



4Q21 Results and 2022 Outlook

February 23, 2022



Cautionary Statement Regarding Forward-Looking Information

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Key Messages

Committed to Capital Discipline and Return of Capital

COTERRA



INITIATING \$1.25 BILLION SHARE BUYBACK PROGRAM

- Represents ~7% of current market capitalization¹
- Supplemental to 50%+ quarterly dividend return



INCREASING BASE COMMON DIVIDEND 20%

- Annual common dividend increasing to \$0.60/sh



RETURNING 60% OF 4Q21 FCF² VIA BASE + VARIABLE DIVIDEND

- \$0.56/sh return equal to ~10% annualized yield¹ via base + variable dividend



COMMITTED TO CAPITAL DISCIPLINE

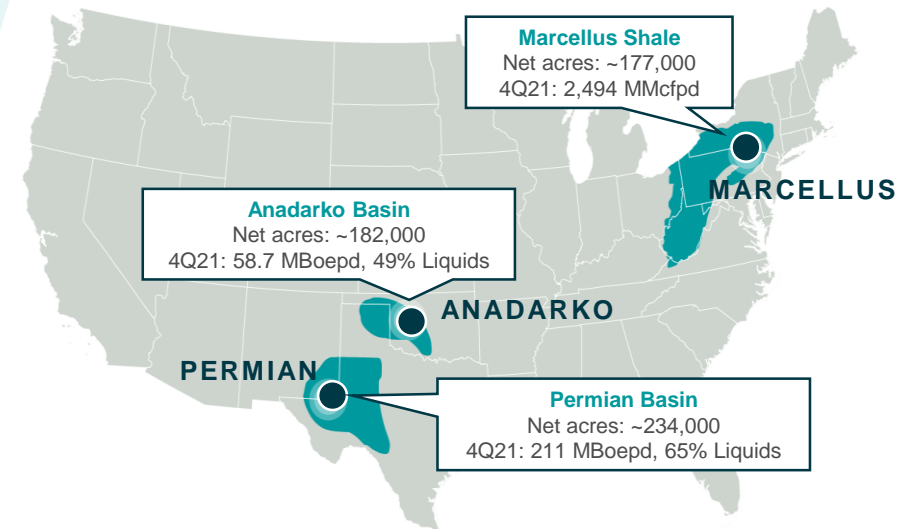
- 2022e total capital of \$1.4 - \$1.5 bn, < 35% of cash flow, at recent strip prices



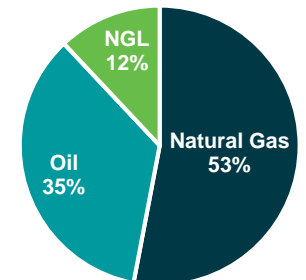
STRONG FREE CASH FLOW OUTLOOK

- Projecting 2022 FCF of ~\$3.0 bn, at recent strip prices

Regional and Revenue Diversification



2022e Revenue by Commodity³



¹Market capitalization as of February 22, 2022. ²See page 9 for variable dividend calculation and page 22 for non-GAAP reconciliation in the appendix for descriptions of free cash flow. ³Assumes recent strip prices.

Initiating \$1.25 Billion Share Repurchase Program

COTERRA

Authorization represents **~7% of outstanding shares¹**

Buyback program to be **driven by relative and intrinsic value opportunities**

Timing and volume of share repurchases will be determined by management, at its discretion

Expect to maintain industry-leading balance sheet and investment grade rating

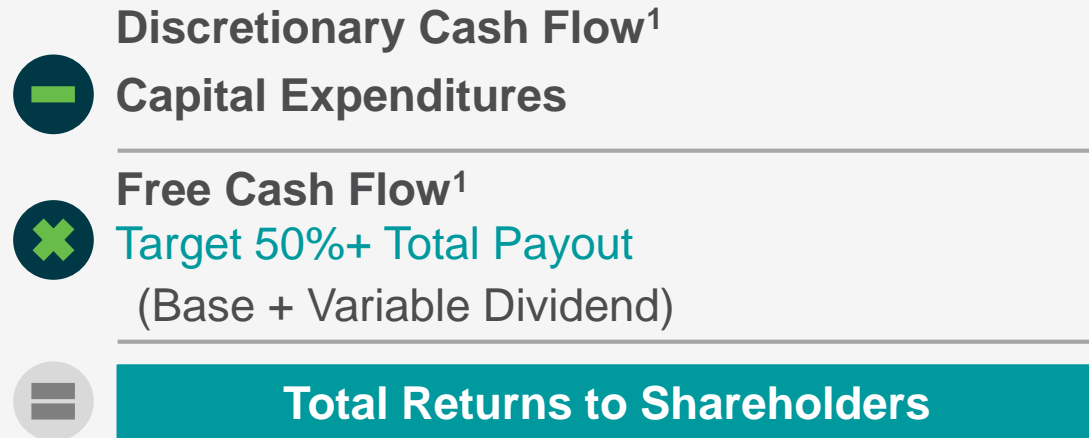


¹Market capitalization as of February 22, 2022

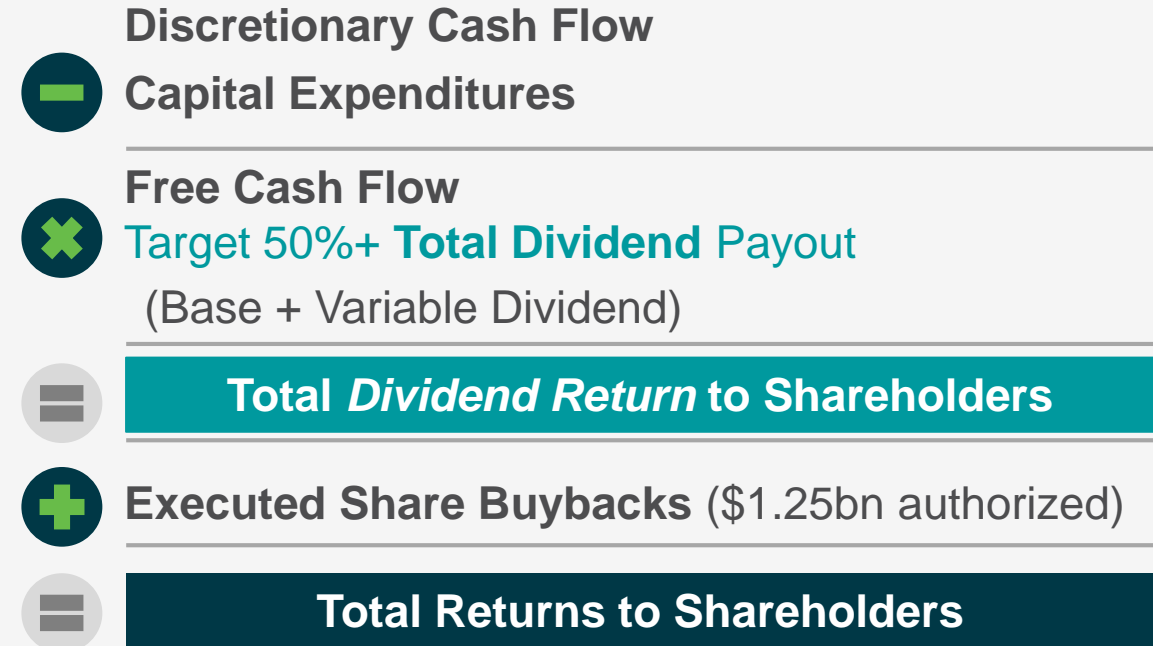
Committed to Shareholder Returns

Increasing base common dividend 20%, share buyback program offers incremental returns

Previous Quarterly Calculation



UPDATED Quarterly Calculation

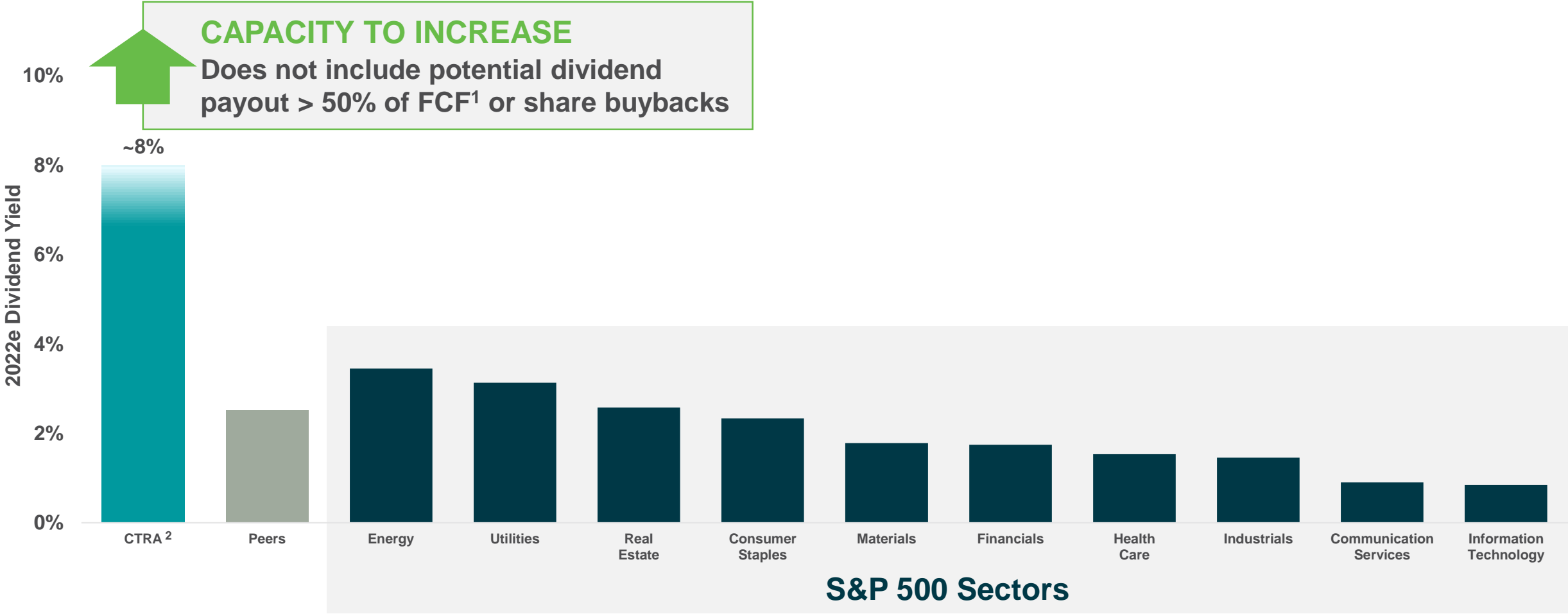


Remain committed to paying 50%+ of FCF¹ through the base + variable dividend model, with the confidence to return 30%+ of CFFO, in all but the lowest commodity price environments

