# FINANCIAL INFORMATION July 27, 2023

For Eastman Chemical Company Second Quarter 2023 Financial Results Release

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Table 1 – Statements of Earnings

	Second Quarter				First Six Months			
(Dollars in millions, except per share amounts; unaudited)		2023	20	022		2023		2022
Sales	\$	2,324	\$	2,784	\$	4,736	\$	5,498
Cost of sales (1)(2)		1,740		2,114		3,623		4,278
Gross profit		584		670		1,113		1,220
Selling, general and administrative expenses		185		185		376		381
Research and development expenses		60		67		122		132
Asset impairments and restructuring charges, net				19		22		21
Other components of post-employment (benefit) cost, net		(3)		(34)		(6)		(65)
Other (income) charges, net		19		14		30		2
Gain on divested business (3)				(7)				(10)
Earnings before interest and taxes		323		426		569		759
Net interest expense		54		45		106		91
Earnings before income taxes		269		381		463		668
(Benefit from) provision for income taxes		(3)		124		57		175
Net earnings		272		257		406		493
Less: Net earnings attributable to noncontrolling interest				1				2
Net earnings attributable to Eastman	\$	272	\$	256	\$	406	\$	491
				,				
Basic earnings per share attributable to Eastman	\$	2.28	\$	2.05	\$	3.41	\$	3.87
Diluted earnings per share attributable to Eastman	\$	2.27	\$	2.03	\$	3.39	\$	3.82
				_				
Shares (in millions) outstanding at end of period		118.6		122.8		118.6		122.8
Shares (in millions) used for earnings per share calculation								
Basic		118.8		124.8		118.9		126.9
Diluted		119.6		126.4		119.6		128.6

<sup>(1)</sup> First six months 2023 includes \$8 million insurance proceeds, net of costs, and second quarter and first six months 2022 included \$17 million and \$42 million costs, net of insurance proceeds, respectively, from the previously reported operational incident at the Kingsport site as a result of a steam line failure (the "steam line incident").

First six months 2023 includes \$23 million accelerated depreciation related to the closure of an acetate yarn manufacturing facility in Europe.

Second quarter and first six months 2022 related to the sale of adhesives resins (including hydrocarbon resins, pure monomer resins, polyolefin polymers, rosins and dispersions, and oleochemical and fatty-acid based resins product lines).

**Table 2A – Segment Sales Information** 

	Second Quarter				First Six Months			onths
(Dollars in millions, unaudited)	2023 2022		2023			2022		
Sales by Segment								
Advanced Materials	\$	739	\$	846	\$	1,481	\$	1,583
Additives & Functional Products (1)		747		924		1,524		1,813
Chemical Intermediates (1)		514		772		1,103		1,487
Fibers		323		242		626		455
Total Sales by Segment		2,323		2,784		4,734		5,338
Other (2)		1		_		2		160
Total Eastman Chemical Company	\$	2,324	\$	2,784	\$	4,736	\$	5,498

	First Quarter
(Dollars in millions, unaudited)	2023
Sales by Segment	 
Advanced Materials	\$ 742
Additives & Functional Products	777
Chemical Intermediates	589
Fibers	303
Total Sales by Segment	2,411
Other	1
Total Eastman Chemical Company	\$ 2,412

<sup>(1)</sup> Second quarter and first six months 2022 sales revenue and earnings before interest and taxes ("EBIT") have been recast as a result of the Company's product moves during first quarter 2023.

<sup>&</sup>quot;Other" in first six months 2022 includes sales revenue and EBIT from a previously divested business.

