

CONTURA ENERGY, INC. AND SUBSIDIARIES
RESULTS OF OPERATIONS

Three Months Ended March 31, 2020

<i>(In thousands, except for per ton data)</i>	CAPP - Met	CAPP - Thermal	NAPP	All Other	Consolidated
Coal revenues	\$ 362,403	\$ 38,743	\$ 66,907	\$ 314	\$ 468,367
Less: freight and handling fulfillment revenues	(53,664)	(3,743)	(2,346)	—	(59,753)
Non-GAAP coal revenues	\$ 308,739	\$ 35,000	\$ 64,561	\$ 314	\$ 408,614
Tons sold	3,327	617	1,508	5	5,457
Non-GAAP coal sales realization per ton	\$ 92.80	\$ 56.73	\$ 42.81	\$ 62.80	\$ 74.88
Cost of coal sales	\$ 292,972	\$ 38,482	\$ 63,013	\$ 3,393	\$ 397,860
Less: freight and handling costs	(53,664)	(3,743)	(2,346)	—	(59,753)
Less: idled and closed mine costs	(4,157)	(1,995)	(825)	(3,079)	(10,056)
Non-GAAP cost of coal sales	\$ 235,151	\$ 32,744	\$ 59,842	\$ 314	\$ 328,051
Tons sold	3,327	617	1,508	5	5,457
Non-GAAP cost of coal sales per ton	\$ 70.68	\$ 53.07	\$ 39.68	\$ 62.80	\$ 60.12
Coal margin per ton ⁽¹⁾	\$ 20.87	\$ 0.42	\$ 2.58	\$ (615.80)	\$ 12.92
Idled and closed mine costs per ton	1.25	3.24	0.55	615.80	1.84
Non-GAAP coal margin per ton	\$ 22.12	\$ 3.66	\$ 3.13	\$ —	\$ 14.76

⁽¹⁾ Coal margin per ton for our coal operations is calculated as coal sales realization per ton for our coal operations less cost of coal sales per ton for our coal operations.

Three Months Ended March 31, 2019

<i>(In thousands, except for per ton data)</i>	CAPP - Met	CAPP - Thermal	NAPP	All Other	Consolidated
Coal revenues	\$ 472,491	\$ 62,939	\$ 71,530	\$ —	\$ 606,960
Less: freight and handling fulfillment revenues	(64,901)	(5,624)	(675)	—	(71,200)
Non-GAAP coal revenues	\$ 407,590	\$ 57,315	\$ 70,855	\$ —	\$ 535,760
Tons sold	3,243	992	1,652	—	5,887
Non-GAAP coal sales realization per ton	\$ 125.68	\$ 57.78	\$ 42.89	\$ —	\$ 91.01
Cost of coal sales	\$ 375,919	\$ 70,713	\$ 67,562	\$ 1,500	\$ 515,694
Less: freight and handling costs	(64,901)	(5,624)	(675)	—	(71,200)
Less: idled and closed mine costs	(1,821)	(417)	(829)	(1,295)	(4,362)
Less: cost impact of coal inventory fair value adjustment ⁽¹⁾	(3,718)	(3,458)	—	—	(7,176)
Non-GAAP cost of coal sales	\$ 305,479	\$ 61,214	\$ 66,058	\$ 205	\$ 432,956
Tons sold	3,243	992	1,652	—	5,887
Non-GAAP cost of coal sales per ton	\$ 94.20	\$ 61.71	\$ 39.99	\$ —	\$ 73.54
Coal margin per ton ⁽²⁾	\$ 29.78	\$ (7.84)	\$ 2.40	\$ —	\$ 15.50
Idled and closed mine costs per ton	0.55	0.42	0.50	—	0.75
Cost impact of coal inventory fair value adjustment per ton	1.15	3.49	—	—	1.22
Non-GAAP coal margin per ton	\$ 31.48	\$ (3.93)	\$ 2.90	\$ —	\$ 17.47

⁽¹⁾ The cost impact of the coal inventory fair value adjustment as a result of the Alpha Merger was completed during the three months ended June 30, 2019.

⁽²⁾ Coal margin per ton for our coal operations is calculated as coal sales realization per ton for our coal operations less cost of coal sales per ton for our coal operations.

