



February

2021

# Ramaco Resources

4<sup>th</sup> Quarter 2020  
Investor Presentation



# Disclaimer

## Forward Looking Statements

The information in this presentation includes “forward-looking statements.” All statements, other than statements of historical fact included in this presentation, regarding our strategy, future operations, financial position, estimated revenues and losses, projected costs, prospects, plans and objectives of management are forward-looking statements. When used in this presentation, the words “could,” “believe,” “anticipate,” “intend,” “estimate,” “expect,” “project” and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain such identifying words. These forward-looking statements are based on management’s current expectations and assumptions about future events and are based on currently available information as to the outcome and timing of future events. When considering forward-looking statements, you should keep in mind the risk factors and other cautionary statements described under the heading “Risk Factors” included in Ramaco’s Annual Report on Form 10-K.

Forward-looking statements may include statements about:

- deterioration of economic conditions in the steel industry generally;
- deterioration of economic conditions in the metallurgical coal industry generally;
- global uncertainty related to the COVID-19 pandemic;
- higher than expected costs to develop our planned mining operations;
- decreases in the estimated quantities or quality of our metallurgical coal reserves;
- our expectations relating to dividend payments and our ability to make such payments;
- our inability to obtain additional financing on favorable terms, if required, to complete the acquisition of additional metallurgical coal reserves as currently contemplated or to fund the operations and growth of our business;
- increased maintenance, operating or other expenses or changes in the timing thereof;
- impaired financial condition and liquidity of our customers;
- increased competition in coal markets;
- decreases in the price of metallurgical coal and/or thermal coal;
- the impact of and costs of compliance with stringent domestic and foreign laws and regulations, including environmental, climate change and health and safety regulations, and permitting requirements, as well as changes in the regulatory environment, the adoption of new or revised laws, regulations and permitting requirements;
- the impact of potential legal proceedings and regulatory inquiries against us;
- impact of weather and natural disasters on demand, production and transportation;
- reductions and/or deferrals of purchases by major customers and our ability to renew sales contracts;
- credit and performance risks associated with customers, suppliers, contract miners, co-shippers and trading, banks and other financial counterparties;
- geologic, equipment, permitting, site access, operational risks and new technologies related to mining;
- transportation availability, performance and costs;
- availability, timing of delivery and costs of key supplies, capital equipment or commodities such as diesel fuel, steel, explosives and tires;

We caution you that these forward-looking statements are subject to all of the risks and uncertainties, most of which are difficult to predict and many of which are beyond our control, incident to the development, production, gathering and sale of coal. These risks include, but are not limited to, commodity price volatility, demand for domestic and foreign steel, inflation, lack of availability of mining equipment and services, environmental risks, operating risks, regulatory changes, the uncertainty inherent in estimating reserves and in projecting future rates of production, cash flow and access to capital, and the timing of development expenditures and the other risks described under the heading “Risk Factors” included in Ramaco’s Annual Report on Form 10-K. Should one or more of the risks or uncertainties described in this presentation occur, or should underlying assumptions prove incorrect, our actual results and plans could differ materially from those expressed in any forward-looking statements.

All forward-looking statements, expressed or implied, included in this presentation are expressly qualified in their entirety by this cautionary statement. This cautionary statement should also be considered in connection with any subsequent written or oral forward-looking statements that we or persons acting on our behalf may issue. Except as otherwise required by applicable law, we disclaim any duty to update any forward-looking statements, all of which are expressly qualified by the statements in this section, to reflect events or circumstances after the date of this presentation.

# Key Investment Highlights



# Ramaco overview



(NASDAQ: METC)

*“Pure play” metallurgical coal company, currently with ~262 million tons of high quality metallurgical coal reserves (more than a 50-year production life), low net debt, no legacy liabilities, low AROs, and advantaged geology leading to low cash costs.*

## At a glance

- Large ~262 million ton met coal reserve base with attractive quality characteristics across High Vol. and Low Vol.
- Advantaged reserve geology provides us with low cash costs per ton and high productivities. Expected 2021 cash costs at our flagship Elk Creek complex are \$65.50/ton, based on the midpoint of guidance.
- Production growth of almost 300% from 0.55 million tons produced in 2017 to 2.15 million tons expected in 2021, based on the midpoint of guidance. >96% of historical production has been high quality metallurgical coal.
- Historical emphasis on recycling capital for organic growth, with the ability to maintain flexibility in varying market conditions.
- Minimal net debt, AROs, and no legacy liabilities, with ample liquidity.

## Market summary

Share price (Feb. 17, 2021):	\$4.50
Ticker symbol:	METC
Market capitalization:	\$193 million
Net debt (12/31/20):	\$12 million
Implied enterprise value:	\$205 million
Management ownership*:	>15%



(\* ) Includes co-founder and former CEO Michael Bauersachs, who is now a consultant to Ramaco Resources.