Table 2B – Sales Revenue Change

Second Quarter 2023 Compared to Second Quarter 2022

		Change in Sales Reve						
(Unaudited)	Revenue % Change	Volume / Product Mix Effect	Price Effect	Exchange Rate Effect				
Advanced Materials	(13) %	(15) %	3 %	(1) %				
Additives & Functional Products	(19) %	(14) %	(5) %	— %				
Chemical Intermediates	(33) %	(22) %	(11) %	— %				
Fibers	33 %	1 %	32 %	— %				
Total Eastman Chemical Company (1)	(17) %	(15) %	(1) %	(1) %				

First Six Months 2023 Compared to First Six Months 2022

	Change in Sales Revenue Due To									
(Unaudited)	Revenue % Change	Volume / Product Mix Effect	Price Effect	Exchange Rate Effect	Divested Business Effect					
Advanced Materials	(6) %	(11) %	6 %	(1) %	— %					
Additives & Functional Products	(16) %	(15) %	— %	(1) %	— %					
Chemical Intermediates	(26) %	(18) %	(8) %	%	— %					
Fibers	38 %	3 %	36 %	(1) %	— %					
Total Eastman Chemical Company (1)	(14) %	(13) %	3 %	(1) %	(3) %					

<sup>(1)</sup> Sales revenue in Other is included in Total Eastman Chemical Company.

Second Quarter 2023 Compared to First Quarter 2023

		Change i	Due To								
(Unaudited)	Revenue % Change	Volume / Product Mix Effect	Price Effect	Exchange Rate Effect							
Advanced Materials	(1) %	(1) %	— %	— %							
Additives & Functional Products	(4) %	%	(4) %	— %							
Chemical Intermediates	(13) %	(8) %	(5) %	— %							
Fibers	7 %	6 %	1 %	— %							
Total Eastman Chemical Company	(4) %	(2) %	(2) %	— %							

Table 2C - Sales by Customer Location

	Second Quarter					First Six Months		
(Dollars in millions, unaudited)	2023		2022		2023			2022
Sales by Customer Location								
United States and Canada	\$	1,000	\$	1,304	\$	2,065	\$	2,502
Europe, Middle East, and Africa		635		681		1,344		1,426
Asia Pacific		557		638		1,078		1,250
Latin America		132		161		249		320
Total Eastman Chemical Company	\$	2,324	\$	2,784	\$	4,736	\$	5,498

#### Table 3A - Segment, Other, and Company Non-GAAP Earnings (Loss) Before Interest and Taxes Reconciliations (1)(2)

		Second	Quar	ter	First	Six	Months
Dollars in millions, unaudited)	2	023		2022	2023		2022
Advanced Materials							
Earnings before interest and taxes	\$	99	\$	141	\$ 18	35	\$ 202
Asset impairments and restructuring charges, net		_		17	_	_	18
Excluding non-core item		99		158	18	35	220
Additives & Functional Products							
Earnings before interest and taxes		140		160	26	64	327
Chemical Intermediates							
Earnings before interest and taxes		39		142	8	31	254
Asset impairments and restructuring charges, net				1			2
Excluding non-core item		39		143	8	1	256
Fibers							
Earnings before interest and taxes		106		37	17	1	61
Asset impairments and restructuring charges, net (3)		—				6	_
Accelerated depreciation (3)					2	23	
Excluding non-core items		106		37	20	0	61
Other							
Loss before interest and taxes		(61)		(54)	(13	2)	(85
Mark-to-market pension and other postretirement benefit plans (gain), net		_		(3)	_	_	(3
Asset impairments and restructuring charges, net (4)				1	1	6	1
Net steam line incident costs (insurance proceeds) (5)				17	(	(8)	42
Net (gain) loss on divested business and transaction costs		_		(5)	-	_	1
Environmental and other costs (6)		13		15	1	3	15
Excluding non-core and unusual items		(48)		(29)	(11	1)	(29
Total Eastman Chemical Company							
Earnings before interest and taxes		323		426	56	9	759
Mark-to-market pension and other postretirement benefit plans (gain), net				(3)	_	_	(3
Asset impairments and restructuring charges, net		_		19	2	22	21
Net steam line incident costs (insurance proceeds)				17	(	(8)	42
Net (gain) loss on divested business and transaction costs				(5)	-		1
Accelerated depreciation		_			2	23	_
Environmental and other costs		13		15	1	3	15
Total earnings before interest and taxes excluding non-core and unusual items	\$	336	\$	469	\$ 61	_	\$ 835

<sup>(1)</sup> See "Management's Discussion and Analysis of Financial Condition and Results of Operations" of the Quarterly Report on Form 10-Q for second quarter 2022 for description of second quarter and first six months 2022 non-core and unusual items.

