	\$63	\$62	\$61	\$61	\$62	\$62	\$64	\$66	\$71	\$76	\$81
Interest Income	(\$4)	(\$3)	(\$3)	(\$3)	(\$2)	(\$1)	(\$1)	(\$2)	(\$2)	(\$3)	(\$3)	(\$3)	(\$2)
Income Tax (Benefit) Expense	(\$7)	\$1	(\$40)	\$6	\$7	\$4	\$5	\$1	\$7	\$5	\$0	(\$3)	\$2
Unrealized Mark to	•												
Market Loss on Commodity Derivative Instruments	\$154	\$52	\$168	\$20	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EBIT	\$209	\$148	\$120	\$122	\$77	\$51	\$56	\$68	\$144	\$162	\$190	\$194	\$209
Plus: Depreciation, Depletion and Amortization	\$221	\$225	\$223	\$222	\$216	\$211	\$212	\$211	\$211	\$207	\$197	\$194	\$203
EBITDA	\$429	\$372	\$343	\$344	\$293	\$261	\$268	\$279	\$356	\$369	\$387	\$388	\$411
Plus:	¢o	(ሮ4)	( <b>((((</b> )))	(	(ዮር)	(0.04)	(@40)	( 0 4 7 )	(@4.0)	¢04	¢oc	¢ог	\$26
Loss (Gain) on Debt Extinguishment CCR Merger Fees	\$2 \$0	(\$1) \$0	(\$4) \$10	(\$5) \$10	(\$5) \$10	(\$21) \$10	(\$19) \$0	(\$17) \$0	(\$16) \$0	\$24 \$0	\$26 \$0	\$25 \$0	\$26 \$0
Stock Based Compensation	\$0 \$9	\$0 \$7	\$10	\$10 \$7	\$10 \$8	\$10 \$12	\$0 \$9	\$0 \$10	φ0 \$10	φ0 \$13	<del>پ</del> 0 \$16	<del>پ</del> 0 \$16	<del>۵</del> 0 \$16
Total Pre-tax Adjustments	\$9 \$11	\$7 \$6	<del>هر</del> \$12	<del>هر</del> \$11	<del>هد</del> \$13	<u>ہت</u>	(\$10)	(\$7)	(\$6)	\$37	\$42	\$41	\$42
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Adjusted EBITDA	\$441	\$378	\$354	\$355	\$305	\$262	\$258	\$272	\$350	\$406	\$429	\$430	\$453
Less:													
CCR EBITDA per Affiliated Company Credit Agreement, Net	\$0	\$0	\$0	\$0	\$0	\$0	(\$55)	(\$58)	(\$58)	(\$67)	(\$73)	(\$75)	(\$81)
of Distributions Received				+-	+-		(+)	(+)	(+)	(+)	(+)	(+)	(+)
Cash Payments for Legacy Employee Liabilities, Net of Non-	\$0	(\$37)	(\$31)	(\$26)	(\$21)	(\$17)	(\$17)	(\$19)	(\$20)	(\$19)	(\$20)	(\$17)	(\$16)
Cash Expense Other Adjustments	\$0	(\$1)	(\$7)	(\$5)	(\$5)	(\$4)	\$8	\$8	\$7	\$8	\$9	\$8	\$6
Bank EBITDA	\$404	\$340	\$316	\$324	\$279	\$241	\$192	\$203	\$280	\$329	\$344	\$345	\$363
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Consolidated First Lien Debt	\$320	\$329	\$354	\$369	\$382	\$395	\$392	\$400	\$406	\$390	\$395	\$396	\$404
Senior Secured Second Lien Notes	\$124	\$149	\$149	\$152	\$157	\$167	\$177	\$178	\$178	\$222	\$239	\$255	\$267
MEDCO Revenue Bonds	\$103	\$103	\$103	\$103	\$103	\$103	\$103	\$103	\$103	\$103	\$103	\$103	\$103
PEDFA Bonds	\$75	\$75	\$75	\$75	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Less: Cash and Cash Equivalents	\$223	\$150	\$162	\$147	\$91	\$51	\$22	\$33	\$78	\$80	\$123	\$155	\$155
Consolidated Net Debt	\$399	\$506	\$519	\$553	\$551	\$614	\$650	\$648	\$609	\$635	\$614	\$599	\$620
Net Leverage Ratio	1.0x	1.5x	1.6x	1.7x	2.0x	2.5x	3.4x	3.2x	2.2x	1.9x	1.8x	1.7x	1.7x