# Investment highlights

## Sustainable, low cash cost met coal platform, with minimal net debt, AROs, and no legacy liabilities

1	<b>Portfolio of high-quality, long-lived assets</b>	<ul style="list-style-type: none"> <li>Large ~262 million ton met coal reserve base with attractive quality characteristics across High-Vol. and Low-Vol. segments</li> </ul>
2	<b>Long-term growth, but flexibility to be nimble</b>	<ul style="list-style-type: none"> <li>Production growth capacity of up to 4.0-4.5 million clean tons</li> <li>Geologically advantaged reserve base allows for flexible capital spending in varying market conditions</li> </ul>
3	<b>Low cost U.S. met coal producer</b>	<ul style="list-style-type: none"> <li>Cash costs per ton sold of \$65.50 expected at Elk Creek in 2021, based on the midpoint of guidance. This is below most domestic met coal producers</li> <li>Superior geology yields high clean-tons-per-foot, and greater productivity at Elk Creek than most peers</li> </ul>
4	<b>Positioned to serve both domestic and export markets</b>	<ul style="list-style-type: none"> <li>Well-positioned to sell into both domestic and export markets</li> <li>Advantaged infrastructure and flexibility</li> </ul>
5	<b>Clean balance sheet with ample liquidity</b>	<ul style="list-style-type: none"> <li>Minimal net debt, minimal AROs, and no legacy liabilities provide greater flexibility and lower risk relative to peers. As of December 31, 2020, Ramaco had \$12 million of net debt, \$15 million of AROs, and no material pension and post-retirement obligations</li> </ul>
6	<b>Ample liquidity</b>	<ul style="list-style-type: none"> <li>2020 net income was \$(4.9) million, and 2020 adjusted EBITDA was \$18.5 million.</li> <li>Perhaps the only public coal company that ended 2020 with roughly the same level of liquidity compared to where we started (i.e. \$22 million), without diluting our equity or pledging our mining operations against secured debt</li> </ul>
7	<b>Highly experienced team</b>	<ul style="list-style-type: none"> <li>Highly experienced management team and board of directors with a long history of acquiring, developing, financing, building, and operating coal properties.</li> </ul>
8	<b>Attractive valuation for long-term investors</b>	<ul style="list-style-type: none"> <li>Current trading levels offer a compelling opportunity to invest in a premier met coal producer with a long-term runway for growth</li> </ul>

# YTD financial highlights

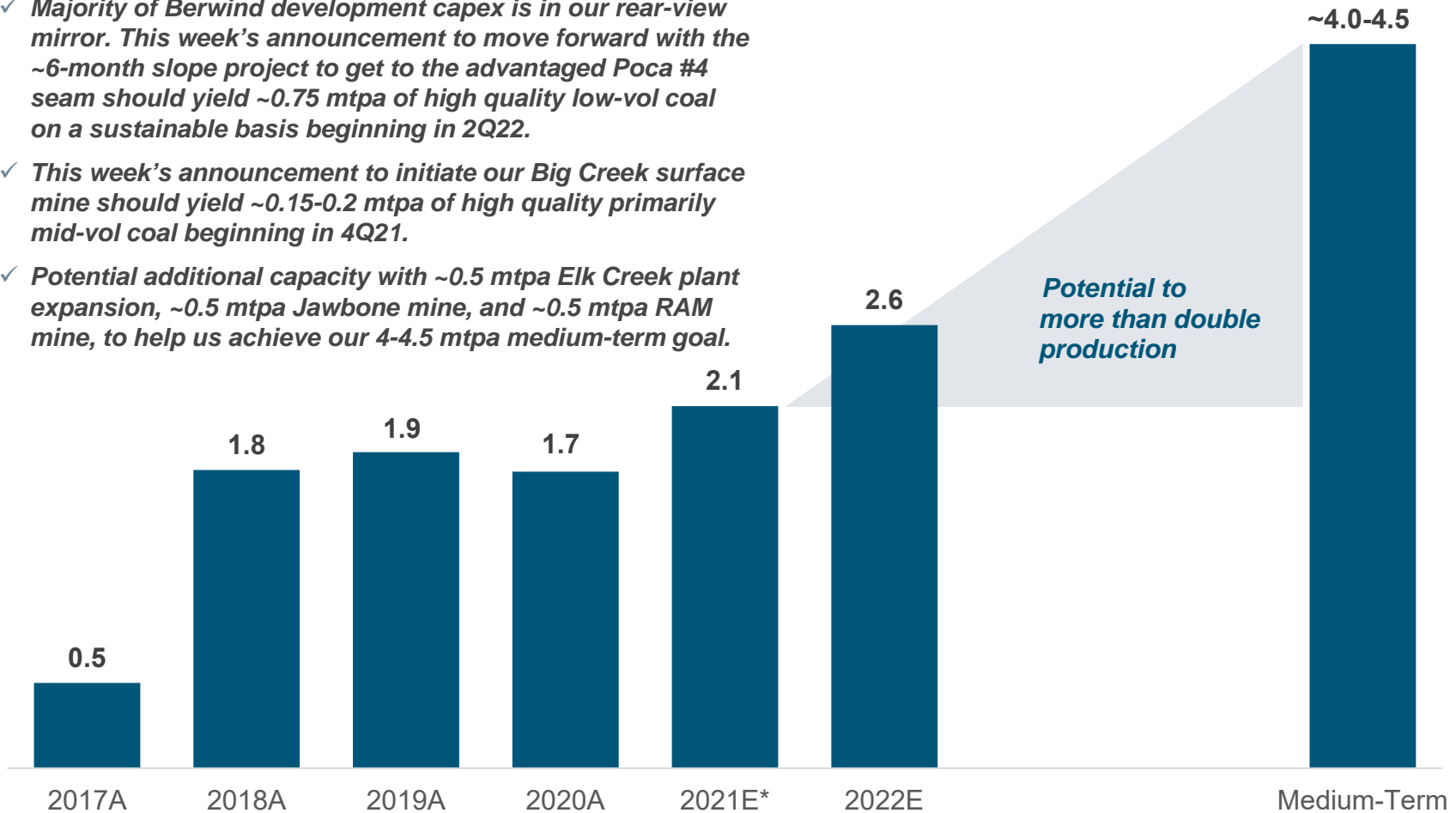
*Despite 2020 EBITDA being negatively impacted by \$6.4 million as a result of over 200,000 tons subject to force majeure notices from our two largest customers, we ended the year with roughly the same level of liquidity compared to where we started, without either diluting our equity or pledging our mining operations against secured debt.*