Share repurchase program offers additional avenue for shareholder returns, while supporting long-term per share metrics and continued base common dividend growth

¹Discretionary cash flow and free cash flow are non-GAAP measures. See appendix for reconciliation to GAAP measure of cash flow from operations.

Leading Returns Across Sectors



Notes: Assumes Coterra market capitalization as of February 22, 2022. 2022e dividend yield for sectors sourced from FactSet. Peers include EOG, CHK, CLR, FANG, OVV, DVN, PXD, MRO, EQT, AR, HES & OXY; sourced via company filings and stated cash return frameworks through February 22, 2022. ¹Free cash flow is a non-GAAP measure. See appendix for reconciliation to GAAP measure of cash flow from operations. ²Coterra dividend yield assumes recent strip prices, and 50% of 2022e free cash flow is paid via base plus variable dividend. Future dividend payments are subject to board approval.

Top-Tier Balance Sheet

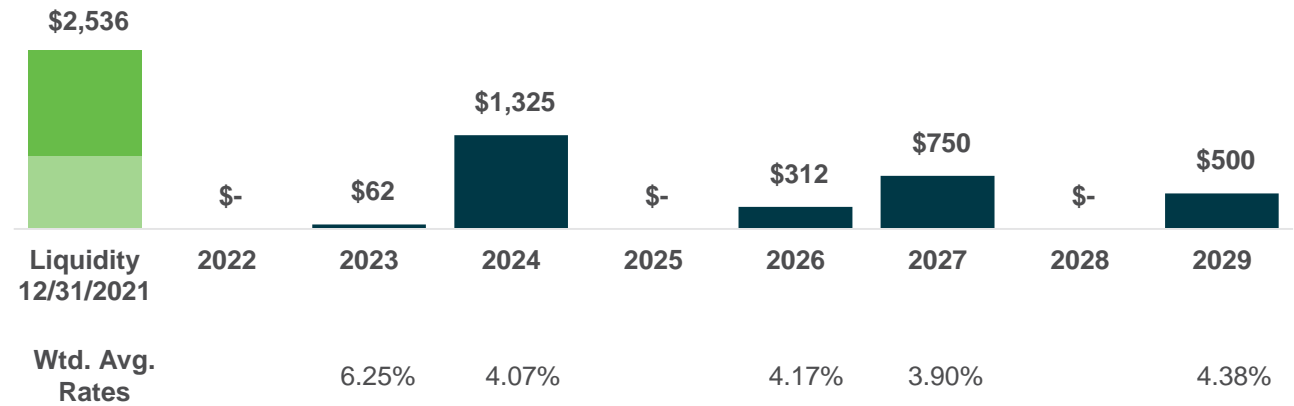
- Leverage target: 1.0x at mid-cycle prices
 - Current combined leverage ratio: 0.65x
- No meaningful maturities until 2024
- Ample liquidity: \$2.5 bn total liquidity
 - \$1.0 bn cash
 - \$1.5 bn undrawn revolver

2022 Hedge Summary

- Natural gas
 - 21% of total 2022e volumes
 - \$3.80 - \$5.50 average NYMEX costless collars (floor – ceiling)
- Oil
 - 26% of 2022e WTI volumes
 - \$45 - \$58 average costless collars (floor – ceiling)
- Targeting 25% - 50% of near-term volumes, will combine methodical & opportunistic approaches
- Updated hedge position on slide 24

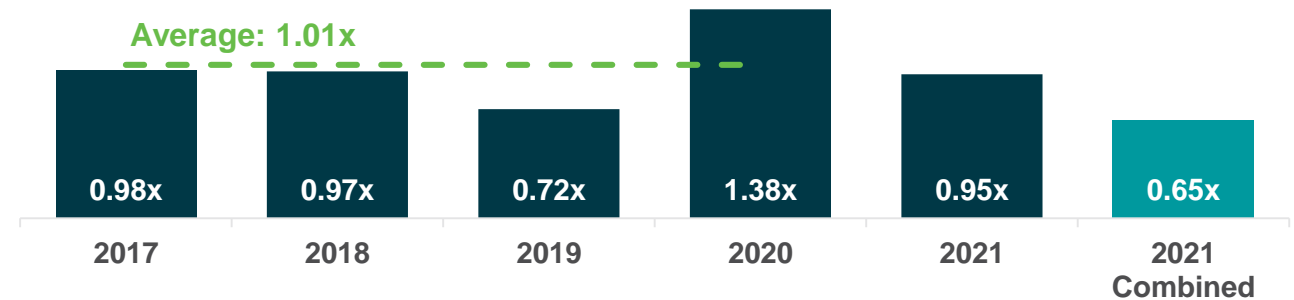
Liquidity & Debt Maturity Profile

(\$mm)



Conservative Track Record

Net Debt to EBITDAX (non-GAAP)



4Q21 Operational & Financial Results

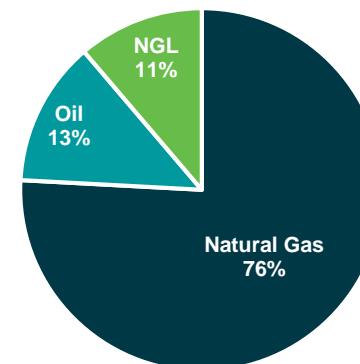
(\$mm, unless noted)

Total Production (MBoepd)	686
<i>Gas Production (MMcfd)</i>	3,123
<i>Oil Production (MBopd)</i>	88.6
Cash Flow from Operating Activities (CFFO)	\$953
Discretionary Cash Flow (DCF, non-GAAP)	\$1,026
Capital Expenditures ¹	\$268
Free Cash Flow ² (FCF, non-GAAP)	\$758

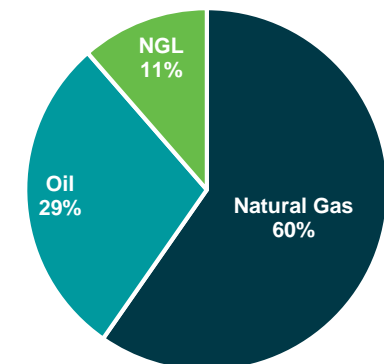
Highlights

- Commodity price uplift supported strong cash flow generation
- Increasing common base dividend 20% to \$0.60 per share
- Returning 48% of CFFO or 60% of 4Q21 FCF (non-GAAP) to shareholders via base + variable dividend
- Oil production up 9% from previous quarter
- Marcellus production up 6% from previous quarter
- 41 net turn-in-lines (TILs) in the quarter, 19 in the Permian Basin and 22 in the Marcellus Shale

4Q21 Production by Commodity



4Q21 Revenue by Commodity



¹Cash paid for capital expenditures

See page 9 for variable dividend calculation and page 22 for non-GAAP reconciliation in the appendix for descriptions of discretionary cash flow & free cash flow

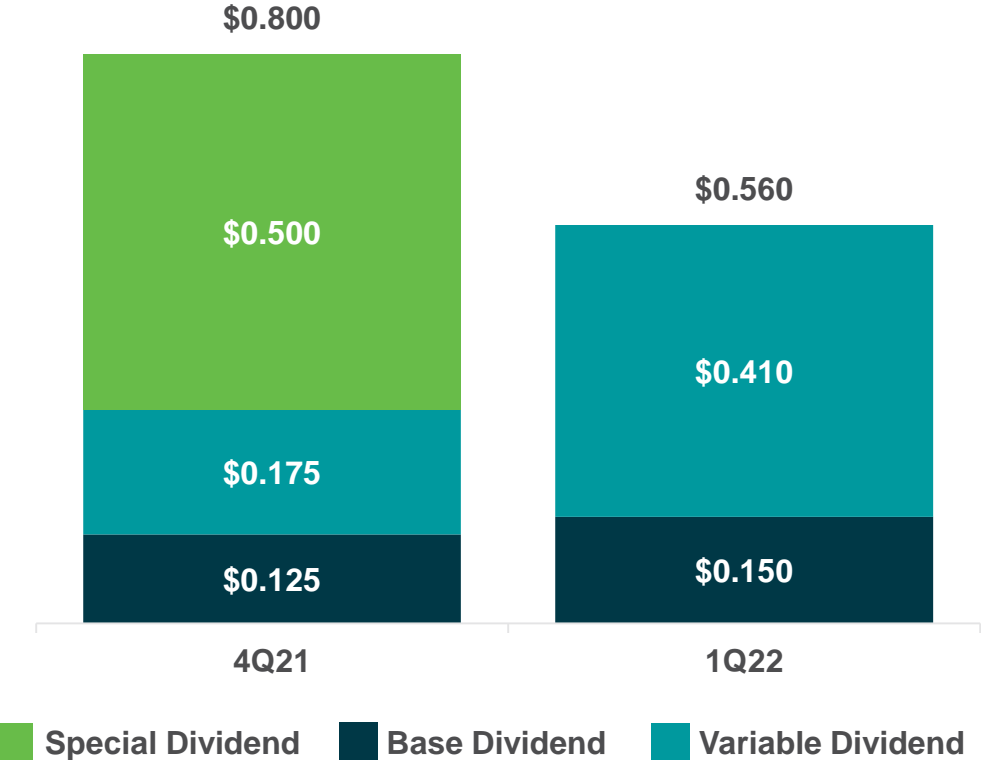
Variable Dividend Payment Calculation

Paying 48% of CFFO or 60% of 4Q21 FCF (non-GAAP)