<sup>(2)</sup> See <u>Table 2A</u> Note 1.

<sup>(3)</sup> Site closure costs and accelerated depreciation related to the closure of an acetate yarn manufacturing facility in Europe.

<sup>(4)</sup> Severance charges as part of fourth quarter 2022 cost reduction initiatives.

<sup>(5)</sup> See <u>Table 1</u> Note 1.

<sup>(6)</sup> Environmental and other costs from previously divested or non-operational sites and product lines.

## Table 3A - Segment, Other, and Company Non-GAAP Earnings (Loss) Before Interest and Taxes Reconciliations (continued)

	Second Quarter				First Six Months			onths
(Dollars in millions, unaudited)	2023 2022		2023			2022		
Company Non-GAAP Earnings Before Interest and Taxes Reconciliations by Line Items								
Earnings before interest and taxes	\$	323	\$	426	\$	569	\$	759
Costs of sales				17		15		42
Selling, general and administrative expenses		_		2		_		11
Asset impairments and restructuring charges, net				19		22		21
Other components of post-employment (benefit) cost, net		_		(3)		_		(3)
Other (income) charges, net		13		15		13		15
Gain on divested business		_		(7)				(10)
Total earnings before interest and taxes excluding non-core and unusual items	\$	336	\$	469	\$	619	\$	835

#### Table 3A - Segment, Other, and Company Non-GAAP Earnings (Loss) Before Interest and Taxes Reconciliations (continued) (1)

	Qu	irst arter
(Dollars in millions, unaudited)	2	023
Advanced Materials		
Earnings before interest and taxes	\$	86
Additives & Functional Products		
Earnings before interest and taxes		124
Chemical Intermediates		
Earnings before interest and taxes		42
Fibers		
Earnings before interest and taxes		65
Asset impairments and restructuring charges, net		6
Accelerated depreciation		23
Excluding non-core items		94
Other		
Loss before interest and taxes		(71)
Asset impairments and restructuring charges, net		16
Net steam line incident costs (insurance proceeds)		(8)
Excluding non-core and unusual items		(63)
Total Eastman Chemical Company		
Earnings before interest and taxes		246
Asset impairments and restructuring charges, net		22
Net steam line incident costs (insurance proceeds)		(8)
Accelerated depreciation		23
Total earnings before interest and taxes excluding non-core and unusual items	\$	283
Company Non-GAAP Earnings Before Interest and Taxes Reconciliations by Line Items		
Earnings before interest and taxes	\$	246
Costs of sales		15
Asset impairments and restructuring charges, net		22
Total earnings before interest and taxes excluding non-core and unusual items	\$	283

<sup>(1)</sup> See "Management's Discussion and Analysis of Financial Condition and Results of Operations" of the <u>Quarterly Report on Form 10-Q</u> for first quarter 2023 for description of first quarter 2023 non-core and unusual items.

Table 3B - Segment Non-GAAP Earnings (Loss) Before Interest and Taxes Margins<sup>(1)(2)</sup>

			Second Q	uarter		First Six Months						
(Dollars in millions, unaudited)		2023			22	20	23	2022				
		usted BIT	Adjusted EBIT Margin	Adjusted EBIT	Adjusted EBIT Margin	Adjusted EBIT	Adjusted EBIT Margin	Adjusted EBIT	Adjusted EBIT Margin			
Advanced Materials	\$	99	13.4 %	\$ 158	18.7 %	\$ 185	12.5 %	\$ 220	13.9 %			
Additives & Functional Products (3)		140	18.7 %	160	17.3 %	264	17.3 %	327	18.0 %			
Chemical Intermediates (3)		39	7.6 %	143	18.5 %	81	7.3 %	256	17.2 %			
Fibers		106	32.8 %	37	15.3 %	200	31.9 %	61	13.4 %			
Total segment EBIT excluding non-core and unusual items		384	16.5 %	498	17.9 %	730	15.4 %	864	16.2 %			
Other		(48)		(29)		(111)		(29)				
Total EBIT excluding non-core and unusual items	\$	336	14.5 %	\$ 469	16.8 %	\$ 619	13.1 %	\$ 835	15.2 %			