Key Metrics								
	4Q20	3Q20	Change	4Q19	Change	2020	2019	Change
Sales of Company Produced Tons ('000)	515	430	20%	420	23%	1,723	1,872	-8%
Revenue (\$mm)	\$ 51.1	\$ 39.5	30%	\$ 45.6	12%	\$ 168.9	\$ 230.2	-27%
Cost of Sales (\$mm)	\$ 48.7	\$ 35.7	37%	\$ 33.3	47%	\$ 145.5	\$ 162.5	-10%
Pricing of Company Produced (\$/Ton)	\$ 80	\$ 78	3%	\$ 104	-23%	\$ 85	\$ 109	-22%
Cash Cost of Sales - Company Produced (\$/Ton)	\$ 76	\$ 69	10%	\$ 74	3%	\$ 72	\$ 73	-1%
Cash Margins on Company Produced (\$/Ton)	\$ 4	\$ 9	-56%	\$ 30	-87%	\$ 13	\$ 36	-64%
Net Income (\$mm)	(\$4.7)	(\$4.8)	-1%	\$ 1.9	-351%	(\$4.9)	\$ 24.9	-120%
<b>Adjusted EBITDA (\$mm)</b>	<b>(\$1.4)</b>	<b>\$ 0.6</b>	<b>-321%</b>	<b>\$ 9.0</b>	<b>-116%</b>	<b>\$ 18.5</b>	<b>\$ 55.4</b>	<b>-67%</b>
Capex (\$mm)	\$ 4.2	\$ 2.5	68%	\$ 11.7	-64%	\$ 24.8	\$ 45.7	-46%
Diluted Earnings per Share	(\$0.11)	(\$0.11)	0%	\$ 0.05	-320%	(\$0.12)	\$ 0.61	-120%

# Long-term potential to more than double production

## Ramaco annual production (in millions of tons)

- ✓ Majority of Berwind development capex is in our rear-view mirror. This week's announcement to move forward with the ~6-month slope project to get to the advantaged Poca #4 seam should yield ~0.75 mtpa of high quality low-vol coal on a sustainable basis beginning in 2Q22.
- ✓ This week's announcement to initiate our Big Creek surface mine should yield ~0.15-0.2 mtpa of high quality primarily mid-vol coal beginning in 4Q21.
- ✓ Potential additional capacity with ~0.5 mtpa Elk Creek plant expansion, ~0.5 mtpa Jawbone mine, and ~0.5 mtpa RAM mine, to help us achieve our 4-4.5 mtpa medium-term goal.



# Clear path to adding ~2 million tons of permitted growth

*We recently gave the “green light” to our Phase #1 growth expansion. This is expected to add ~1 million tons per year of incremental production compared to our current ~2 million ton per year production base at Elk Creek. This represents a ~50% increase in production capacity.*

Project - Mine Name	Location	Quality	Growth ('000)
<b>Phase #1</b>			
Berwind *	Berwind	Low Vol	750
Big Creek **	Knox Creek	Mid Vol	200
<b>Subtotal/Avg.</b>			<b>950</b>
<b>Phase #2</b>			
Jawbone	Knox Creek	High Vol A	500
<b>Subtotal/Avg.</b>			<b>500</b>
<b>Phase #3</b>			
Elk Creek Plant Expansion	Elk Creek	High Vol A/B+	500
<b>Subtotal/Avg.</b>			<b>500</b>
<b>Total Permitted Expansion</b>			<b>1,950</b>

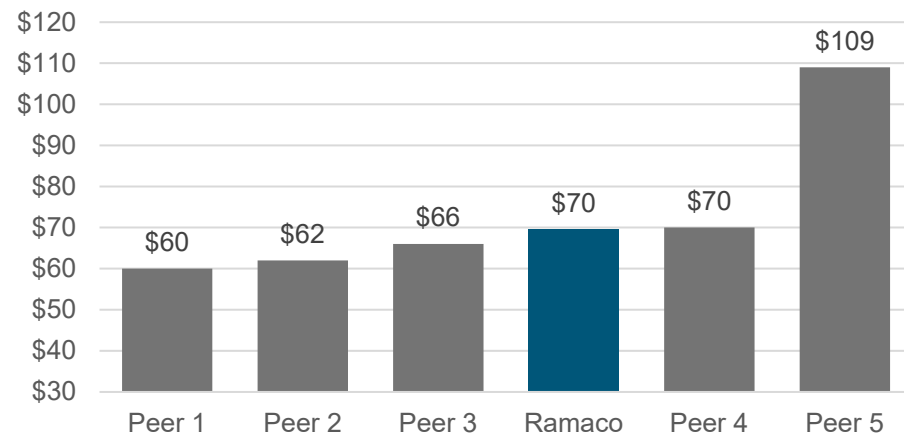


# Ramaco's insider ownership is among the highest, while cash mine costs are anticipated to improve closer to historical levels in 2021

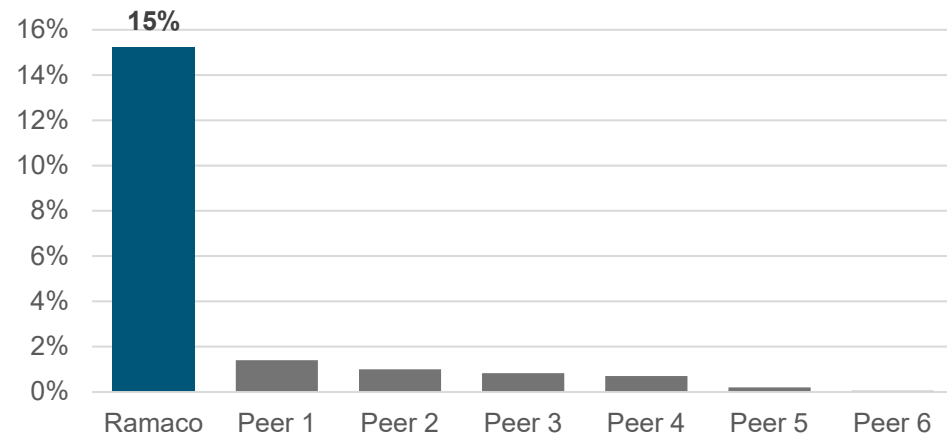
✓ *While 2020 cash costs came in above historical levels, it was a challenging year in which to operate, largely due to force majeure notices from our two largest customers. As market conditions normalize, we anticipate Elk Creek cash costs will return to historical levels in the mid-\$60s/ton range in 2021, which is among the lowest in the industry.*

