

### FINANCIAL INFORMATION October 28, 2021

For Eastman Chemical Company Third Quarter 2021 Financial Results Release

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**Table 1 – Statements of Earnings** 

	Third Quarter				First Nine Months			
(Dollars in millions, except per share amounts; unaudited)		2021	2020		2021			2020
Sales	\$	2,720	\$	2,122	\$	7,782	\$	6,287
Cost of sales		2,058		1,621		5,841		4,838
Gross profit		662		501		1,941		1,449
Selling, general and administrative expenses		201		165		587		480
Research and development expenses		66		56		187		169
Asset impairments and restructuring charges, net		7		60		29		215
Other components of post-employment (benefit) cost, net		(36)		(30)		(109)		(90)
Other (income) charges, net		(6)		7		(11)		10
Loss on business held for sale (1)		60				555		_
Earnings before interest and taxes		370		243		703		665
Net interest expense		49		52		150		159
Early debt extinguishment costs				1				1
Earnings before income taxes		321		190		553		505
Provision for income taxes		(33)		25		66		50
Net earnings		354		165		487		455
Less: Net earnings attributable to noncontrolling interest		3		4		8		9
Net earnings attributable to Eastman	\$	351	\$	161	\$	479	\$	446
Basic earnings per share attributable to Eastman	\$	2.60	\$	1.19	\$	3.53	\$	3.29
Diluted earnings per share attributable to Eastman	\$	2.57	\$	1.18	\$	3.49	\$	3.27
Shares (in millions) outstanding at end of period		134.4		135.5		134.4		135.5
Shares (in millions) used for earnings per share calculation								
Basic		135.3		135.3		135.8		135.5
Diluted		137.0		136.3		137.6		136.4

Sale of rubber additives (including Crystex<sup>TM</sup> insoluble sulfur and Santoflex<sup>TM</sup> antidegradants) and other product lines and related assets and technology of the global tire additives business of the Additives & Functional Products ("AFP") segment. See "Management's Discussion and Analysis of Financial Condition" and "Overview" of the Quarterly Report on Form 10-Q for second quarter 2021. The sale is expected to be completed in fourth quarter 2021.



**Table 2A – Segment Sales Information** 

	Third Quarter				<b>First Nine Months</b>			
(Dollars in millions, unaudited)	2021			2020		2021		2020
Sales by Segment								
Additives & Functional Products	\$	997	\$	742	\$	2,793	\$	2,249
Advanced Materials		770		668		2,255		1,850
Chemical Intermediates		731		506		2,072		1,559
Fibers		222		206		662		629
Total Eastman Chemical Company	\$	2,720	\$	2,122	\$	7,782	\$	6,287

	 econd uarter
(Dollars in millions, unaudited)	 2021
Sales by Segment	
Additives & Functional Products	\$ 925
Advanced Materials	769
Chemical Intermediates	736
Fibers	223
Total Eastman Chemical Company	\$ 2,653

Table 2B – Sales Revenue Change

# Third Quarter 2021 Compared to Third Quarter 2020

		Change in	n Sales Revenue I	<b>Due To</b>
(Unaudited)	Revenue % Change	Volume / Product Mix Effect	Price Effect	Exchange Rate Effect
Additives & Functional Products	34 %	16 %	18 %	— %
Advanced Materials	15 %	10 %	4 %	1 %
Chemical Intermediates	44 %	(2) %	46 %	— %
Fibers	8 %	7 %	1 %	— %
Total Eastman Chemical Company	28 %	9 %	19 %	%

### First Nine Months 2021 Compared to First Nine Months 2020

		Change in Sales Revenue Due To						
(Unaudited)	Revenue % Change	Volume / Product Mix Effect	Price Effect	Exchange Rate Effect				
Additives & Functional Products	24 %	13 %	9 %	2 %				
Advanced Materials	22 %	18 %	2 %	2 %				
Chemical Intermediates	33 %	(3) %	35 %	1 %				
Fibers	5 %	5 %	%	— %				
Total Eastman Chemical Company	24 %	10 %	12 %	2 %				



# Third Quarter 2021 Compared to Second Quarter 2021

		1 .							
		Change in Sales Revenue Due To							
(Unaudited)	Revenue % Change	Volume / Product Mix Effect	Price Effect	Exchange Rate Effect					
Additives & Functional Products	8 %	2 %	7 %	(1) %					
Advanced Materials	%	(1) %	1 %	— %					
Chemical Intermediates	(1) %	(5) %	4 %	— %					
Fibers	— %	(2) %	2 %	%					
Total Eastman Chemical Company	3 %	(1) %	4 %	— %					

