

FINANCIAL INFORMATION October 27, 2022

For Eastman Chemical Company Third Quarter 2022 Financial Results Release

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Table 1 – Statements of Earnings

	Third (Quarter		First Nin	ne Months		
(Dollars in millions, except per share amounts; unaudited)	2022	2021		2022		2021	
Sales	\$ 2,709	\$ 2,	720	\$ 8,207	\$	7,782	
Cost of sales (1)	2,168	2,	058	6,446		5,841	
Gross profit	541		662	1,761		1,941	
Selling, general and administrative expenses	173		201	554		587	
Research and development expenses	68		66	200		187	
Asset impairments and restructuring charges, net	2		7	23		29	
Other components of post-employment (benefit) cost, net	(30)		(36)	(95)		(109)	
Other (income) charges, net	1		(6)	3		(11)	
Net (gain) loss on divested businesses (2)(3)	3		60	(7)		555	
Earnings before interest and taxes	324		370	1,083		703	
Net interest expense	 43		49	 134		150	
Earnings before income taxes	281		321	949		553	
(Benefit from) provision for income taxes	 (20)		(33)	 155		66	
Net earnings	301		354	794		487	
Less: Net earnings attributable to noncontrolling interest	_		3	2		8	
Net earnings attributable to Eastman	\$ 301	\$	351	\$ 792	\$	479	
Basic earnings per share attributable to Eastman	\$ 2.48	\$ 2	2.60	\$ 6.34	\$	3.53	
Diluted earnings per share attributable to Eastman	\$ 2.46	\$ 2	2.57	\$ 6.26	\$	3.49	
Shares (in millions) outstanding at end of period	120.0	13	34.4	120.0		134.4	
Shares (in millions) used for earnings per share calculation							
Basic	121.0	13	35.3	124.9		135.8	
Diluted	122.3	13	37.0	126.4		137.6	

First nine months 2022 includes \$42 million costs, net of insurance proceeds, from the previously reported steam line incident at the Kingsport, site. See Tables <u>3A</u> and <u>4A</u>.

Third quarter and first nine months 2022 relates 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) previously reported in the Additives & Functional Products ("AFP") segment.

Third quarter and first nine months 2021 related to the sale of rubber additives (including CrystexTM insoluble sulfur and SantoflexTM antidegradants) and other product lines and related assets and technology of the global tire additives business previously reported in the AFP segment. See "Management's Discussion and Analysis of Financial Condition" and "Overview" of the 2021 Annual Report on Form 10-K.



Table 2A – Segment Sales Information

	 Third (Qua	rter	First Nin	e M	onths
(Dollars in millions, unaudited)	2022		2021	2022		2021
Sales by Segment						
Additives & Functional Products	\$ 820	\$	729	\$ 2,460	\$	1,993
Advanced Materials	888		770	2,471		2,255
Chemical Intermediates	751		731	2,411		2,072
Fibers	250		222	705		662
Total Sales by Segment	2,709		2,452	8,047		6,982
Other (1)	_		268	160		800
Total Eastman Chemical Company	\$ 2,709	\$	2,720	\$ 8,207	\$	7,782

[&]quot;Other" includes sales revenue and earnings before interest and taxes ("EBIT") from the divested rubber additives and adhesives resins businesses previously part of the AFP segment. See <u>Quarterly Report on Form 10-Q</u> for first quarter 2022 for details.

Table 2B - Sales Revenue Change

Third Quarter 2022 Compared to Third Quarter 2021

	_	(Change in Sales R	evenue Due To	
(Unaudited)	Revenue % Change	Volume / Product Mix Effect	Price Effect	Exchange Rate Effect	Divested Businesses Effect ⁽¹⁾
Additives & Functional Products	12 %	1 %	16 %	(5) %	— %
Advanced Materials	15 %	3 %	16 %	(4) %	%
Chemical Intermediates	3 %	(9) %	14 %	(2) %	%
Fibers	13 %	(2) %	16 %	(1) %	— %
Other (2)	(100) %	— %	— %	%	(100) %
Total Eastman Chemical Company	— %	(1) %	14 %	(3) %	(10) %

First Nine Months 2022 Compared to First Nine Months 2021

	_	(Change in Sales R	evenue Due To	
(Unaudited)	Revenue % Change	Volume / Product Mix Effect	Price Effect	Exchange Rate Effect	Divested Businesses Effect ⁽¹⁾
Additives & Functional Products	23 %	7 %	20 %	(4) %	— %
Advanced Materials	10 %	(1) %	13 %	(2) %	— %
Chemical Intermediates	16 %	(3) %	21 %	(2) %	— %
Fibers	6 %	(5) %	12 %	(1) %	%
Other (2)	(80) %	— %	— %	— %	(80) %
Total Eastman Chemical Company	5 %	%	15 %	(2) %	(8) %

⁽¹⁾ Contribution to sales revenue of businesses divested which are not in 2022 comparable periods.