✓ *Ramaco management<sup>(2)</sup> currently owns 15% of the company, with no peer at much more than 1% of insider ownership, which strengthens the alignment of the organizational goals with management more than our peers.*

**Met coal cash costs (\$/short ton FOB mine) <sup>(1)</sup>**



**Management Ownership % Of Stock <sup>(2)</sup>**

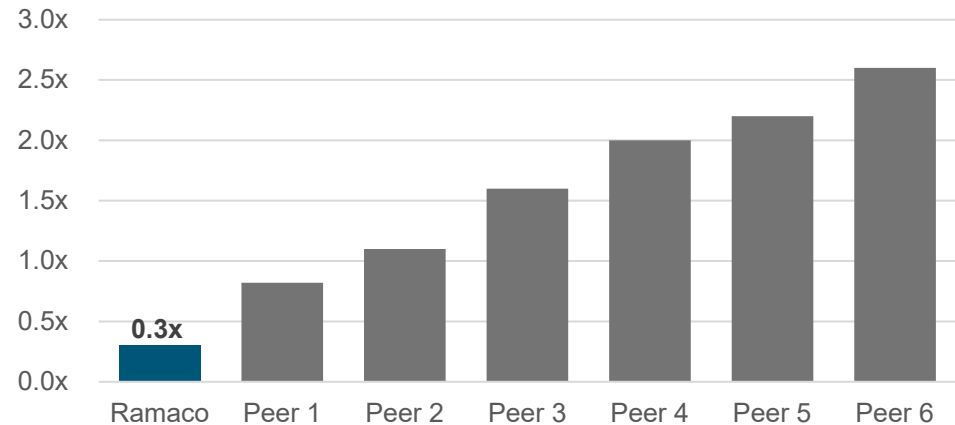


(1) Excludes Berwind. Peers include (alphabetically): Alpha, Arch, Coronado, Peabody, Warrior. Based on YTD 2020 period.  
 (2) As of 2/16/21. Includes co-founder and former CEO Michael Bauersachs, who is now a consultant to Ramaco Resources.  
 Peer group includes (alphabetically): Alpha, Arch, Consol, Coronado, Peabody, Warrior.  
 Source: Company documents, Bloomberg

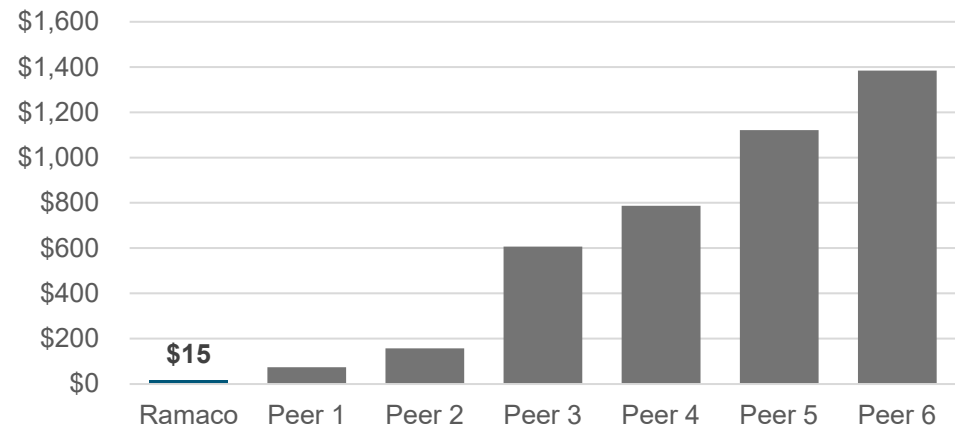
# Ramaco has a *best-in-class* balance sheet

- ✓ **Ramaco has by far the lowest net debt to EBITDA ratio in the coal space.**
- ✓ **Management is committed to maintain a “low debt-low ARO” posture to allow full flexibility throughout volatile commodity pricing cycles.**
- ✓ **Ramaco easily has the lowest legacy liabilities plus AROs among its direct peer group, 98% below the group average.**

**Net Debt / EBITDA<sup>(1)</sup>**



**Legacy Liabilities + AROs (\$M)<sup>(2)</sup>**



(1) EBITDA based on 2021 Bloomberg consensus on 2/16/21. Peers include (alphabetically): Alpha, Arch, Consol, Coronado, Peabody, Warrior.  
 (2) Legacy liabilities include workers' comp, black lung, pension & post-retirement benefits, and other.  
 (1,2) Net debt and legacy liabilities as of most recent public financials.