# **Table 2C – Sales by Customer Location**

	Third Quarter					First Nine Months			
(Dollars in millions, unaudited)		2021	2020		2021		2020		
lles by Customer Location									
United States and Canada	\$	1,197	\$	894	\$	3,398	\$	2,660	
Europe, Middle East, and Africa		698		556		2,042		1,713	
Asia Pacific		658		547		1,877		1,565	
Latin America		167		125		465		349	
otal Eastman Chemical Company	\$	2,720	\$	2,122	\$	7,782	\$	6,287	
nai Eastman Chemicai Company	<b>D</b>	2,720	Φ	2,122	Φ	1,162	Φ	=	



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

	Third Quarter					First Nine Months			
(Dollars in millions, unaudited)		2021	2020			2021		2020	
Additives & Functional Products									
Earnings (loss) before interest and taxes	\$	91	\$	107	\$	(142)	\$	194	
Asset impairments and restructuring charges, net (2)(3)(4)		2		2		9		136	
Loss on business held for sale and related transaction costs (5)		68				563			
Excluding non-core item		161		109		430		330	
Advanced Materials									
Earnings before interest and taxes		125		129		421		293	
Asset impairments and restructuring charges, net (6)		3		3		7		10	
Accelerated depreciation (6)		_		7		4		7	
Excluding non-core items		128		139		432		310	
Chemical Intermediates									
Earnings before interest and taxes		130		31		336		131	
Asset impairments and restructuring charges, net (4)		2		1		13		4	
Excluding non-core item		132		32		349		135	
Fibers								_	
Earnings before interest and taxes		32		41		114		140	
Other									
Loss before interest and taxes		(8)		(65)		(26)		(93)	
Asset impairments and restructuring charges, net				54				65	
Excluding non-core items		(8)		(11)		(26)		(28)	
Total Eastman Chemical Company									
Earnings before interest and taxes		370		243		703		665	
Asset impairments and restructuring charges, net		7		60		29		215	
Loss on business held for sale and related transaction costs		68		_		563		_	
Accelerated depreciation		_		7		4		7	
Total earnings before interest and taxes excluding non-core items	\$	445	\$	310	\$	1,299	\$	887	

<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 third quarter 2020 for description of third quarter and first nine months 2020 non-core items.

First nine months 2021 gain on the sale of previously impaired assets of \$1 million from the previously reported closure of an animal nutrition manufacturing facility in Asia Pacific as part of ongoing site optimization.

See <u>Table 1</u> note (1).

Third quarter and first nine months 2021 severance charges of \$1 million, and first nine months 2021 asset impairment charges of \$4 million and site closure costs of \$2 million from the previously reported closure of a tire additives manufacturing facility in Asia Pacific as part of ongoing site optimization.

<sup>(4)</sup> Third quarter and first nine months 2021 site closure costs of \$2 million and \$1 million in the Chemical Intermediates ("CI") and AFP segments, respectively, and first nine months 2021 site closure costs of \$6 million and \$2 million in the CI and AFP segments, respectively, and contract termination fees in first nine months 2021 of \$7 million and \$1 million in the CI segment and AFP segment, respectively.

<sup>(6)</sup> Third quarter and first nine months 2021 site closure costs of \$2 million from the previously reported closure of a performance films manufacturing facility in North America. Third quarter and first nine months 2021 site closure costs of \$1 million and \$3 million, respectively, and first nine months 2021 asset impairment charges of \$1 million, severance charges of \$1 million, and accelerated depreciation related to the previously reported closure of an advanced interlayers manufacturing facility in North America. Both closures were part of ongoing site optimization.