Table 2C - Sales by Customer Location

	 Third (Quai	ter	First Nin	e Months		
(Dollars in millions, unaudited)	2022		2021	2022		2021	
Sales by Customer Location							
United States and Canada	\$ 1,202	\$	1,197	\$ 3,704	\$	3,398	
Europe, Middle East, and Africa	680		698	2,106		2,042	
Asia Pacific	662		658	1,912		1,877	
Latin America	165		167	485		465	
Total Eastman Chemical Company	\$ 2,709	\$	2,720	\$ 8,207	\$	7,782	

Sales revenue from divested businesses makes up 100 percent of Other. See <u>Table 2A</u> Note 1.



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

	Third (Quart	First Nine Months				
(Dollars in millions, unaudited)	2022	2	2021	2022	2021		
Additives & Functional Products							
Earnings before interest and taxes (2)	\$ 126	\$	130	\$ 419	\$ 346		
Asset impairments and restructuring charges, net			1		3		
Excluding non-core items	126		131	419	349		
Advanced Materials							
Earnings before interest and taxes	131		125	333	421		
Asset impairments and restructuring charges, net (3) (4)	1		3	19	7		
Accelerated depreciation	_		_	_	4		
Excluding non-core items	132		128	352	432		
Chemical Intermediates							
Earnings before interest and taxes	85		130	373	336		
Asset impairments and restructuring charges, net (5)	1		2	3	13		
Excluding non-core items	86		132	376	349		
Fibers							
Earnings before interest and taxes	21		32	82	114		
Other							
Loss before interest and taxes (2)	(39)		(47)	(124)	(514)		
Mark-to-market pension and other postretirement benefit plans (gain) loss, net ⁽⁶⁾	_		_	(3)	_		
Asset impairments and restructuring charges, net (7)	_		1	1	6		
Steam line incident costs, net of insurance proceeds (8)	_		_	42	_		
Net (gain) loss on divested businesses and transaction costs (9)	7		68	8	563		
Environmental and others costs (10)	_		_	15	_		
Excluding non-core and unusual items	(32)		22	(61)	55		
Total Eastman Chemical Company							
Earnings before interest and taxes	324		370	1,083	703		
Mark-to-market pension and other postretirement benefit plans (gain), net	_		_	(3)	_		
Asset impairments and restructuring charges, net	2		7	23	29		
Net (gain) loss on divested businesses and related transaction costs	7		68	8	563		
Steam line incident costs, net of insurance proceeds	_			42	_		
Accelerated depreciation				<u> </u>	4		
Environmental and other costs				15	_		
Total earnings before interest and taxes excluding non-core and unusual items	\$ 333	\$	445	\$ 1,168	\$ 1,299		

⁽¹⁾ See "Management's Discussion and Analysis of Financial Condition and Results of Operations" of the Quarterly Report on Form 10-Q for third quarter 2021 for description of third quarter and first nine months 2021 non-core items.

⁽²⁾ See <u>Table 2A</u> Note 1.

⁽³⁾ Loss on transfer of previously impaired assets to a third party of \$16 million in first nine months 2022 relates to the previously reported closure of an advanced interlayers manufacturing facility in North America as part of ongoing site optimization.

⁽⁴⁾ Site closure costs in third quarter and first nine months 2022 of \$1 million and severance charges of \$2 million in first nine months 2022, from the previously reported closure of a performance films manufacturing facility in North America as part of ongoing site optimization.

⁽⁵⁾ Site closure costs from closure of the Singapore manufacturing site.

⁽⁶⁾ Net gain of \$3 million in first nine months 2022 relates to the curtailment and remeasurement of a Non-U.S. pension plan, triggered by the sale of the adhesives resins business and remeasurement of a U.S. pension plan triggered by settlements.

⁽⁷⁾ Severance charges as part of business improvement, offset by site closure costs, net, from the previously reported closure of a tire additives manufacturing facility in Asia Pacific as part of ongoing site optimization.

⁽⁸⁾ See <u>Table 1</u> Note 1.

⁽⁹⁾ See <u>Table 1</u> Note 2.