# Operations + Met Coal Market Overview



# Berwind and Big Creek investment highlights

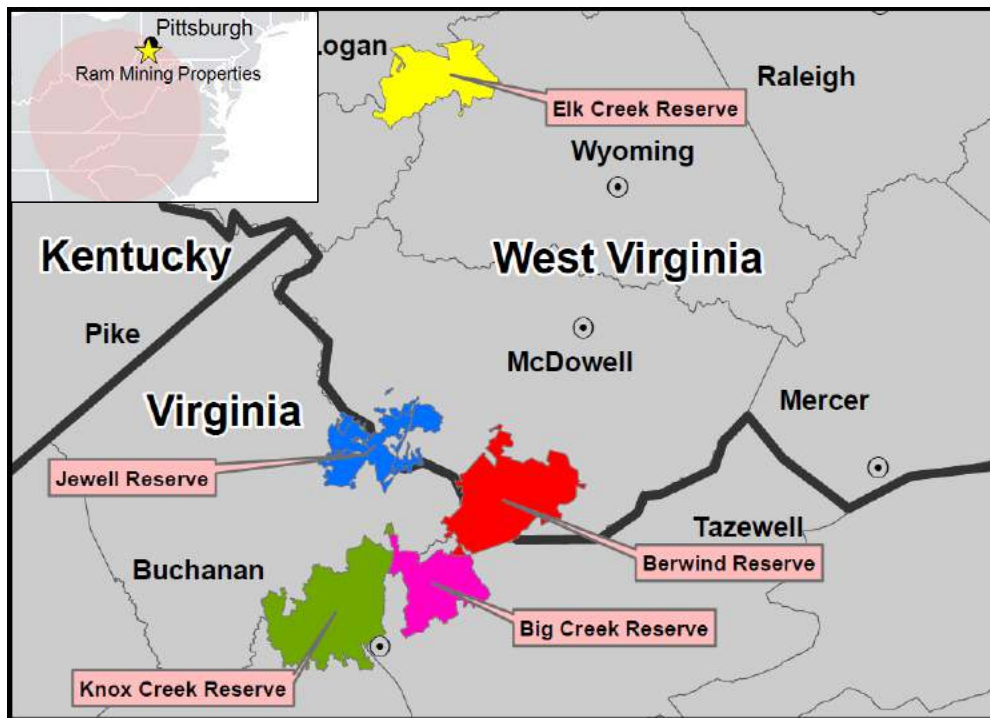
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- ✓ **Two New Mines To Increase Production Capacity By ~50%** Our Board of Directors recently approved the expenditure to open two new mines – Berwind and Big Creek, which are expected to add almost one million tons per year of additional low and mid-vol production.
- ✓ **Berwind:** The Berwind slope project is anticipated to cost \$10-12 million in development capital over the next 12 months, with ~2/3 of the spend coming in 2021. We have already spent over \$50 million in capital over the past four years to get Berwind where it is today. At full production, which we anticipate by 2Q22, Berwind will produce ~750,000 tons a year of high quality low volatile coal, with cash costs in the low to mid \$70s per ton range. Berwind will become our second flagship complex, as we anticipate it can produce at these levels for more than 20 years. We view this diversification as important to the long-term success of Ramaco.
- ✓ **Big Creek:** Big Creek is a new surface mine near our Knox Creek prep plant, which we can ramp to initial production within 4-6 months of breaking ground. In total, we expect to spend \$5-7 million in development capital. We anticipate full production of ~150,000-200,000 tons a year, beginning in 4Q21. Big Creek will be primarily high quality mid volatile coal, with cash costs in the upper \$50s per ton range. We anticipate being able to produce at these levels from the surface mine for more than 3 years, with the optionality to extend the mine life by going underground.
- ✓ **Quick Payback Of 2 Projects:** Our financing plan for this growth is through a combination of working capital, equipment debt, and free cash flow. Based on U.S. coal pricing as of Feb. 2021, we'd anticipate less than a 1.5 year payback<sup>(1)</sup> from today on both mines. Importantly, given the anticipated low cost structure of these mines, we believe both can withstand a material drop in spot prices, and still generate positive cash flow and strong investment returns.

# Met coal asset portfolio with competitive advantages

## Central Appalachian operations

- **Elk Creek**
  - ~113 million tons of High Vol. Met reserves
  - 20+ year reserve life in relatively thick coal seams at deep mines and attractive ratios at surface mines translate to low costs
  - ~2.5 million tons per year of production at full capacity, including prep plant expansion
- **Berwind**
  - ~50 million tons of Low Vol. Met reserves
  - Mining of the advantaged Poca #4 seam expected to yield ~750,000 tons per year of initial full production with additional upside capacity
- **Knox Creek**
  - ~94 million tons of High Vol. A reserves (potential Jawbone mine), plus Big Creek Mid Vol. reserves
  - Big Creek expected to yield ~150,000 – 200,000 tons of predominately Mid Vol production at full capacity, for at least 3 years, with additional upside possibility
  - ~650 raw tons/hr processing plant
  - Purchasing and/or washing of third party coal since December 2016
  - At least ~800,000 tons of per year of potential production capacity



## Northern Appalachian operations

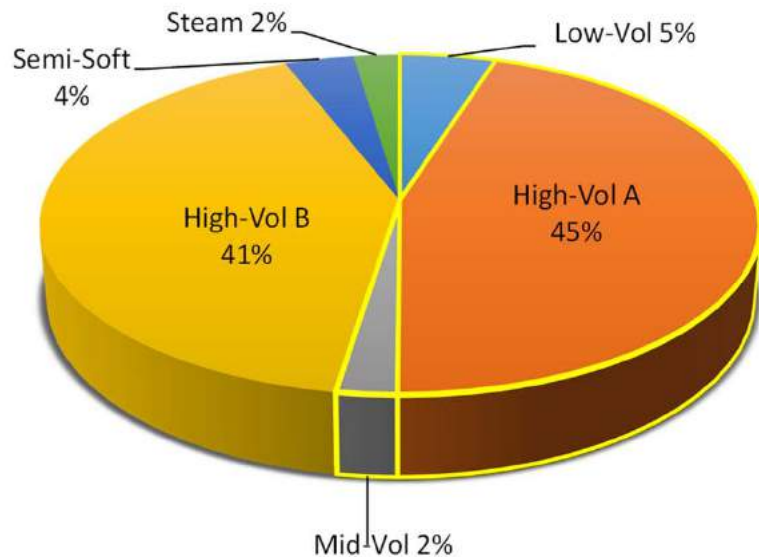
- **RAM**
  - ~5 million tons of High Vol. met reserves (Pittsburgh Seam)
  - Projected low mining costs; 6 miles by barge from U.S. Steel Clairton Coke Plant
  - Up to ~500,000 tons per year of production at full capacity

*We anticipate growing annual production to 4.0-4.5 million tons of high quality met coal, subject to market conditions*