Shareholder Returns


Since October 1, Coterra has declared cash returns of \$1.360 per share


\$ per share





4Q21 Quarterly Dividend Calculation, payable 1Q22

- 
\$1,026 mm Discretionary Cash Flow (non-GAAP)¹
\$268 mm Capital Expenditures²

- 
\$758 mm Free Cash Flow (non-GAAP)¹
60% (Target 50%+ Payout)

- 
\$455 mm Quarterly Return to Shareholders (\$0.560 per share)

- 
\$122 mm Quarterly Base Dividend (\$0.150 per share)

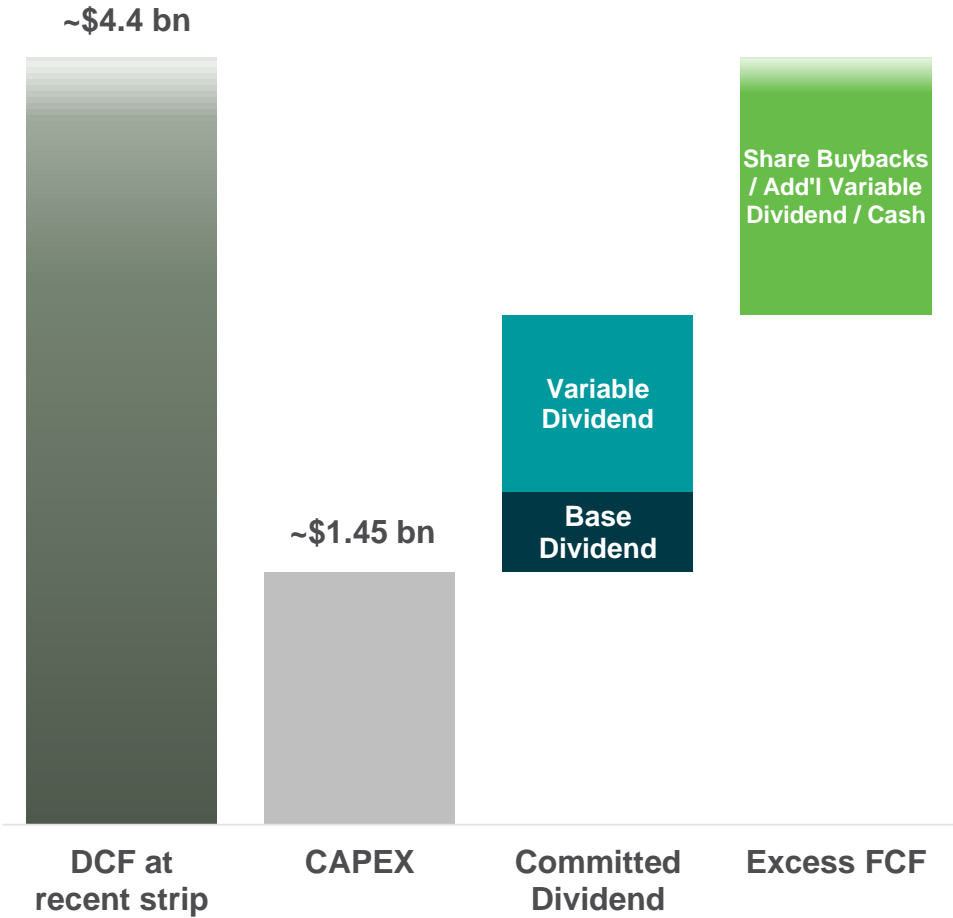
- 
\$333 mm Variable Cash Dividend (\$0.410 per share)

\$0.56 per share base + variable dividend to be paid on March 17, 2022, to shareholders of record on March 7, 2022

¹See appendix for non-GAAP reconciliation for descriptions of discretionary cash flow and free cash flow

²Capital expenditures refers to cash paid for capital expenditures

2022e Cash Flow and Uses of Cash^{1,2}



Key Takeaways

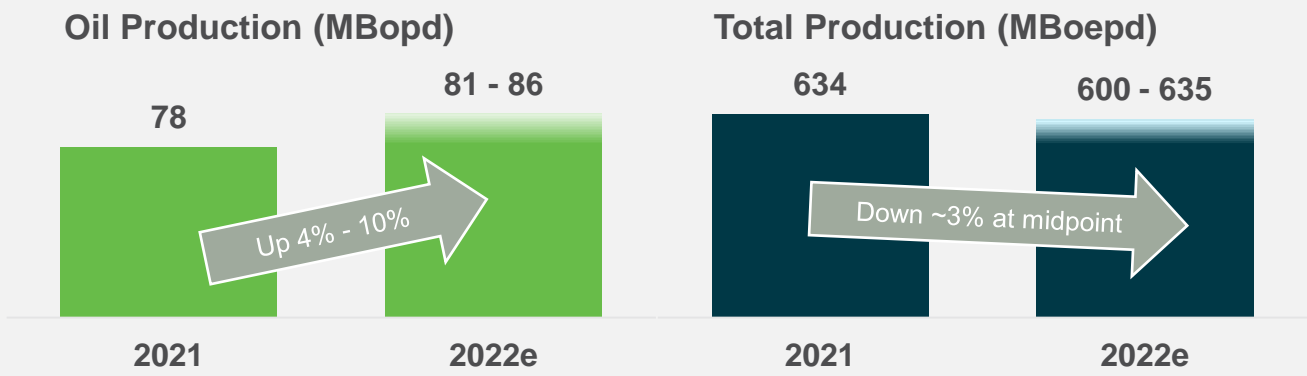
Return of Capital

- Initiating \$1.25 bn share repurchase program
- Increasing annual base common dividend 20% to \$0.60/sh (\$0.15/sh, quarterly)
- Returning 50%+ of FCF² and/or 30% of CFFO via dividends

Capital Investment & Operational Highlights

- Capital budget of \$1.4 - \$1.5 bn assumes 10% - 15% inflation
 - Drilling & completion up \$140 mm from 2021
 - Midstream, saltwater disposal and infrastructure up \$70 mm versus 2021
- Oil growth led by Permian, natural gas volumes down y-o-y
- Permian development size up > 50% y-o-y, Marcellus TILs 2H22 weighted

Production

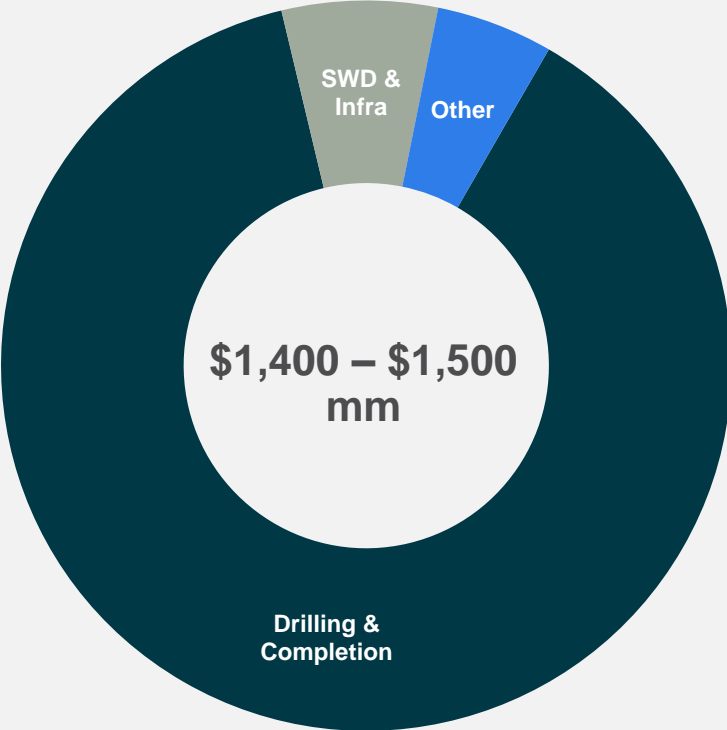


All 2021 figures reflect combined 2021 results

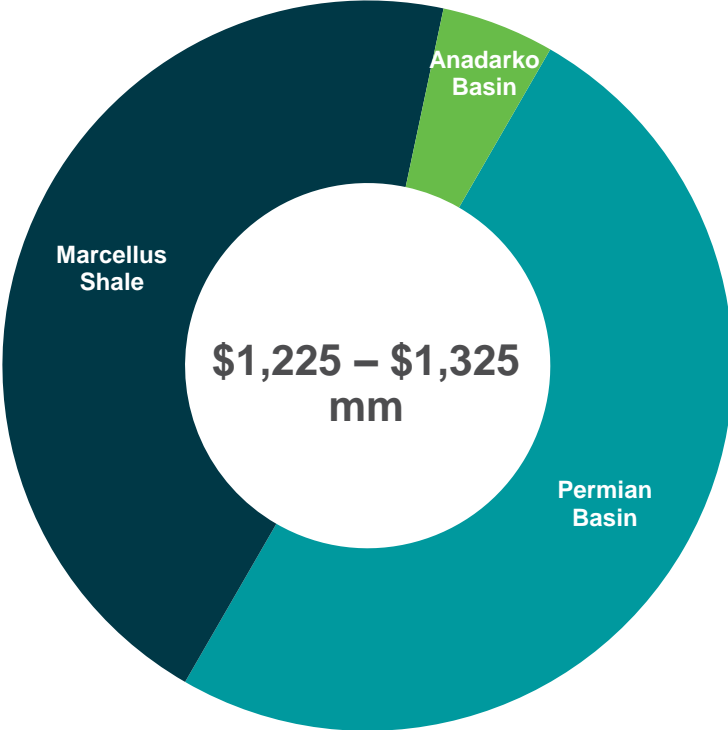
¹Assumes midpoint of capital expenditures and production guidance; committed dividend assumes 50% of FCF base + variable dividend return. Future dividends are subject to board approval.