⁽¹⁰⁾ 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)

		Third (Qua	rter	First Nin	onths	
(Dollars in millions, unaudited)	2	2022		2021	2022		2021
Company Non-GAAP Earnings Before Interest and Taxes Reconciliations by Line Items							
Earnings before interest and taxes	\$	324	\$	370	\$ 1,083	\$	703
Costs of sales		_		_	42		4
Selling, general and administrative expenses		4		8	15		8
Asset impairments and restructuring charges, net		2		7	23		29
Other components of post-employment (benefit) cost, net		_		_	(3)		_
Other (income) charges, net					15		_
Net (gain) loss on divested businesses		3		60	(7)		555
Total earnings before interest and taxes excluding non-core and unusual items	\$	333	\$	445	\$ 1,168	\$	1,299

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

			Third Q	uarter			First Nine Months						
(Dollars in millions, unaudited)		20	22		202	21		202	22	20)21		
		justed BIT	Adjusted EBIT Margin	Adjusted EBIT		Adjusted EBIT Margin		djusted EBIT	Adjusted EBIT Margin	Adjusted EBIT	Adjusted EBIT Margin		
Additives & Functional Products (3)	\$	126	15.4 %	\$ 1.	31	18.0 %	\$	419	17.0 %	\$ 349	17.5 %		
Advanced Materials		132	14.9 %	1.	28	16.6 %		352	14.2 %	432	19.2 %		
Chemical Intermediates		86	11.5 %	1.	32	18.1 %		376	15.6 %	349	16.8 %		
Fibers		21	8.4 %		32	14.4 %		82	11.6 %	114	17.2 %		
Total segment EBIT excluding non-core and unusual items		365	13.5 %	4:	23	17.3 %		1,229	15.3 %	1,244	17.8 %		
Other (3)		(32)			22			(61)		55			
Total EBIT excluding non-core and unusual items	\$	333	12.3 %	\$ 4	45	16.4 %	\$	1,168	14.2 %	\$ 1,299	16.7 %		

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

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

⁽³⁾ See <u>Table 2A</u> Note 1.



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

Third Quarter 2022 (Benefit from) **Net Earnings** Earnings **Earnings Provision** Attributable to Eastman Before Before **Effective** for **Interest** Income **Income** Income Per Diluted (Dollars in millions, except per share amounts, and Taxes Taxes Taxes Tax Rate After Tax Share unaudited) \$ \$ (7)% \$ 301 \$ 324 \$ 281 (20)2.46 As reported (GAAP) Non-Core Items: (1) Asset impairments and restructuring 2 2 2 0.01 charges, net Net (gain) loss on divested businesses 7 7 28 and related transaction costs (21)(0.16)Interim adjustment to tax provision (2) 32 (32)(0.26)Non-GAAP (Excluding non-core items and with adjusted provision for income taxes) 333 290 40 14 % \$ 250 \$ 2.05

					ŗ	Third Qu	arter 2021				
		nings efore		arnings Before	`f	Benefit from) ovision for	Effective	Attri	Net Ea		gs Eastman
(Dollars in millions, except per share amounts, unaudited)		Interest and Taxes		Income Taxes		ncome Faxes	Income Tax Rate	After Tax		Per Diluted Share	
As reported (GAAP)	\$	370	\$	321	\$	(33)	(10)%	\$	351	\$	2.57
Non-Core or Unusual Items: (1)											
Asset impairments and restructuring charges, net		7		7		2			5		0.04
Net (gain) loss on divested businesses and related transaction costs		68		68		24			44		0.30
Adjustments from tax law changes (3)		_		_		15			(15)		(0.11)
Interim adjustment to tax provision (2)		_				47			(47)		(0.34)
Non-GAAP (Excluding non-core and unusual items and with adjusted provision for income taxes)	\$	445	\$	396	\$	55	14 %	\$	338	\$	2.46

⁽¹⁾ See <u>Table 3A</u> for description of third quarter 2022 and 2021 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 third quarter 2022 and 2021 is calculated applying the forecasted full year effective tax rate as shown in <u>Table 4B</u>.

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.



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

First Nine Months 2022

	THE TIME WORLD ZOZZ											
		rnings Sefore		rnings Sefore	Pr	ovision for	Effective	Net Earnings Attributable to Eastman				
(Dollars in millions, except per share amounts, unaudited)	In	iterest d Taxes	Income Taxes		Income Taxes		Income Tax Rate	After Tax	Per Diluted Share			
As reported (GAAP)	\$	1,083	\$	949	\$	155	16 %	\$ 792	\$ 6.26			
Non-Core or Unusual Items: (1)												
Asset impairments and restructuring charges, net		23		23		5		18	0.14			
Net (gain) loss on divested businesses and related transaction costs		8		8		(35)		43	0.35			
Steam line incident costs, net of insurance proceeds		42		42		10		32	0.25			
Mark-to-market pension and other postretirement benefit plans (gain) loss, net		(3)		(3)		_		(3)	(0.02)			
Environmental and other costs		15		15		4		11	0.09			
Interim adjustment to tax provision (2)		_				16		(16)	(0.13)			
Non-GAAP (Excluding non-core and unusual items and with adjusted provision for income taxes)	\$	1,168	\$	1,034	\$	155	15 %	\$ 877	\$ 6.94			