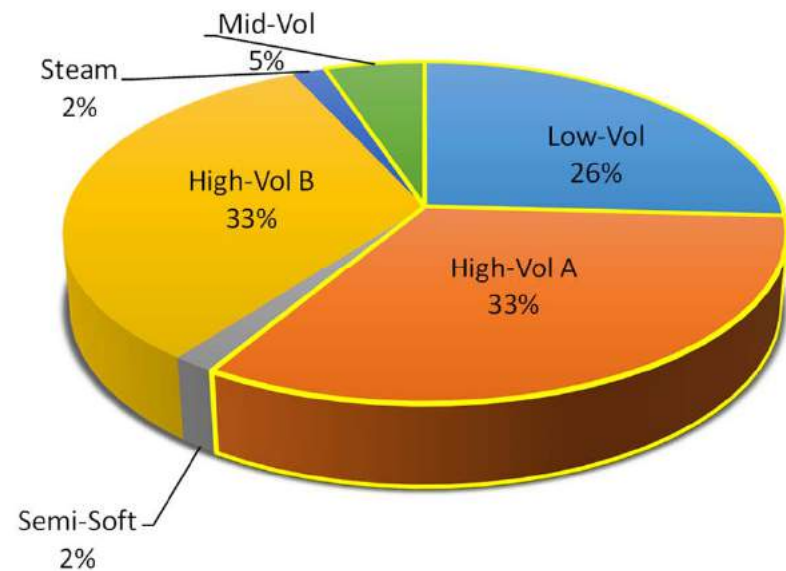
# Metallurgical quality breakdown

*Growth is focused to create a long term - high value portfolio with almost two-thirds of annual 2022-23 production being higher quality blends of Low Vol., Mid Vol., and High Vol. A coal. Berwind and Big Creek mines will provide a material uplift to Ramaco's overall met coal quality.*

2021 Production (1)



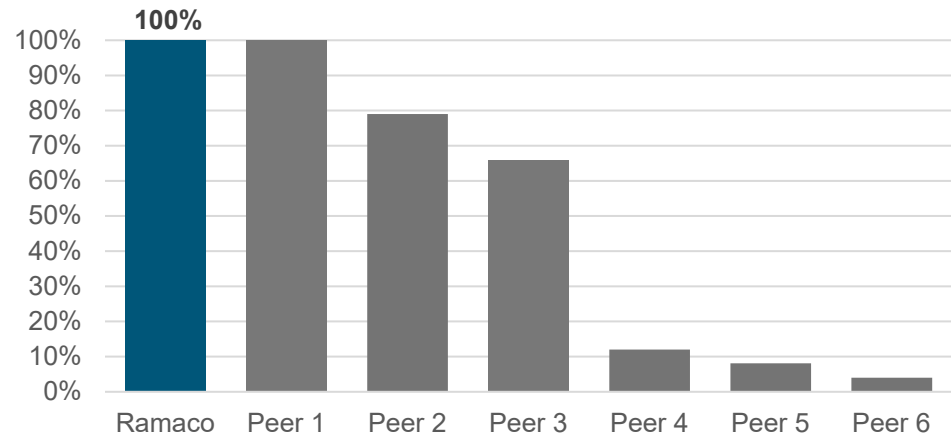
2022-23 Production Outlook (1)



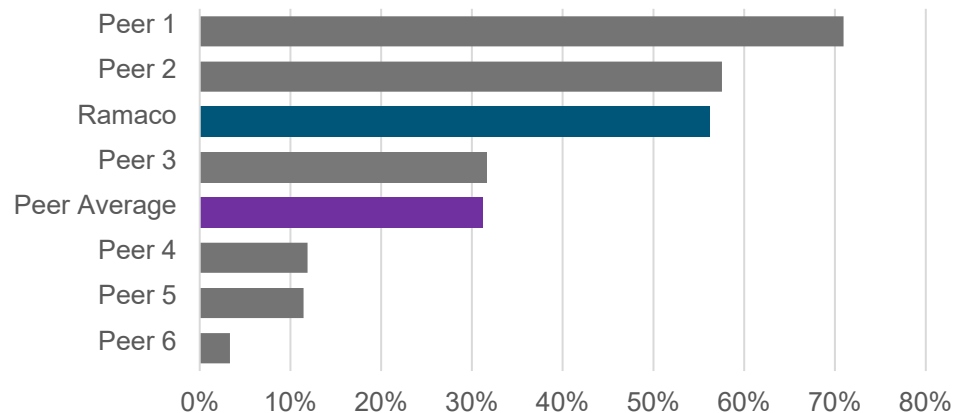
# Ramaco is a pure-play met coal producer

- ✓ *Many of Ramaco's U.S. "met coal" peers actually produce more thermal coal than met coal.*
- ✓ *Ramaco is one of only two U.S. publicly traded pure-play met coal companies, based on 2020 production.*
- ✓ *Of those two, Ramaco is the only large domestic met supplier.*
- ✓ *YTD 2021, met coal spot prices have increased roughly 36%.*
- ✓ *Ramaco's U.S. listed peer group has seen on average a 31% YTD stock price increase. Ramaco has outperformed its met coal peer group, up 56% YTD.*

**Met Coal As A % Of Total Production (1)**



**YTD Price Performance (2)**



(1) Based on YTD 2020 results. For peer group, see (2) below.