²See appendix for non-GAAP reconciliation for descriptions of discretionary cash flow and free cash flow

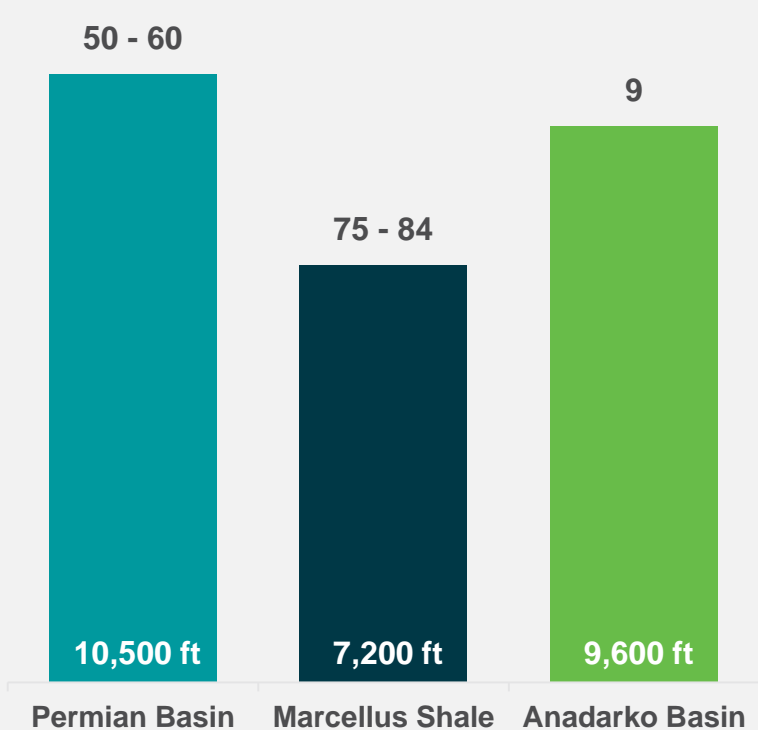
Total Capital Expenditures



Region Capital Allocation – Drilling & Completion

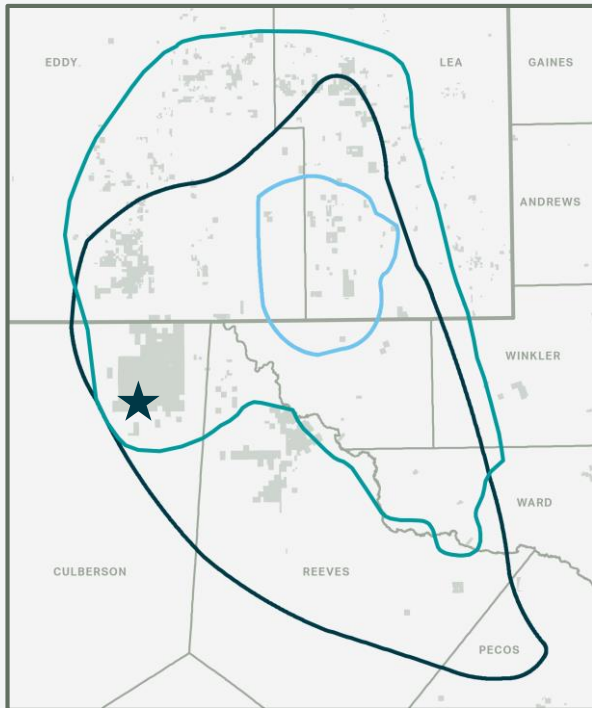


Average Program Lateral Length & Anticipated Net TILs



CTRA Acreage Position

Currently running 6 rigs & 2 completion crews



COTERRA ACREAGE (~234K NET ACRES)
 WOLFCAMP
 BONE SPRING
 AVALON

2022 Outlook

- Drilling & completion budget: ~49% of 2022 total CTRA D&C budget
- Expect to average 6 rigs and 2 completion crews throughout the year
 - Bring on full electric completion spread mid-year
- Expect 11 to 13 net TILs in 1Q22

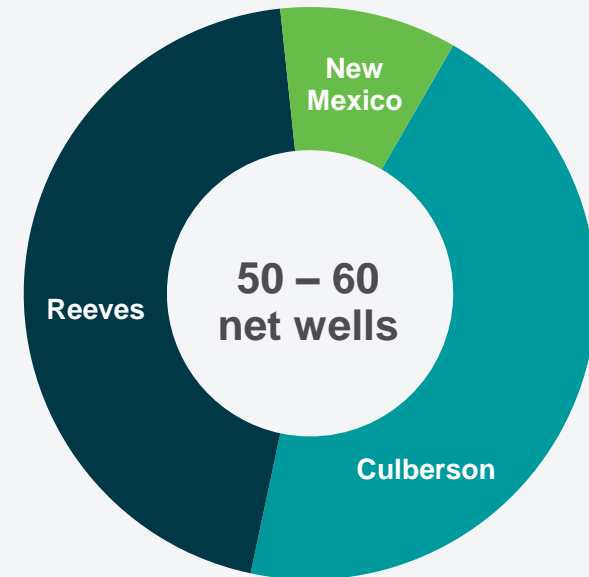
Key Development Project

Currently drilling largest 3-mile Wolfcamp development in the Delaware Basin

- ★ **Prewit-Justify / Authentic:**
14 well development (8 wps) – 50% WI, 4Q22e TIL