(Dollars in millions, unaudited)		First Quarter 2023					
Advanced Materials	\$	86	11.6 %				
Additives & Functional Products		124	16.0 %				
Chemical Intermediates		42	7.1 %				
Fibers		94	31.0 %				
Total segment EBIT excluding non-core and unusual items		346	14.4 %				
Other		(63)					
Total EBIT excluding non-core and unusual items	\$	283	11.7 %				

<sup>(1)</sup> For identification of excluded non-core and unusual items and reconciliations to GAAP EBIT, see <u>Table 3A</u>.

<sup>&</sup>lt;sup>(2)</sup> Adjusted EBIT margin is non-GAAP EBIT divided by GAAP sales. See <u>Table 2A</u> for sales.

<sup>(3)</sup> See <u>Table 2A</u> Note 1.

Table 4A – Non-GAAP Earnings Before Interest and Taxes, Net Earnings, and Earnings Per Share Reconciliations

Second Quarter 2023 (Benefit from) **Net Earnings** Earnings **Earnings Provision** Attributable to Eastman Before Before **Effective** for Per Diluted **Interest** Income Income **Income** (Dollars in millions, except per share amounts, unaudited) and Taxes Taxes Taxes Tax Rate After Tax Share \$ 323 269 \$ (1)% \$ 272 \$ 2.27 As reported (GAAP) \$ (3) Non-Core and Unusual Items: (1) 9 Environmental and other costs 13 13 4 0.08 Adjustment from tax law changes (2) 23 (23)(0.19)Interim adjustment to tax provision (3) 20 (20)(0.17)Non-GAAP (Excluding non-core and unusual items and with adjusted provision for income taxes)

	Second Quarter 2022										
		Earnings Before		Earnings Before		ovision for	Effective	Net Earnings Attributable to Eastman			
(Dollars in millions, except per share amounts, unaudited)	Interest and Taxes		est Income		Income Taxes		Income Tax Rate	After Tax		Per Diluted Share	
As reported (GAAP)	\$	426	\$	381	\$	124	33 %	\$	256	\$ 2.03	
Non-Core and Unusual Items: (1)											
Asset impairments and restructuring charges, net		19		19		4			15	0.12	
Mark-to-market pension and other postretirement benefit plans (gain), net		(3)		(3)					(3)	(0.02)	
Net (gain) loss on divested business and transaction costs		(5)		(5)		(61)			56	0.43	
Steam line incident costs (insurance proceeds), net		17		17		4			13	0.10	
Environmental and other costs		15		15		4			11	0.09	
Interim adjustment to tax provision (3)				_		(10)			10	0.08	
Non-GAAP (Excluding non-core and unusual items and with adjusted provision for income taxes)	\$	469	\$	424	\$	65	16 %	\$	358	\$ 2.83	

<sup>(1)</sup> See <u>Table 3A</u> for description of second quarter 2023 and 2022 non-core and unusual items excluded from non-GAAP EBIT. Provision for income taxes for non-core and unusual items is calculated using the tax rate for the jurisdiction where the gains are taxable and the expenses are deductible.

Second quarter and first six months 2023 included a decrease to the provision due to state tax law changes that were enacted in second quarter 2023 that extend the carryforward period to utilize existing state credits. Additionally, an increase in first six months 2023 was recognized as a result of state guidance issued in first quarter 2023 related to the 2017 Tax Cuts and Jobs Act (the "Tax Reform Act").