Three Month Ended December 31, 2019

<i>(In thousands, except for per ton data)</i>	CAPP - Met	CAPP - Thermal	NAPP	All Other ⁽²⁾	Consolidated
Coal revenues	\$ 370,200	\$ 60,576	\$ 65,775	\$ 681	\$ 497,232
Less: freight and handling fulfillment revenues	(59,320)	(10,450)	(3,397)	—	(73,167)
Non-GAAP coal revenues	\$ 310,880	\$ 50,126	\$ 62,378	\$ 681	\$ 424,065
Tons sold	3,273	893	1,515	8	5,689
Non-GAAP coal sales realization per ton	\$ 94.98	\$ 56.13	\$ 41.17	\$ 85.13	\$ 74.54
Cost of coal sales	\$ 331,305	\$ 55,653	\$ 57,701	\$ (48)	\$ 444,611
Less: freight and handling costs	(59,320)	(10,450)	(3,397)	—	(73,167)
Less: idled and closed mine costs	(2,757)	(1,260)	(1,783)	713	(5,087)
Non-GAAP cost of coal sales	\$ 269,228	\$ 43,943	\$ 52,521	\$ 665	\$ 366,357
Tons sold	3,273	893	1,515	8	5,689
Non-GAAP cost of coal sales per ton	\$ 82.26	\$ 49.21	\$ 34.67	\$ 83.13	\$ 64.40
Coal margin per ton ⁽¹⁾	\$ 11.88	\$ 5.51	\$ 5.33	\$ 91.13	\$ 9.25
Idled and closed mine costs per ton	0.84	1.41	1.17	(89.13)	0.89
Non-GAAP coal margin per ton	\$ 12.72	\$ 6.92	\$ 6.50	\$ 2.00	\$ 10.14

⁽¹⁾ Coal margin per ton for our coal operations is calculated as coal sales realization per ton for our coal operations less cost of coal sales per ton for our coal operations.

⁽²⁾ The fourth quarter of 2019 included coal revenues and cost of coal sales related to tons produced as a byproduct of an idle mine's reclamation.

Three Months Ended March 31, 2020

<i>(In thousands, except for per ton data)</i>	CAPP - Met	CAPP - Thermal	NAPP	All Other	Consolidated
Non-GAAP cost of coal sales	\$ 235,151	\$ 32,744	\$ 59,842	\$ 314	\$ 328,051
Less: cost of purchased coal sold	(30,334)	(893)	—	—	(31,227)
Adjusted cost of produced coal sold	\$ 204,817	\$ 31,851	\$ 59,842	\$ 314	\$ 296,824
Produced tons sold	2,964	604	1,508	5	5,081
Adjusted cost of produced coal sold per ton ⁽¹⁾	\$ 69.10	\$ 52.73	\$ 39.68	\$ 62.80	\$ 58.42

⁽¹⁾ Cost of produced coal sold per ton for our operations is calculated as non-GAAP cost of produced coal sold divided by produced tons sold.

Three Months Ended March 31, 2019

<i>(In thousands, except for per ton data)</i>	CAPP - Met	CAPP - Thermal	NAPP	All Other	Consolidated
Non-GAAP cost of coal sales	\$ 305,479	\$ 61,214	\$ 66,058	\$ 205	\$ 432,956
Less: cost of purchased coal sold	(79,539)	(2,884)	—	—	(82,423)
Adjusted cost of produced coal sold	\$ 225,940	\$ 58,330	\$ 66,058	\$ 205	\$ 350,533
Produced tons sold	2,571	944	1,652	—	5,167
Adjusted cost of produced coal sold per ton ⁽¹⁾	\$ 87.88	\$ 61.79	\$ 39.99	\$ —	\$ 67.84

⁽¹⁾ Cost of produced coal sold per ton for our operations is calculated as non-GAAP cost of produced coal sold divided by produced tons sold.

Three Months Ended December 31, 2019

<i>(In thousands, except for per ton data)</i>	CAPP - Met	CAPP - Thermal	NAPP	All Other	Consolidated
Non-GAAP cost of coal sales	\$ 269,228	\$ 43,943	\$ 52,521	\$ 665	\$ 366,357
Less: cost of purchased coal sold	(43,091)	(598)	—	—	(43,689)
Adjusted cost of produced coal sold	\$ 226,137	\$ 43,345	\$ 52,521	\$ 665	\$ 322,668
Produced tons sold	2,779	876	1,515	8	5,178
Adjusted cost of produced coal sold per ton ⁽¹⁾	\$ 81.37	\$ 49.48	\$ 34.67	\$ 83.13	\$ 62.32

⁽¹⁾ Cost of produced coal sold per ton for our operations is calculated as non-GAAP cost of produced coal sold divided by produced tons sold.