Average lateral length : ~15,750 feet

2022e TILs

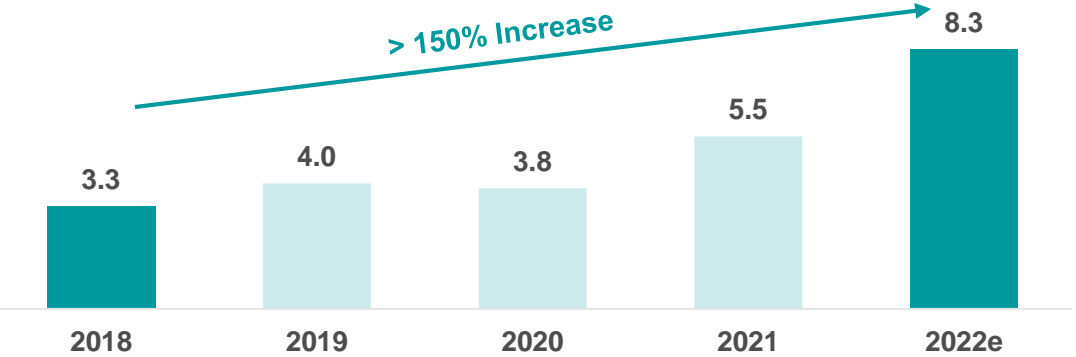


Offsetting Inflationary Environment

Development Projects Growing

More wells per pad: steady increase in Permian Basin development size

Gross wells per development



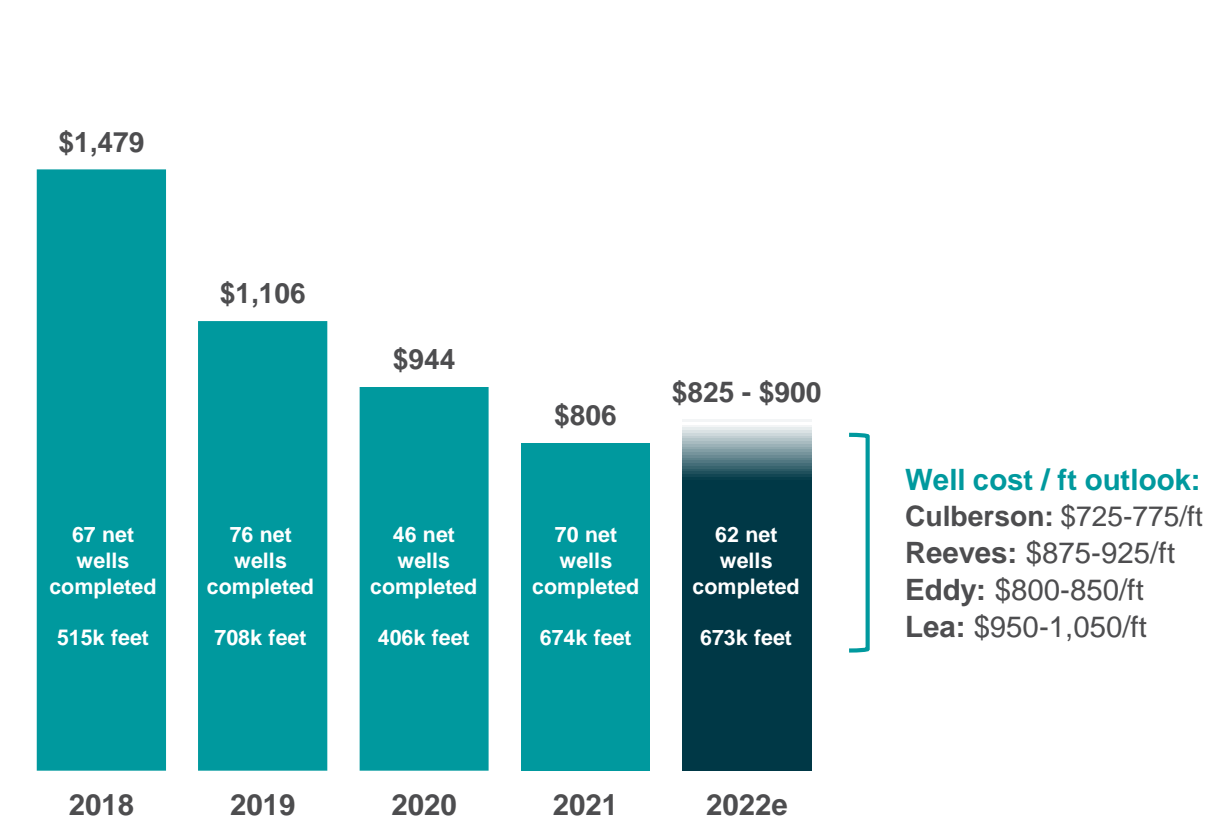
Average lateral length²



Operated Permian Well Costs, Frac End¹

Offsetting inflation with operational efficiencies and larger developments

Total well cost per lateral foot (\$/ft)



¹Includes drilling, completion, facilities and flow back ²Based on frac end

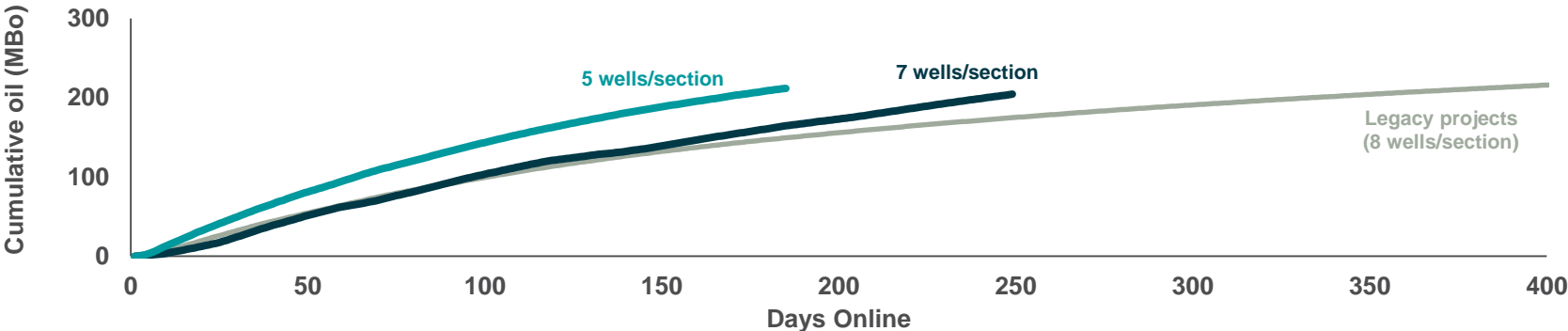
Capital Efficiency Supported by Upspaced Developments

Recent developments continue to track total section recovery of legacy developments

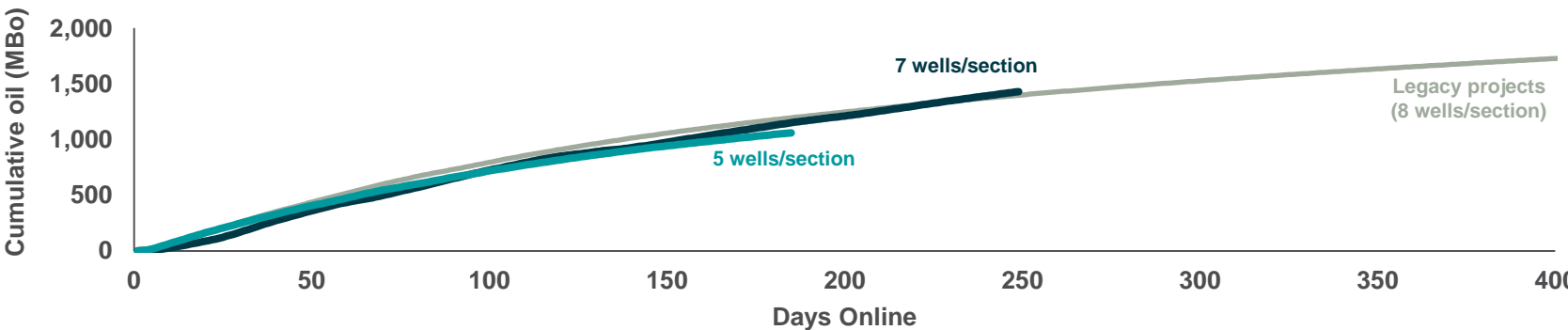
2021 Culberson County, Texas Development Projects:

Fewer wells per section drives increased productivity per well and similar recovery per section for less capital

Average well performance



Total section performance



- Relaxed Spacing
 - ✓ Enhances capital efficiency
 - ✓ Reduces operational risk
 - ✓ Supports sustainable volumes & FCF profile
 - ✓ Optimizes NPV per section

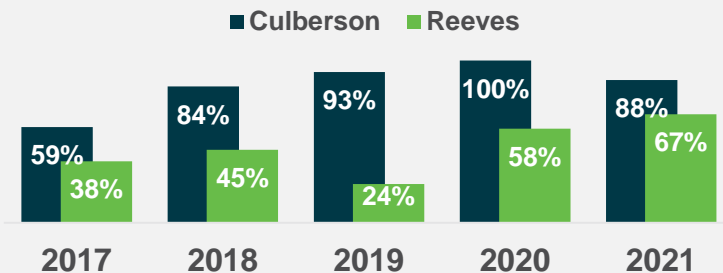
Owned & Operated Permian Infrastructure

Provides operational efficiencies, cost savings, and can mitigate environmental impact

Saltwater Disposal System

- Saltwater disposal (SWD) system services Culberson & Reeves developments
 - Over 300 miles of pipeline, reduces surface storage & potential spills
 - 19 disposal wells (> 50% shallow) – 7 add'l shallow disposal wells planned in 2022
- **Savings of 30% – 60% per barrel** of water disposed v third-party disposal
- Engineered riser system allows produced water to be redirected for completion operations

% Recycled Water Sourced for Completion Operations – by County



Electric Grid

- Electric grid powers Coterra operations in Culberson & Reeves counties
- System upgrades & expansions planned through 2024 to support operations
- Currently running 6 rigs equipped to run off grid, where available
- First full-time e-frac crew in service late 1H22, in partnership with Halliburton
 - Electric powered crew **offers a 50% - 75% fuel savings** v traditional diesel crew
- Robust electrical system provides the capability to deploy electric compression, which provides more efficient run-time v natural gas compression

Electric drilling & completion operations estimated to **reduce annual Scope 1 emissions ~100k metric tons CO₂e**

Gas Gathering System

- Triple Crown system services Culberson/Eddy & Matterhorn services Reeves
 - Over 600 miles of pipeline
 - Throughput capacity > 1.2 Bcfd
 - Takeaway supported by 20 offload points & offers competitive pricing
- Operated gas gathering allows for increased efficiencies related to non-routine high-pressure flaring due to midstream curtailment events

2021 High-Pressure Flare Intensity from Midstream Curtailment¹

CTRA v Third-Party Gas Gathering



¹Preliminary 2021 results – subject to change pending data finalization

CTRA Acreage Position

Currently running 3 rigs & 1 completion crew



■ COTERRA ACREAGE (~177K NET ACRES)

¹Includes drilling, completion, facilities and flow back

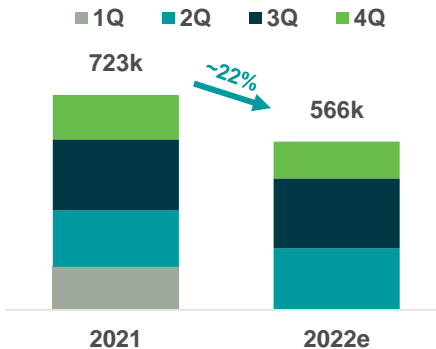
2022 Outlook

- Drilling & completion budget: ~44% of 2022 total CTRA D&C budget
 - Capital up 5% from 2021, \$ per foot up 7% - 17% y-o-y
- Activity: ~2.5 rigs and ~1.25 completion crews throughout the year, no change y-o-y
- Integrating Upper Marcellus wells into 2022 program

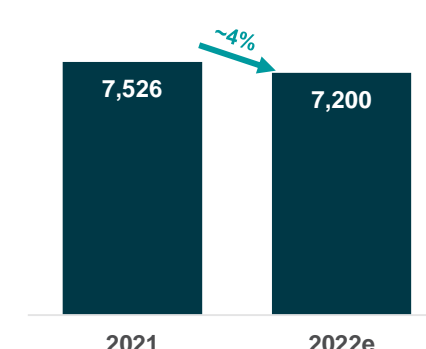
Lower TILs, Weighted Towards 2H22

- First development TIL of 2022 not expected until 2Q
- Expect productivity per thousand foot to remain relatively in line with previous years