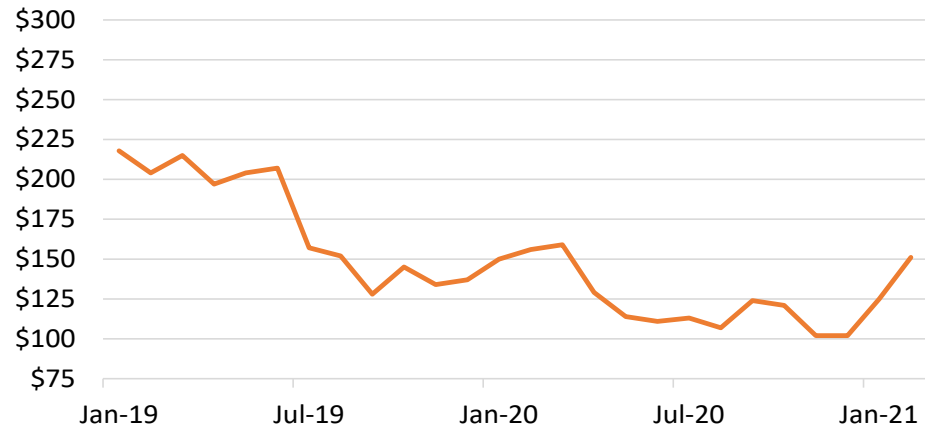
(2) Peer group includes (alphabetically): Alpha, Arch, Consol, Coronado, Peabody, Warrior.

Source: Company documents, Bloomberg as of 2/17/21.

# Met coal spot prices & forward curve rebounded meaningfully

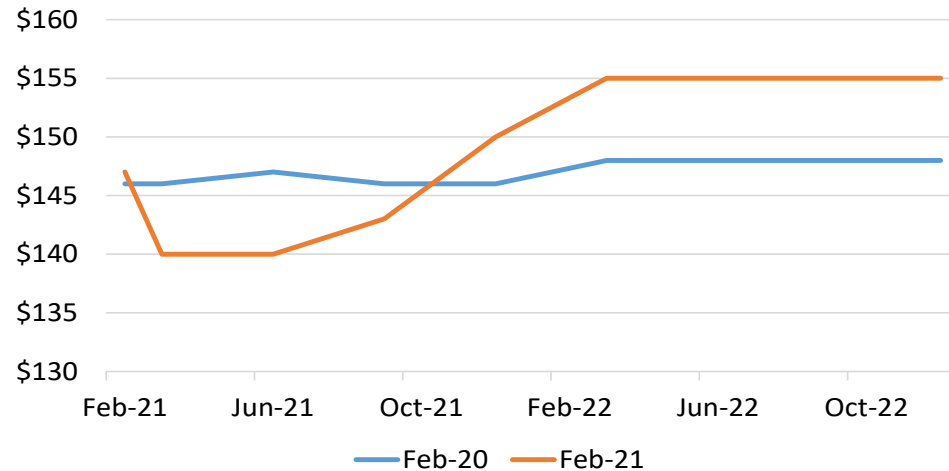
✓ *As of Feb 17, 2021, Australian met coal spot benchmark prices have risen 36% YTD, mainly on the back of increased global economic activity, in part due to large global economic stimulus.*

**Met Coal Spot Price <sup>(1)</sup>**



✓ *The forward curve remains firmly in contango over a longer period. 2H21 and 2022 levels remain well above where they were this time last year.*

**Met Coal Forward Curve <sup>(1)</sup>**





# Met coal arb remains wide open

## Arb currently over \$80/ton:

- As of February 2, 2021, the metallurgical coal arb is just over \$80/ton, which is not far off the recent all-time record. This means it is that much cheaper for a Chinese steel mill to import coal compared to buying domestically. In our view, strict import controls are to blame for the current situation.

## Arb could support U.S. and seaborne pricing:

- Over the past 6 months, the arb has averaged almost \$60/ton *higher* than the average arb of \$15-20/ton since mid-2017.
- Chinese import controls that appear to be strictly targeting Australian coal for political purposes have opened up opportunities for increased U.S. coal to get moved into China.

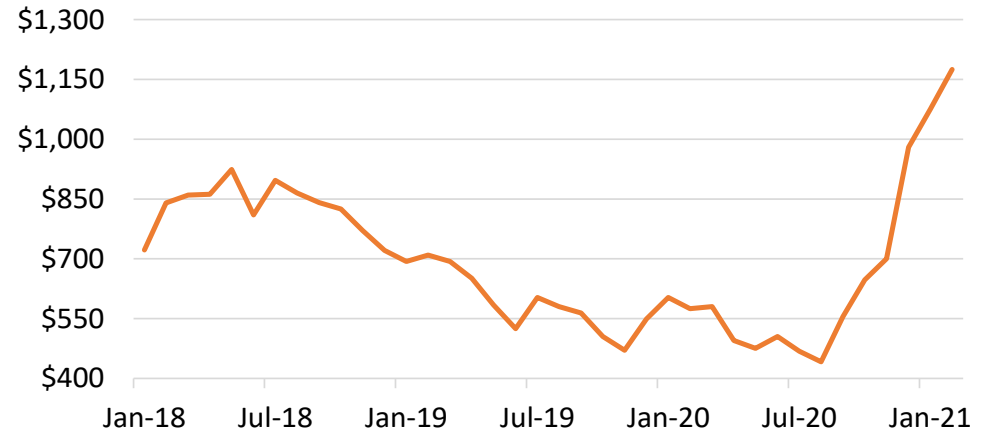
## Met Coal Arb Into China <sup>(1)</sup>



# Domestic steel market roaring back

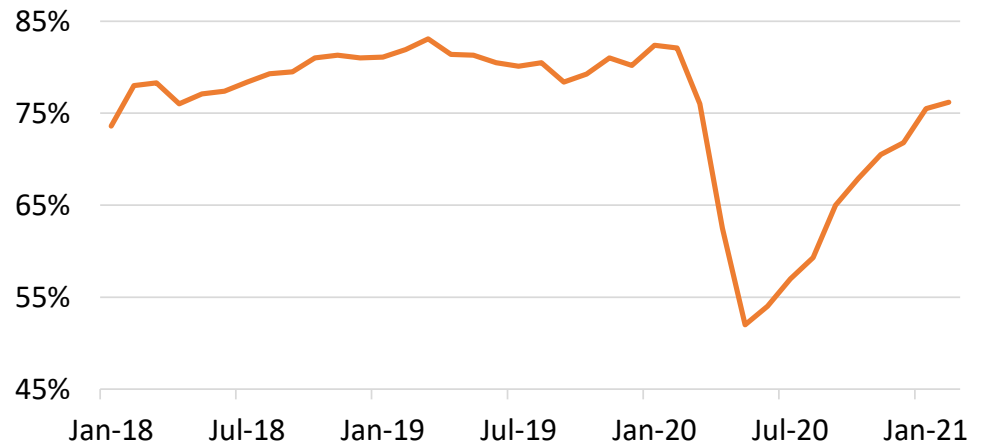
✓ **Since August 2020, U.S. hot rolled steel prices have risen over 150% to an all-time record of \$1,200/ton. This is on the back of strong automotive and housing demand, amid near-record low inventories.**