The adjusted provision for income taxes for second quarter 2023 and 2022 is calculated applying the forecasted full year effective tax rate as shown in Table 4B.

Table 4A – Non-GAAP Earnings Before Interest and Taxes, Net Earnings, and Earnings Per Share Reconciliations (continued)

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	Earnings Before		rnings efore	Pr	ovision for	Effective	Net Earnings Attributable to Eastman				
(Dollars in millions, except per share amounts, unaudited)		terest Taxes	 come axes		ncome Faxes	Income Tax Rate	After Tax	Per Diluted Share			
As reported (GAAP)	\$	569	\$ 463	\$	57	12 %	\$ 406	\$ 3.39			
Non-Core or Unusual Items: (1)											
Asset impairments and restructuring charges, net		22	22		4		18	0.14			
Accelerated depreciation		23	23		3		20	0.17			
Steam line incident costs (insurance proceeds), net		(8)	(8)		(2)		(6)	(0.05)			
Environmental and other costs		13	13		4		9	0.08			
Interim adjustment to tax provision (2)					14		(14)	(0.11)			
Non-GAAP (Excluding non-core and unusual items)	\$	619	\$ 513	\$	80	16 %	\$ 433	\$ 3.62			

#### First Six Months 2022

					-							
		Earnings Before		Earnings Before		ovision for	Effective	Net Earnings Attributable to Eastman				
(Dollars in millions, except per share amounts, unaudited)	Interest and Taxes		In	Income Inco		ncome Faxes	Income Tax Rate	After Tax		_	r Diluted Share	
As reported (GAAP)	\$	759	\$	668	\$	175	26 %	\$	491	\$	3.82	
Non-Core or Unusual Items: (1)												
Asset impairments and restructuring charges, net		21		21		5			16		0.13	
Net (gain) loss on divested business and transaction costs		1		1		(63)			64		0.50	
Mark-to-market pension and other postretirement benefit plans (gain), net		(3)		(3)		_			(3)		(0.02)	
Steam line incident costs (insurance proceeds), net		42		42		10			32		0.24	
Environmental and other costs		15		15		4			11		0.09	
Interim adjustment to tax provision (2)		_				(16)			16		0.12	
Non-GAAP (Excluding non-core and unusual items)	\$	835	\$	744	\$	115	16 %	\$	627	\$	4.88	

<sup>(1)</sup> See <u>Table 3A</u> for description of first six months 2023 and 2022 non-core and unusual items excluded from non-GAAP EBIT. Provision for income taxes for non-core and unusual items is calculated using the tax rate for the jurisdiction where the gains are taxable and the expenses are deductible.

The adjusted provision for income taxes for first six months 2023 and 2022 is calculated applying the forecasted full year effective tax rate as shown in <u>Table 4B</u>.

Table 4A – Non-GAAP Earnings Before Interest and Taxes, Net Earnings, and Earnings Per Share Reconciliations (continued)

First Quarter 2023 **Net Earnings Provision** Earnings **Earnings** Attributable to Eastman Before Before **Effective** for Interest Income Income **Income** Per Diluted (Dollars in millions, except per share amounts, and Taxes **Taxes** Tax Rate After Tax Share unaudited) Taxes \$ \$ 194 \$ 60 31 % \$ \$ 246 134 1.12 As reported (GAAP) Non-Core and Unusual Items: (1) Asset impairments and restructuring 4 22 22 18 charges, net 0.14 3 20 Accelerated depreciation 23 23 0.17 Steam line incident costs (insurance proceeds), net (8)(8)(2) (6)(0.05)Adjustment from tax law changes (2) (23)23 0.19 Interim adjustment to tax provision (3) 6 (6)0.06

231 \$

36

16 % \$

195

1.63

\$

283

Non-GAAP (Excluding non-core and unusual items and with adjusted provision

for income taxes)

Table 4B - Adjusted Effective Tax Rate Calculation

	First Six I	Months (1)
	2023	2022
Effective tax rate	12 %	26 %
Tax impact of current year non-core and unusual items (2)	2 %	(6)%
Changes in tax contingencies and valuation allowances	2 %	<b>—</b> %
Forecasted full year impact of expected tax events	%	(4)%
Forecasted full year adjusted effective tax rate	16 %	16 %

<sup>(1)</sup> Effective tax rate percentages are rounded to the nearest whole percent. The forecasted full year effective tax rates are 15.5 percent for both first six months 2023 and 2022.