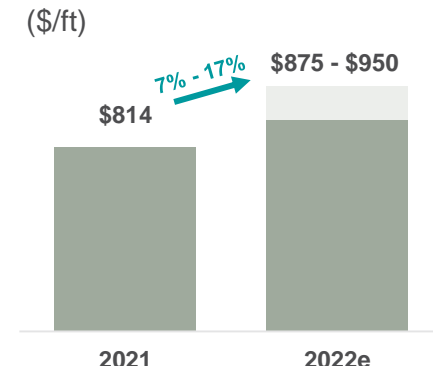
Net Lateral Feet TIL by Quarter



Average Lateral Length, TIL



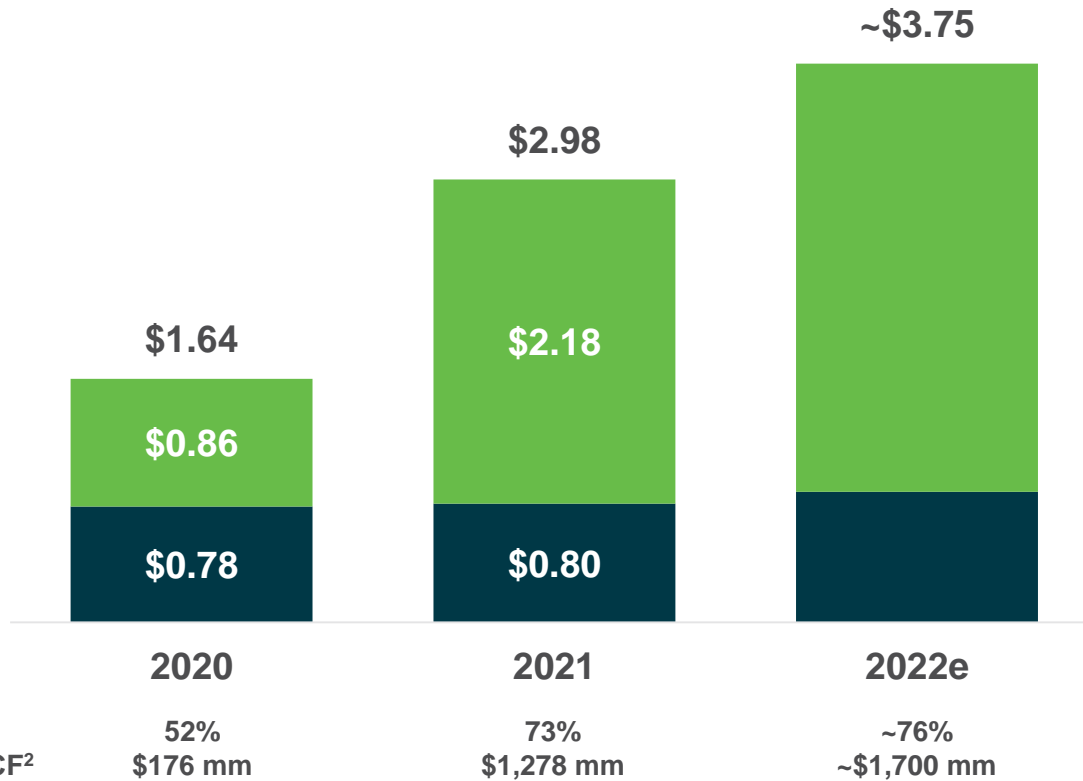
Well Costs, Frac End¹



Expanding Operating Margins

(\$/Mcf)

■ Opex ■ Cash Margin



Strong operating FCF²

- Expect to generate ~\$1.7 bn of operating FCF in 2022 at recent strip

Margin expansion

- ~30% margin increase from 2021
- Expect ~76% margin in 2022, up from 73% in 2021

Deep high-quality inventory

- 15+ years generating >1.5 PVI³
- 5 - 7 years development in Lower Marcellus
- 10+ years development in Upper Marcellus, averaging >10,000 ft lateral lengths

¹Operating margin = Revenue – operating income. % Margin = Operating income / revenue

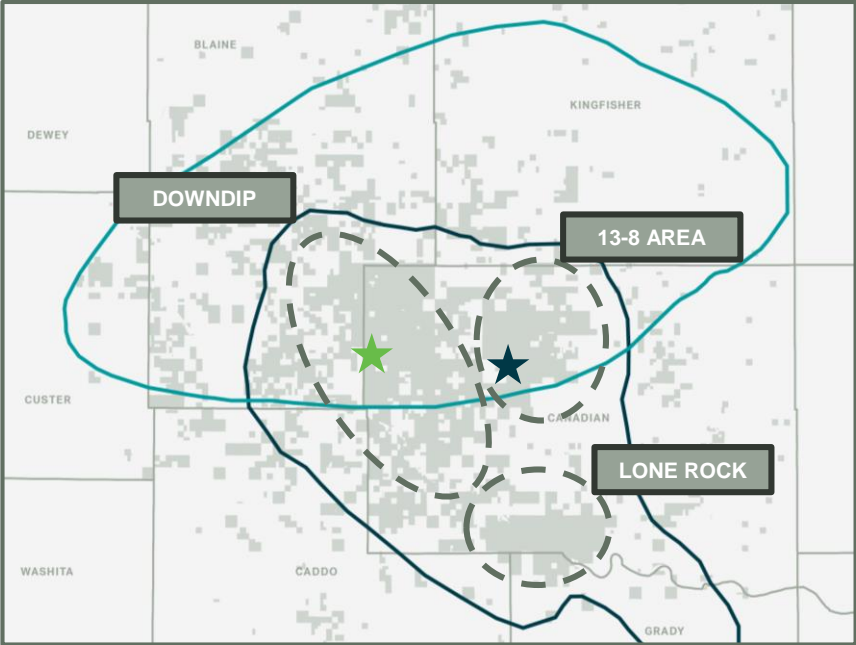
²Operating income = Revenue – direct operating expense – transportation – production tax. Operating FCF = Operating income – total region capital.

³PVI defined as PV10 of well level net operating cash flows divided by capital investment in respective well.

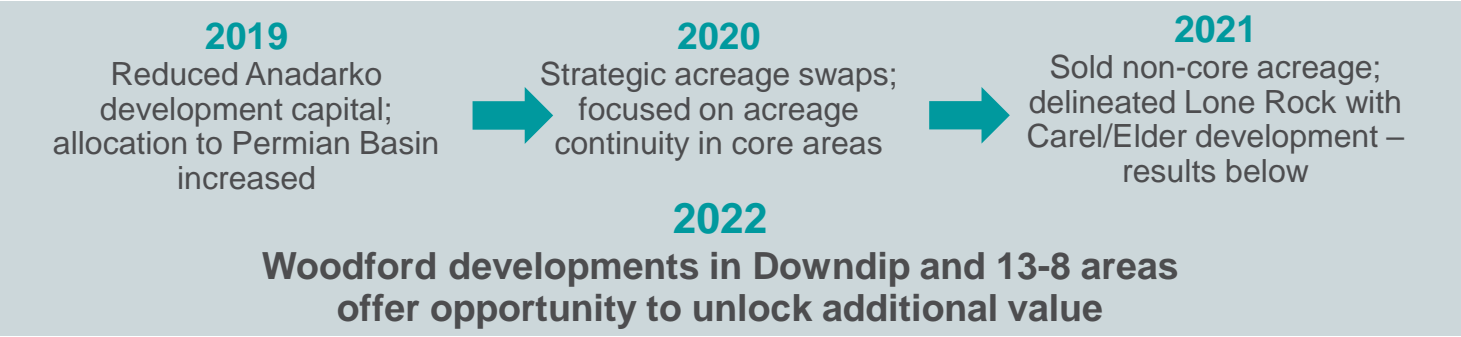
Anadarko Basin Overview

CTRA Acreage Position

Currently running 2 rigs

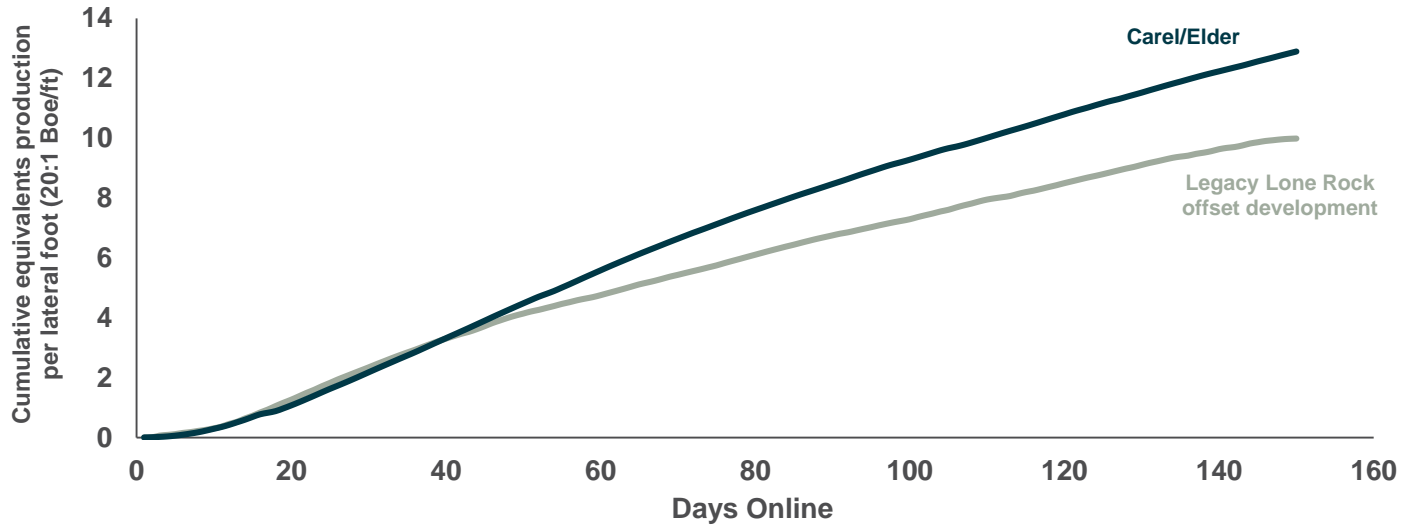


- COTERRA ACREAGE (~182K NET ACRES)
- WOODFORD ■ MERAMEC
- ★ Miller Trust: 4 well development – 62% WI, 2Q22e TIL
- ★ Leota Clark: 6 well development – 94% WI, 4Q22e TIL