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

	Third Quarter				<b>First Nine Months</b>			
(Dollars in millions, unaudited)		2021		2020		2021		2020
Company Non-GAAP Earnings Before Interest and Taxes Reconciliations by Line Items								
Earnings before interest and taxes	\$	370	\$	243	\$	703	\$	665
Costs of sales		_		7		4		7
Selling, general and administrative expenses		8		_		8		_
Asset impairments and restructuring charges, net		7		60		29		215
Loss on business held for sale		60		_		555		_
Total earnings before interest and taxes excluding non-core items	\$	445	\$	310	\$	1,299	\$	887



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

	 econd uarter
(Dollars in millions, unaudited)	2021
Additives & Functional Products	
Earnings (loss) before interest and taxes	\$ (368)
Asset impairments and restructuring charges, net	5
Loss on business held for sale	495
Excluding non-core item	132
Advanced Materials	
Earnings before interest and taxes	150
Asset impairments and restructuring charges, net	3
Excluding non-core items	153
Chemical Intermediates	
Earnings before interest and taxes	137
Asset impairments and restructuring charges, net	 7
Excluding non-core item	144
Fibers	
Earnings before interest and taxes	37
Other	
Loss before interest and taxes	(12)
Total Eastman Chemical Company	
Earnings (loss) before interest and taxes	(56)
Asset impairments and restructuring charges, net	15
Loss on business held for sale	495
Total earnings before interest and taxes excluding non-core items	\$ 454
Company Non-GAAP Earnings Before Interest and Taxes Reconciliations by Line Items	
Earnings (loss) before interest and taxes	\$ (56)
Asset impairments and restructuring charges, net	15
Loss on business held for sale	495
Total earnings before interest and taxes excluding non-core items	\$ 454

<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 second quarter 2021 for description of second quarter 2021 non-core items.

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

			Third (	Quai	rter		First Nine Months						
(Dollars in millions, unaudited)		202	21	2020			20	)21	2020				
		justed BIT	Adjusted EBIT Margin		ljusted EBIT	Adjusted EBIT Margin	Adjusted EBIT	Adjusted EBIT Margin	Adjusted EBIT	Adjusted EBIT Margin			
Additives & Functional Products	\$	161	16.1 %	\$	109	14.7 %	\$ 430	15.4 %	\$ 330	14.7 %			
Advanced Materials		128	16.6 %		139	20.8 %	432	19.2 %	310	16.8 %			
Chemical Intermediates		132	18.1 %		32	6.3 %	349	16.8 %	135	8.7 %			
Fibers		32	14.4 %		41	19.9 %	114	17.2 %	140	22.3 %			
Total segment EBIT excluding non-core items		453	16.7 %		321	15.1 %	1,325	17.0 %	915	14.6 %			
Other		(8)			(11)		(26)	_	(28)				
Total EBIT excluding non-core items	\$	445	16.4 %	\$	310	14.6 %	\$ 1,299	16.7 %	\$ 887	14.1 %			

<sup>(1)</sup> For identification of excluded non-core 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.

	Second Quar			
(Dollars in millions, unaudited)	2021		21	
	•	justed BIT	Adjusted EBIT Margin	
Additives & Functional Products	\$	132	14.3 %	
Advanced Materials		153	19.9 %	
Chemical Intermediates		144	19.6 %	
Fibers		37	16.6 %	
Total segment EBIT excluding non-core items		466	17.6 %	
Other		(12)		
Total EBIT excluding non-core items	\$	454	17.1 %	

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

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



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

Third Quarter 2021

В	efore	В	efore .	(l	for Benefit from)	Effective Income	Attributah								e to	
				Tax Rate	After Tax		•	Share								
\$	370	\$	321	\$	(33)	(10)%	\$	351	\$	2.57						
	7		7		2			5		0.04						
	68		68		24			44		0.30						
	_		_		15			(15)		(0.11)						
					47			(47)		(0.34)						
\$	445	\$	396	\$	55	14 %	\$	338	\$	2.46						
	Bo In and	7 68 — —	Before   Interest and Taxes	Before Interest and Taxes         Before Income Taxes           \$ 370         \$ 321           7         7           68         68           —         —           —         —	Earnings Before Interest and Taxes         Earnings Before Income Taxes         I Income Taxes           7         7           68         68           —         —           —         —	Earnings Before Interest and Taxes         Earnings Before Income Taxes         (Benefit from) Income Taxes           \$ 370         \$ 321         \$ (33)           7         7         2           68         68         24           —         —         15           —         —         47	Earnings Before Interest and TaxesEarnings Before Income Taxesfor (Benefit from) Income TaxesEffective Income Tax Rate\$ 370\$ 321\$ (33)(10)%	Earnings Before Interest and Taxes         Earnings Before Income Taxes         Income Taxes         Effective Income Tax Rate         At A	Earnings Before Interest and Taxes         Earnings Before Income Taxes         Income Taxes         Effective Income Tax Rate         After Tax           7         7         2         5           68         68         24         44           —         —         15         (15)           —         47         (47)	Earnings Before Interest and Taxes         Earnings Before Income Taxes         Income Taxes         Effective Income Tax Rate         Net Earning Attributable to Attributable to Income Tax Rate         Position Properties           7         7         7         2         5           68         68         24         44           —         —         15         (15)           —         47         (47)						