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

(\$MM except per ton data)	1Q22	1Q21
Total Coal Revenue (PAMC Segment)	\$473	\$284
Add: Realized Loss on Commodity Derivative Instruments	(\$86)	\$0
Total Realized Coal Revenue	\$387	\$284
Operating and Other Costs	\$219	\$185
Less: Other Costs (Non-Production)	(\$23)	(\$18)
Total Cash Cost of Coal Sold	\$195	\$167
Add: Depreciation, Depletion, and Amortization	\$56	\$60
Less: Depreciation, Depletion, and Amortization	(\$8)	(\$8)
Total Cost of Coal Sold	\$243	\$219
Total Tons Sold (in millions)	6.5	6.9
Average Realized Coal Revenue per Ton Sold	\$59.60	\$41.39
Average Cash Cost of Coal Sold per Ton	\$29.91	\$24.44
Depreciation, Depletion, and Amortization Costs per Ton Sold	\$7.57	\$7.41
Average Cost of Coal Sold per Ton	\$37.48	\$31.85
Average Margin per Ton Sold	\$22.12	\$9.54
Add: Depreciation, Depletion, and Amortization Costs per Ton Sold	\$7.57	\$7.41
Average Cash Margin per Ton Sold	\$29.69	\$16.95



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(\$MM except per ton data)	1Q22	1Q21
Total Costs and Expenses	\$367	\$311
Less: Freight Expense	(\$38)	(\$27)
Less: Selling, General and Administrative Costs	(\$37)	(\$24)
Less: (Loss) Gain on Debt Extinguishment	(\$2)	\$1
Less: Interest Expense, net	(\$14)	(\$15)
Less: Other Costs (Non-Production)	(\$23)	(\$18)
Less: Depreciation, Depletion and Amortization (Non-Production)	(\$8)	(\$8)
Cost of Coal Sold	\$243	\$219
Less: Depreciation, Depletion and Amortization (Production)	(\$48)	(\$52)
Cash Cost of Coal Sold	\$195	\$167
Total Tons Sold (in millions)	6.5	6.9
Average Cost of Coal Sold per Ton	\$37.48	\$31.85
Less: Depreciation, Depletion and Amortization Costs per Ton Sold	(\$7.57)	(\$7.41)
Average Cash Cost of Coal Sold per Ton	\$29.91	\$24.44

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



(\$MM)	1Q22	1Q21
Net Income	\$11.6	\$9.1
Plus:		
Interest Expense, net	\$1.5	\$1.5
Depreciation, Depletion and Amortization	\$1.2	\$1.2

EBITDA	\$14.3	\$11.9
Plus:		
Stock Based Compensation	\$0.2	\$0.1
Total Pre-tax Adjustments	\$0.2	\$0.1
Adjusted EBITDA	\$14.5	\$12.0

(\$MM)	1Q22	1Q21
Total Costs and Expenses	\$366.5	\$310.6
Less: Freight Expense	(\$38.4)	(\$27.0)
Less: Selling, General and Administrative Costs	(\$37.1)	(\$24.0)
Less: (Loss) Gain on Debt Extinguishment	(\$2.1)	\$0.7
Less: Interest Expense, net	(\$14.4)	(\$15.3)
Less: Other Costs (Non-Throughput)	(\$212.6)	(\$179.8)
Less: Depreciation, Depletion and Amortization (Non-Throughput)	(\$54.8)	(\$58.7)
CMT Operating Costs	\$7.1	\$6.5
Less Depreciation, Depletion and Amortization (Throughput)	(\$1.2)	(\$1.2)
CMT Operating Cash Costs	\$5.9	\$5.3

Some totals may not foot due to rounding.