<sup>(1)</sup> See <u>Table 3A</u> for description of first quarter 2023 non-core and unusual items excluded from non-GAAP EBIT. Provision for income taxes for non-core and unusual items is calculated using the tax rate for the jurisdiction where the gains are taxable and the expenses are deductible.

Increase to the provision for state income taxes due to adjustment of the amount recognized in prior periods resulting from recently issued state guidance related to the Tax Reform Act.

<sup>(3)</sup> The adjusted provision for income taxes for first quarter 2023 was calculated applying the then forecasted full year effective tax rate.

<sup>(2)</sup> Provision for income taxes for non-core and unusual items is calculated using the tax rate for the jurisdiction where the gains are taxable and the expenses are deductible.

**Table 5 – Statements of Cash Flows** 

	Second Quarter				First Six	onths	
(Dollars in millions, unaudited)	2023		2022		2023		2022
Operating activities							
Net earnings	\$ 272	\$	257	\$	406	\$	493
Adjustments to reconcile net earnings to net cash provided by operating activities:							
Depreciation and amortization	119		122		260		243
Mark-to-market pension and other postretirement benefit plans (gain), net	_		(3)				(3)
Loss on sale of assets	_		15		_		15
Gain on divested business			(7)		_		(10)
Benefit from deferred income taxes	(86)		(57)		(93)		(81)
Changes in operating assets and liabilities, net of effect of acquisitions and divestitures:							
(Increase) decrease in trade receivables	124		(36)		33		(163)
(Increase) decrease in inventories	(29)		(188)		(73)		(372)
Increase (decrease) in trade payables	(158)		27		(290)		179
Pension and other postretirement contributions (in excess of) less than expenses	(10)		(38)		(29)		(81)
Variable compensation payments (in excess of) less than expenses	65		36		49		(132)
Other items, net	113		117		145		174
Net cash provided by operating activities	410		245		408		262
Investing activities							
Additions to properties and equipment	(239)		(135)		(413)		(247)
Proceeds from sale of businesses	_		998		16		998
Acquisition, net of cash acquired	(3)		(1)		(76)		(1)
Additions to capitalized software	(2)		(4)		(4)		(7)
Other items, net	(2)		15		(21)		13
Net cash (used in) provided by investing activities	(246)		873		(498)		756
Financing activities							
Net increase (decrease) in commercial paper and other borrowings	603		(236)		277		
Proceeds from borrowings	_		500		796		500
Repayment of borrowings	(808)		(550)		(808)		(550)
Dividends paid to stockholders	(94)		(98)		(188)		(196)
Treasury stock purchases	(50)		(752)		(50)		(752)
Proceeds from stock option exercises and other items, net	(4)		(3)		(23)		(12)
Net cash (used in) provided by financing activities	(353)		(1,139)		4		(1,010)
Effect of exchange rate changes on cash and cash equivalents			(10)		3		(11)
Net change in cash and cash equivalents	(189)		(31)		(83)		(3)
Cash and cash equivalents at beginning of period	599		487		493		459
Cash and cash equivalents at end of period	\$ 410	\$	456	\$	410	\$	456

**Table 6 – Total Borrowings to Net Debt Reconciliations** 

	June 30,			ecember 31,	
(Dollars in millions, unaudited)		2023	2022		
Total borrowings	\$	5,437	\$	5,151	
Less: Cash and cash equivalents		410		493	
Net debt (1)	\$	5,027	\$	4,658	

<sup>(1)</sup> Includes non-cash increase of \$12 million in 2023 and non-cash decrease of \$85 million in 2022 resulting from foreign currency exchange rates.