T	A	2020
i nira	Quarter	2020

	rnings efore	rnings efore	Pr	ovision for	Effective		Net Earnings ributable to Eas	
(Dollars in millions, except per share amounts, unaudited)	terest Taxes	 come axes		ncome <b>Taxes</b>	Income Tax Rate	After Tax	P	Per Diluted Share
As reported (GAAP)	\$ 243	\$ 190	\$	25	13 %	\$ 161	\$	1.18
Non-Core Items: (1)								
Asset impairments and restructuring charges, net	60	60		15		45		0.33
Accelerated depreciation	7	7		2		5		0.04
Early debt extinguishment costs	_	1		_		1		_
Interim adjustment to tax provision (4)	_			(2)		2		0.02
Non-GAAP (Excluding non-core items and with adjusted provision for income taxes)	\$ 310	\$ 258	\$	40	16 %	\$ 214	\$	1.57

<sup>(1)</sup> See <u>Table 3A</u> for description of third quarter 2021 and 2020 non-core items excluded from non-GAAP EBIT. Provision for income taxes for non-core items is calculated using the tax rate for the jurisdiction where the gains are taxable and the expenses are deductible.

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

Decrease to the provision for income taxes due to adjustment of the amount recognized in prior years as a result of the 2017 Tax Cuts and Jobs Act.

The adjusted provision for income taxes for third quarter 2021 and 2020 is calculated applying the forecasted full year effective tax rate as shown in <u>Table 4B</u>.



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

First Nine Months 2021 **Net Earnings Earnings Earnings Provision** Attributable to Eastman Before Before for **Effective** Per Diluted Interest Income Income **Income** (Dollars in millions, except per share amounts, and Taxes **Taxes** Tax Rate After Tax Share Taxes \$ 703 \$ 553 \$ 12 % \$ 479 \$ 3.49 As reported (GAAP) 66 Non-Core or Unusual Items: (1) Asset impairments and restructuring 29 29 23 6 0.16 charges, net Loss on business held for sale and related transaction costs (2 563 563 54 509 3.69 4 4 1 3 0.02 Accelerated depreciation Adjustments from tax law changes (3) 15 (15)(0.11)Interim adjustment to tax provision (4) 29 (29)(0.20)Non-GAAP (Excluding non-core and unusual items and with adjusted provision for income taxes) 1.299 1,149 171 15 % \$ 970 7.05 First Nine Months 2020 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, and Taxes **Taxes Taxes** Tax Rate After Tax Share unaudited) As reported (GAAP) \$ 665 \$ \$ 50 10 % \$ \$ 505 446 3.27 Non-Core Items: (1) Asset impairments and restructuring 215 215 51 164 1.20 charges, net 7 2 5 Accelerated depreciation 7 0.04 Early debt extinguishment costs 1 1 Interim adjustment to tax provision (4) 9 (9)(0.06)Non-GAAP (Excluding non-core items and with adjusted provision for income taxes) 887 112 16 % \$ 607 728 4.45

<sup>(1)</sup> See <u>Table 3A</u> for description of first nine months 2021 and 2020 non-core items excluded from non-GAAP EBIT. Provision for income taxes for non-core items is calculated using the tax rate for the jurisdiction where the gains are taxable and the expenses are deductible.

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

Decrease to the provision for income taxes due to adjustment of the amount recognized in prior years as a result of the 2017 Tax Cuts and Jobs Act.