Carel/Elder v Legacy Lone Rock Development

Outperforming legacy Lone Rock offset development ~30% after 150 days of production, driving increased capital efficiency and higher returns

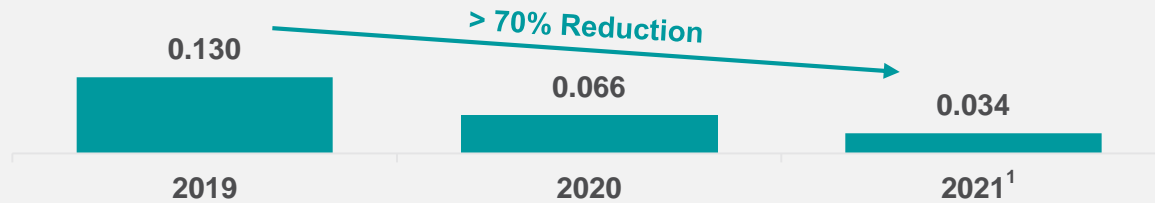


Committed to Reducing Emissions

Zero routine high-pressure flaring across Coterra operations

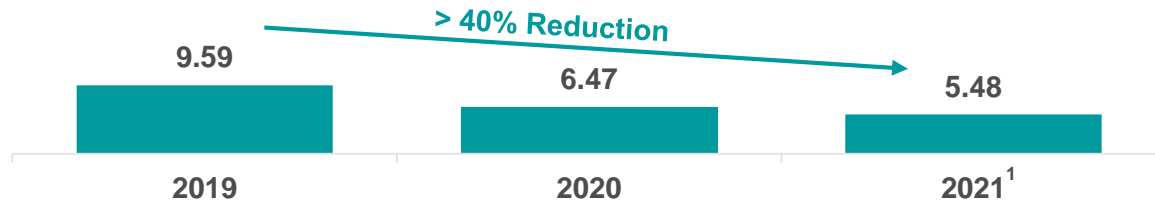
Methane Emissions Intensity

Methane Emissions (MT CH₄) / Gross Annual Production (MBoe)



Greenhouse Gas Emissions Intensity

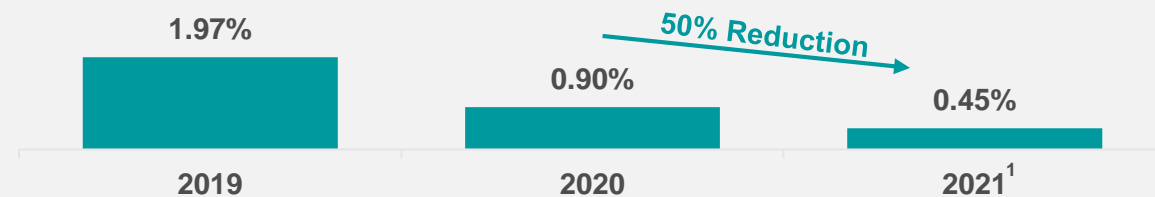
GHG Emissions (MT CO₂e) / Gross Annual Production (MBoe)



Permian High-Pressure Flare Intensity

Exceeded 2021 reduction target of 15-30% compared to 2020

% of gross Permian natural gas production



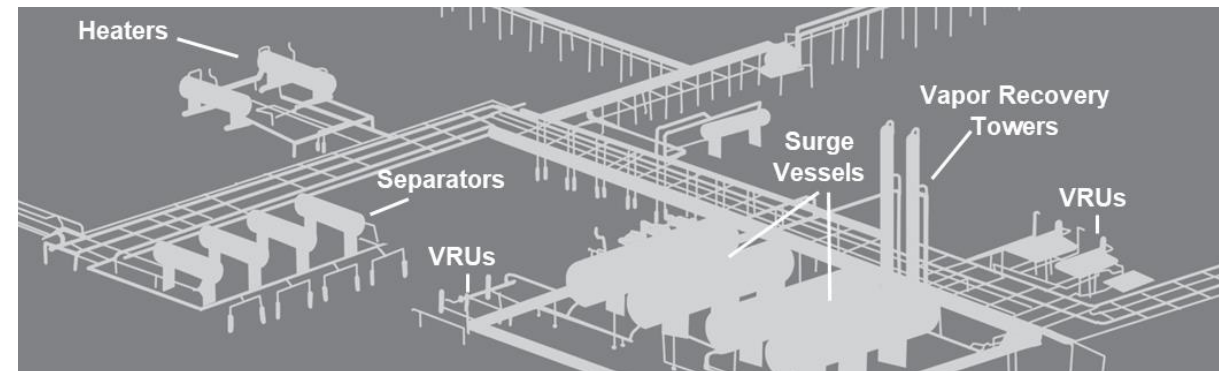
¹Preliminary 2021 results – subject to change pending data finalization

Methane Intensity Reduction: Key Drivers

- Continued conversion of pneumatic devices to instrument air
- Targeted lower emissions from well liquid unloading by:
 - Tubing & artificial lift install
 - Minimizing event length using best practices

Current Initiatives

- Further strengthening LDAR program & quantifying site level methane emissions via monitoring technology
- Installing zero-emission controllers on all new facilities, scaling “tankless” facility design in Permian Basin
- Retrofitting legacy facilities to minimize high-emission equipment



Coterra “tankless” facility at the Burgoo King project

Appendix

2022 Outlook

As of February 23, 2022

COTERRA

	1Q22 Guidance	2022 Guidance
Production		
Total production (MBoepd)	610 - 630	600 - 635
Gas production (MMcfd)	2,775 - 2,850	2,680 - 2,850
Oil production (MBopd)	79.0 - 82.0	81.0 - 86.0
Operating costs & expenses (\$ per Boe, unless noted)		
Production		\$1.65 - \$2.05
Transportation, processing & gathering		\$3.50 - \$4.50
General & administrative ¹		\$1.00 - \$1.30
DD&A		\$7.00 - \$8.00
Exploration ²		\$0.05 - \$0.15
Taxes other than income		\$1.20 - \$1.50
Deferred tax rate		20% - 30%
Capital expenditures (\$mm)		
Drilling & completion		\$1,225 - \$1,325
Midstream, SWD & Infrastructure		\$100
Other		\$75
Total		\$1,400 - \$1,500

Net wells	Put on Production ⁴		
	Permian Basin	Marcellus Shale	Anadarko Basin
2021a	72	88	5
1Q22e	11 - 13	-	-
2Q22e	13 - 16	27 - 30	3
3Q22e	13 - 16	30 - 33	1
4Q22e	13 - 15	18 - 21	6
Total	50 - 60	75 - 84	9

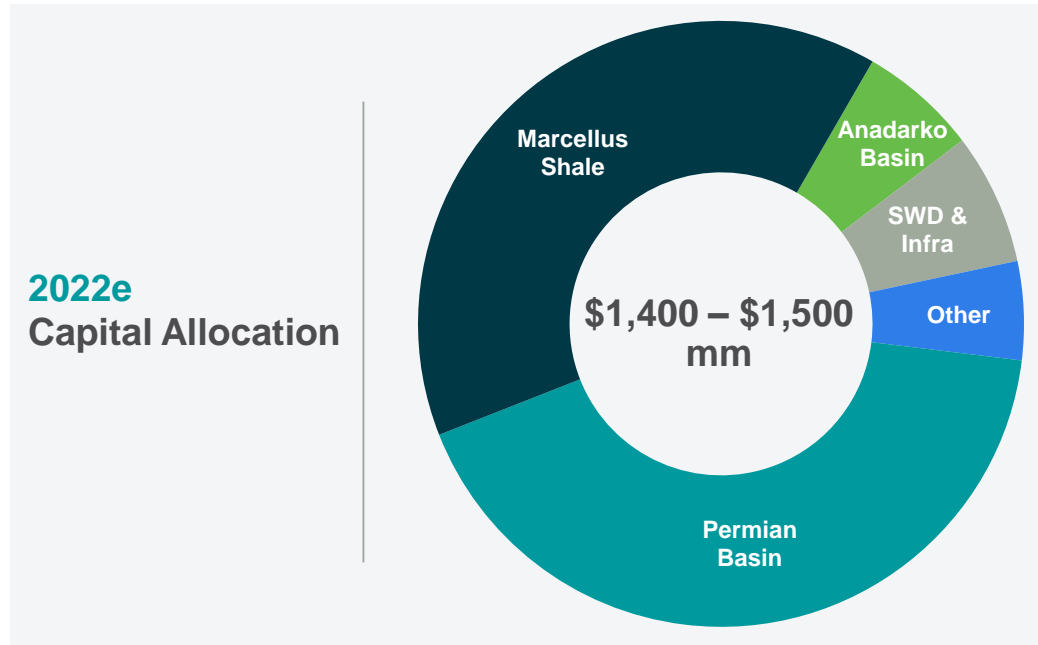
¹Includes severance expense, excluding stock-based compensation & merger-related expenses