					F	irst Nine	Months 2021								
		rnings Before		arnings Before	P	rovision for	Effective	Attr	gs Eastman						
(Dollars in millions, except per share amounts, unaudited)	Ir	Interest		Interest and Taxes		Interest		Income Taxes		Income Taxes	Income Tax Rate	After Tax		_	· Diluted Share
As reported (GAAP)	\$	703	\$	553	\$	66	12 %	\$	479	\$	3.49				
Non-Core or Unusual Items: (1)															
Asset impairments and restructuring charges, net		29		29		6			23		0.16				
Net (gain) loss on divested businesses and related transaction costs		563		563		54			509		3.69				
Accelerated depreciation		4		4		1			3		0.02				
Adjustments from tax law changes (3)		_		_		15			(15)		(0.11)				
Interim adjustment to tax provision (2)		_				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				

⁽¹⁾ See <u>Table 3A</u> for description of first nine months 2022 and 2021 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 nine months 2022 and 2021 is calculated applying the forecasted full year effective tax rate as shown in Table 4B.

⁽³⁾ 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.



Table 4B - Adjusted Effective Tax Rate Calculation

	First Nine	First Nine Months (1)			
	2022	2021			
Effective tax rate	16 %	12 %			
Tax impact of current year non-core and unusual items (2)	(1)%	3 %			
Changes in tax contingencies and valuation allowances	1 %	1 %			
Forecasted full year impact of expected tax events	(1)%	(1)%			
Forecasted full year adjusted effective tax rate	15 %	15 %			

Effective tax rate percentages are rounded to the nearest whole percent. The forecasted full year effective tax rates are 15.0 percent for both first nine months 2022 and 2021.

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

(Dollars in millions, unaudited)		Third Quarter			First Nine Months			
		2022		2021		2022		2021
Operating activities								
Net earnings	\$	301	\$	354	\$	794	\$	487
Adjustments to reconcile net earnings to net cash provided by operating activities:								
Depreciation and amortization		117		127		360		416
Mark-to-market pension and other postretirement benefit plans (gain) loss, net						(3)		_
Asset impairment charges		_		_		_		5
Loss on sale of assets				_		15		
(Gain) loss on divested business		3		60		(7)		555
Provision for (benefit from) deferred income taxes		27		(38)		(54)		(66)
Changes in operating assets and liabilities, net of effect of acquisitions and divestitures:								
(Increase) decrease in trade receivables		52		(78)		(111)		(439)
(Increase) decrease in inventories		(177)		(155)		(549)		(369)
Increase (decrease) in trade payables		8		71		187		377
Pension and other postretirement contributions (in excess of) less than expenses		(34)		(45)		(115)		(142)
Variable compensation (in excess of) less than expenses		15		82		(117)		90
Other items, net		(56)		169		118		275
Net cash provided by operating activities		256		547		518		1,189
Investing activities								
Additions to properties and equipment		(161)		(117)		(408)		(315)
Proceeds from sale of business		_		_		998		_
Acquisitions, net of cash acquired				(48)		(1)		(111)
Additions to capitalized software		(3)		(6)		(10)		(18)
Other items, net		6		1		19		(3)
Net cash provided by (used in) investing activities		(158)		(170)		598		(447)
Financing activities								
Net increase (decrease) in commercial paper and other borrowings		355		(25)		355		(50)
Proceeds from borrowings						500		_
Repayment of borrowings		(200)		_		(750)		_
Dividends paid to stockholders		(94)		(94)		(290)		(282)
Treasury stock purchases		(150)		(150)		(902)		(290)
Proceeds from stock option exercises and other items, net		1				(11)		38
Net cash used in financing activities		(88)		(269)		(1,098)		(584)
Effect of exchange rate changes on cash and cash equivalents		(5)				(16)		(5)
Net change in cash and cash equivalents		5		108		2		153
Cash and cash equivalents at beginning of period		456		609		459		564
Cash and cash equivalents at end of period	\$	461	\$	717	\$	461	\$	717



Table 6 – Total Borrowings to Net Debt Reconciliations

	Sep	tember 30,	December 31,		
(Dollars in millions, unaudited)		2022	2021		
Total borrowings	\$	5,065	\$	5,159	
Less: Cash and cash equivalents		461		459	
Net debt (1)	\$	4,604	\$	4,700	

⁽¹⁾ Includes non-cash decrease of \$199 million in 2022 and non-cash decrease of \$113 million in 2021 resulting from foreign currency exchange rates.