The adjusted provision for income taxes for first nine months 2021 and 2020 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)

**Second Quarter 2021** Net Earnings **Earnings Earnings Provision** Attributable to Eastman Before **Effective Before** for Per Diluted **Interest Income** Income **Income** (Dollars in millions, except per share amounts, **Taxes** and Taxes Taxes Tax Rate After Tax Share unaudited) (107) \$ \$ As reported (GAAP) \$ (56) \$ 37 (146) \$ (1.07)Non-Core Items: (1) Asset impairments and restructuring charges, net 15 15 3 12 0.09 Loss on business held for sale and related transaction cots (2) 30 495 495 465 3.38 Interim adjustment to tax provision (3) (8)8 0.06 Non-GAAP (Excluding non-core items and with adjusted provision for income 454 taxes) \$ 403 \$ 62 16 % 339 2.46

Table 4B - Adjusted Effective Tax Rate Calculation

	First Nine	Months (1)
	2021	2020
Effective tax rate	12 %	10 %
Tax impact of current year non-core items (2)	3 %	7 %
Changes in tax contingencies and valuation allowances	1 %	1 %
Forecasted full year impact of expected tax events	(1)%	(2)%
Forecasted full year adjusted effective tax rate	15 %	16 %

<sup>(1)</sup> Effective tax rate percentages are rounded to the nearest whole percent. The forecasted full year effective tax rates are 15.0 percent and 15.5 percent for first nine months 2021 and 2020, respectively.

<sup>(1)</sup> See <u>Table 3A</u> for description of second quarter 2021 non-core 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.

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

<sup>(3)</sup> The adjusted provision for income taxes for second quarter 2021 was calculated applying the then current forecasted full year effective tax rate.

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



#### Table 5A – Statements of Cash Flows

	Third (	Qua	rter	First Nine	M	Ionths	
(Dollars in millions, unaudited)	2021		2020	2021		2020	
Operating activities							
Net earnings (loss)	\$ 354	\$	165	\$ 487	\$	455	
Adjustments to reconcile net earnings to net cash provided by operating activities:							
Depreciation and amortization	127		149	416		429	
Asset impairment charges				5		145	
Early debt extinguishment costs	_		1	_		1	
Loss on business held for sale	60		_	555		_	
Provision for (benefit from) deferred income taxes	(38)		6	(66)		(14)	
Changes in operating assets and liabilities, net of effect of acquisitions and divestitures:							
(Increase) decrease in trade receivables	(78)		(163)	(439)		(90)	
(Increase) decrease in inventories	(155)		95	(369)		316	
Increase (decrease) in trade payables	71		130	377		(213)	
Pension and other postretirement contributions (in excess of ) less than expenses	(45)		(25)	(142)		(108)	
Variable compensation (in excess of) less than expenses	82		55	90		25	
Other items, net	169		29	275		103	
Net cash provided by operating activities	547		442	1,189		1,049	
Investing activities							
Additions to properties and equipment	(117)		(82)	(315)		(278)	
Acquisitions, net of cash acquired	(48)			(111)			
Additions to capitalized software	(6)		_	(18)		_	
Other items, net	1		1	(3)		(4)	
Net cash used in investing activities	(170)	_	(81)	(447)		(282)	
Financing activities							
Net increase (decrease) in commercial paper and other borrowings	(25)		(83)	(50)		14	
Proceeds from borrowings						249	
Repayment of borrowings	_		(250)	_		(250)	
Dividends paid to stockholders	(94)		(90)	(282)		(269)	
Treasury stock purchases	(150)		_	(290)		(60)	
Proceeds from stock option exercises and other items, net			7	38		(6)	
Net cash used in financing activities	(269)	_	(416)	(584)		(322)	
Effect of exchange rate changes on cash and cash equivalents			1	 (5)		1	
Net change in cash and cash equivalents	108		(54)	153		446	
Cash and cash equivalents at beginning of period	 609		704	564		204	
Cash and cash equivalents at end of period	\$ 717	\$	650	\$ 717	\$	650	

Table 5B – Net Cash Provided By Operating Activities to Free Cash Flow Reconciliations

	Third Quarter				First Nin	onths	
(Dollars in millions, unaudited)	2	021		2020	2021		2020
Net cash provided by operating activities	\$	547	\$	442	\$ 1,189	\$	1,049
Capital expenditures		(117)		(82)	(315)		(278)
Free cash flow	\$	430	\$	360	\$ 874	\$	771



Table 6 - Total Borrowings to Net Debt Reconciliations

	Sep	tember 30,	Dec	ember 31,	
(Dollars in millions, unaudited)		2021	2020		
Total borrowings	\$	5,488	\$	5,618	
Less: Cash and cash equivalents		717		564	
Net debt (1)	\$	4,771	\$	5,054	

<sup>(1)</sup> Includes a non-cash decrease of \$84 million in 2021 and a non-cash increase of \$132 million in 2020 resulting from foreign currency exchange rates.