²Excluding exploratory dry hole costs, includes exploration administrative expense and geophysical expenses

³Wells in progress defined as wells that have been spud but not yet put on production

⁴Total wells may differ from the sum of the table due to rounding

Marcellus Natural Gas Price Exposure by Index		
Index	1Q22e	2022e
NYMEX (less \$0.35)	36%	36%
Fixed Price (1Q22 ~\$3.70, 2022 ~\$3.50)	19%	13%
Transco Z6 NNY (less \$0.60)	11%	15%
Leidy Line	13%	13%
Power Pricing	9%	10%
TGP Z4 - 300 Leg	9%	9%
Millenium	3%	4%



Reconciliation of Discretionary Cash Flow and Free Cash Flow

Non-GAAP reconciliation

Supplemental Non-GAAP Financial Measures (Unaudited) We report our financial results in accordance with accounting principles generally accepted in the United States (GAAP). However, we believe certain non-GAAP performance measures may provide financial statement users with additional meaningful comparisons between current results and results of prior periods. In addition, we believe these measures are used by analysts and others in the valuation, rating and investment recommendations of companies within the oil and natural gas exploration and production industry. See the reconciliations below that compare GAAP financial measures to non-GAAP financial measures for the periods indicated.

We have also included herein certain forward-looking non-GAAP financial measures. Due to the forward-looking nature of these non-GAAP financial measures, we cannot reliably predict certain of the necessary components of the most directly comparable forward-looking GAAP measures, such as future impairments and future changes in capital. Accordingly, we are unable to present a quantitative reconciliation of such forward-looking non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures. Reconciling items in future periods could be significant.

Discretionary Cash Flow is defined as cash flow from operating activities excluding changes in assets and liabilities. Discretionary Cash Flow is widely accepted as a financial indicator of an oil and gas company's ability to generate available cash to internally fund exploration and development activities, return capital to shareholders through dividends and share repurchases, and service debt and is used by our management for that purpose. Discretionary Cash Flow is presented based on our management's belief that this non-GAAP measure is useful information to investors when comparing our cash flows with the cash flows of other companies that use the full cost method of accounting for oil and gas produced activities or have different financing and capital structures or tax rates. Discretionary Cash Flow is not a measure of financial performance under GAAP and should not be considered as an alternative to cash flows from operating activities or net income, as defined by GAAP, or as a measure of liquidity.

Free Cash Flow is defined as Discretionary Cash Flow less cash paid for capital expenditures Free Cash Flow is an indicator of a company's ability to generate cash flow after spending the money required to maintain or expand its asset base, and is used by our management for that purpose. Free Cash Flow is presented based on our management's belief that this non-GAAP measure is useful information to investors when comparing our cash flows with the cash flows of other companies. Free Cash Flow is not a measure of financial performance under GAAP and should not be considered as an alternative to cash flow from operating activities or net income, as defined by GAAP, or as a measure of liquidity.

(\$ in millions)	Three Months Ended		Twelve Months Ended	
	December 31,		December 31,	
	2021	2020	2021	2020
Cash flow from operating activities	\$ 953	\$ 307	\$ 1,667	\$ 778
Changes in assets and liabilities	73	(88)	144	(93)
Discretionary cash flow	1,026	219	1,811	685
Cash paid for capital expenditures	(268)	(98)	(728)	(576)
Free cash flow	\$ 758	\$ 121	\$ 1,083	\$ 109

¹Includes merger-related expenses in 2021

EBITDAX, Net Debt and Net Debt to EBITDAX

Non-GAAP reconciliation

EBITDAX

EBITDAX is defined as net income plus interest expense, other expense, income tax expense and benefit, depreciation, depletion, and amortization (including impairments), exploration expense, gain and loss on sale of assets, non-cash gain and loss on derivative instruments, earnings and loss on equity method investments, stock-based compensation expense and merger-related costs. EBITDAX is presented on our management's belief that this non-GAAP measure is useful information to investors when evaluating our ability to internally fund exploration and development activities and to service or incur debt without regard to financial or capital structure. Our management uses EBITDAX for that purpose. EBITDAX is not a measure of financial performance under GAAP and should not be considered as an alternative to cash flows from operating activities or net income, as defined by GAAP, or as a measure of liquidity.

(\$ in millions)	Twelve Months Ended December 31,				
	2021	2020	2019	2018	2017
Net income	\$ 1,158	\$ 201	\$ 681	\$ 557	\$ 100
Plus (less):					
Interest expense, net	62	54	55	73	82
Other expense	-	-	1	0	(5)
Income tax expense	344	41	219	141	(329)
Depreciation, depletion and amortization	693	391	406	417	569
Exploration	18	15	20	114	483
(Gain) loss on sale of assets	2	-	1	16	22
Non-cash loss (gain) on derivative instruments	(210)	(26)	58	(86)	12
Loss on equity method investments	-	-	(80)	(1)	(9)
Stock-based compensation	57	43	17	1	100
Merger-related costs	72	-	31	33	34
EBITDAX	\$ 2,196	\$ 719	\$ 1,409	\$ 1,267	\$ 1,059
Cimarex EBITDAX (1Q21 - 3Q21)	1,005				
Combined EBITDAX	\$ 3,201				

Net Debt and Net Debt to EBITDAX

Net Debt is calculated by subtracting cash and cash equivalents from total debt. Net Debt is a non-GAAP measure which our management believes are also useful to investors when assessing our leverage since we have the ability to and may decide to use a portion of our cash and cash equivalents to retire debt. Our management uses this measure for that purpose.

(\$ in millions)	Twelve Months Ended December 31,				
	2021	2020	2019	2018	2017
Total debt	\$ 3,125	\$ 1,134	\$ 1,220	\$ 1,226	\$ 1,522
Less: Cash and cash equivalents	(1,036)	(140)	(200)	(2)	(480)
Net debt	\$ 2,089	\$ 994	\$ 1,020	\$ 1,224	\$ 1,042
Net debt	\$ 2,089	\$ 994	\$ 1,020	\$ 1,224	\$ 1,042
EBITDAX	2,196	719	1,409	1,267	1,059
Net debt to EBITDAX	0.95x	1.38x	0.72x	0.97x	0.98x
Combined EBITDAX	\$ 3,201				
Net debt to combined EBITDAX	0.65x				

Hedge Position

As of February 23, 2022

COTERRA

	2022					Total
	Q1	Q2	Q3	Q4		
Oil						
WTI oil collars¹						
Volume (Bbl/d)	34,000	27,000	18,000	8,000		21,668
Weighted avg. floor	\$ 41.94	\$ 43.74	\$ 47.56	\$ 57.00	\$	45.08
Weighted avg. ceiling	\$ 54.06	\$ 56.34	\$ 59.52	\$ 72.43	\$	57.62
WTI oil basis swaps²						
Volume (Bbl/d)	30,000	23,000	15,000	8,000		18,929
Weighted avg. differential	\$ 0.20	\$ 0.22	\$ 0.20	\$ 0.05	\$	0.19
WTI oil roll differentials swaps¹						
Volume (Bbl/d)	18,000	11,000	7,000	-		8,945
Weighted avg. price	\$ (0.10)	\$ (0.01)	\$ 0.10	\$ -	\$	(0.03)
Natural Gas						
PEPL gas collars³						
Volume (MMBtu/d)	80,000	40,000	20,000	20,000		39,781
Weighted avg. floor	\$ 2.25	\$ 2.50	\$ 2.60	\$ 2.60	\$	2.40
Weighted avg. ceiling	\$ 2.73	\$ 3.07	\$ 3.27	\$ 3.27	\$	2.95
EI Paso Permian gas collars³						
Volume (MMBtu/d)	60,000	40,000	20,000	20,000		34,849
Weighted avg. floor	\$ 2.25	\$ 2.45	\$ 2.50	\$ 2.50	\$	2.38
Weighted avg. ceiling	\$ 2.74	\$ 3.01	\$ 3.15	\$ 3.15	\$	2.93
Waha gas collars³						
Volume (MMBtu/d)	90,000	50,000	30,000	20,000		47,260
Weighted avg. floor	\$ 2.14	\$ 2.44	\$ 2.47	\$ 2.50	\$	2.31
Weighted avg. ceiling	\$ 2.59	\$ 2.94	\$ 3.00	\$ 3.12	\$	2.80
LDS NYMEX gas collars						
Volume (MMBtu/d)	400,000	510,000	510,000	377,391		449,452
Weighted avg. floor	\$ 4.38	\$ 3.60	\$ 3.60	\$ 3.74	\$	3.80
Weighted avg. ceiling	\$ 6.97	\$ 4.99	\$ 4.99	\$ 5.36	\$	5.50

Explanatory Notes

¹ WTI refers to West Texas Intermediate oil prices as quoted on the New York Mercantile Exchange

² Index price on basis swaps and oil roll differential swaps are WTI NYMEX less the weighted average WTI Midland differential, as quoted by Argus Americas Crude

³ PEPL refers to Panhandle Eastern Pipe Line Tex/OK Mid-Continent index, EI Paso Permian refers to EI Paso Permian Basin index, and Waha refers to West Texas (Waha) Index, all as quoted in Platt's Inside FERC