### U.S. Steel Prices <sup>(1)</sup>



✓ **On May 2, 2020, U.S. steel capacity utilization hit a 10-year low of 51%, largely on the back of demand destruction due to COVID-19 concerns. As of Feb. 17, capacity utilization had risen to 77%, and is expected to increase further, on the back of recent blast furnace restarts.**

### U.S. Steel Capacity Utilization



# Supply rationalization accelerates

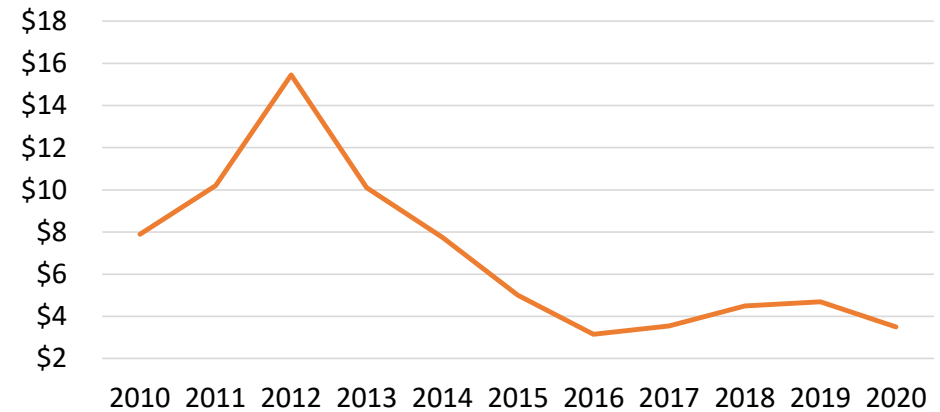
## Supply underinvestment continues, and is likely to get worse:

- Met coal capex estimated to have fallen over 75% below peak 2012 levels in 2020.
  - High cost of capital for many producers.
  - ESG pressure continues, and is getting stronger.

## Supply rationalization occurring rapidly:

- High cost of production of many peers has caused multiple large bankruptcies in the last year.
- IHS estimates that U.S. met coal production fell by over 22% in 2020.
- Over time there should be further supply rationalization.

Global Met Coal Capex <sup>(1)</sup>



# Safety & Environmental



# Environmental, Health & Safety

***Ramaco is committed to complying with both regulatory and its own high standards for environmental and employee health and safety requirements.***

***Ramaco believes that all accidents and occupational illnesses are preventable:***

- Business excellence is achieved through the pursuit of safer and more productive work practices
- Any task that cannot be performed safely should not be performed
- Working safely is a requirement for all employees
- Controlling the work environment is important, but human behavior within the work environment is paramount
- Safety starts with individual decision-making – all employees must assume a share of responsibility for acts within their control that pose a risk of injury to themselves or fellow workers
- All levels of the organization must be proactive in implementing safety processes that promote a safe and healthy work environment
- We are committed to providing a safe work environment, providing our employees with proper training and equipment, and implementing safety and health rules, as well as policies and programs that foster safety excellence

## Ramaco's COVID-19 Response

- Non-Contact temperature checks conducted pre-shift for employees, contractors, vendors and visitors.
- Facemasks issued to all employees.
- Enhanced excused/paid time off policy for employees.
- Extensive sanitation program for all common areas, and all equipment and materials on a pre-shift basis.
- Shift times staggered to eliminate crew interaction.

**The safety program includes a focus on the following:** *Hiring the right workers, safety incentives, communication, drug & alcohol testing, continuous improvement programs, training, accident investigation, safety audits, employee performance improvement, employee involvement, and positive reinforcement.*

# Appendix



# Reconciliation of non-GAAP measures

Adjusted EBITDA is used as a supplemental non-GAAP financial measure by management and external users of our financial statements, such as industry analysts, investors, lenders and rating agencies. We believe Adjusted EBITDA is useful because it allows us to more effectively evaluate our operating performance.

We define Adjusted EBITDA as net income plus net interest expense, equity-based compensation, depreciation and amortization expenses and any transaction related costs. Its most comparable GAAP measure is net income. A reconciliation of net income to Adjusted EBITDA is included below. Adjusted EBITDA is not intended to serve as an alternative to U.S. GAAP measures of performance and may not be comparable to similarly-titled measures presented by other companies.

<i>(In thousands)</i>	<u>Three months ended December 31,</u>		<u>Year ended December 31,</u>	
	<u>2020</u>	<u>2019</u>	<u>2020</u>	<u>2019</u>
Reconciliation of Net Income to Adjusted EBITDA				
Net income (loss)	\$ (4,746)	\$ 1,888	\$ (4,907)	\$ 24,934
Depreciation and amortization	5,310	5,229	20,912	19,521
Interest expense, net	309	242	1,224	1,193
Income taxes	(3,447)	505	(3,484)	5,163
EBITDA	(2,574)	7,864	13,745	50,811
Stock-based compensation	1,021	1,003	4,140	4,060
Accretion of asset retirement obligation	143	128	570	511
Adjusted EBITDA	<u>\$ (1,410)</u>	<u>\$ 8,995</u>	<u>\$ 18,455</u>	<u>\$ 55,382</u>

# Ramaco Resources, Inc.

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