

FINANCIAL INFORMATION January 26, 2023

For Eastman Chemical Company Fourth Quarter and Full Year 2022 Financial Results Release

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Table 1 – Statements of Earnings

| | Fourth | Quarter | Twelve Months | | | |
|--|-------------|---------|-------------------|--------------|----|--------|
| (Dollars in millions, except per share amounts; unaudited) | 2022 | 2021 | | 2022 | | 2021 |
| Sales | \$ 2,373 | \$ 2,6 | 94 | \$ 10,580 | \$ | 10,476 |
| Cost of sales (1) | 1,997 | 2,1 | 35 | 8,443 | | 7,976 |
| Gross profit | 376 | 5 | 59 | 2,137 | | 2,500 |
| Selling, general and administrative expenses | 172 | 2 | 808 | 726 | | 795 |
| Research and development expenses | 64 | | 67 | 264 | | 254 |
| Asset impairments and restructuring charges, net | 29 | | 18 | 52 | | 47 |
| Other components of post-employment (benefit) cost, net | (6) | (3 | 03) | (101) | | (412) |
| Other (income) charges, net | (9) | | (6) | (6) | | (17) |
| Net (gain) loss on divested businesses (2) | 50 | | (3) | 43 | | 552 |
| Earnings before interest and taxes | 76 | 5 | 78 | 1,159 | | 1,281 |
| Net interest expense | 48 | | 48 | 182 | | 198 |
| Early debt extinguishment costs | | | 1 | | | 1 |
| Earnings before income taxes | 28 | 5 | 29 | 977 | | 1,082 |
| Provision for income taxes | 26 | 1 | 49 | 181 | | 215 |
| Net earnings | 2 | 3 | 80 | 796 | | 867 |
| Less: Net earnings attributable to noncontrolling interest | 1 | | 2 | 3 | | 10 |
| Net earnings attributable to Eastman | \$ 1 | \$ 3 | 78 | \$ 793 | \$ | 857 |
| | | | | | | |
| Basic earnings per share attributable to Eastman | \$ 0.01 | | .85 | \$ 6.42 | \$ | 6.35 |
| Diluted earnings per share attributable to Eastman | \$ 0.01 | \$ 2. | .81 | \$ 6.35 | \$ | 6.25 |
| Shares (in millions) outstanding at end of period | 118.8 | 129 | 9 0 | 118.8 | | 129.0 |
| Shares (in millions) used for earnings per share calculation | 110.0 | 12. | 7.0 | 110.0 | | 127.0 |
| Basic | 119.5 | 132 | 2 5 | 123.5 | | 134.9 |
| Diluted | 120.5 | 13. | | 123.3 | | 134.9 |
| Diluicu | 120.3 | 134 | 1.0 | 124.9 | | 13/.1 |

Fourth quarter 2022 includes \$3 million insurance proceeds, net of costs, and twelve months 2022 includes \$39 million costs, net of insurance proceeds, from the previously reported steam line incident at the Kingsport site. See Tables <u>3A</u> and <u>4</u>.

Fourth quarter and twelve months 2022 and 2021 primarily 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

| | Fourth Quarter | | | | | Twelve | Months | | |
|----------------------------------|----------------|-------|----|-------|------|--------|--------|--------|--|
| (Dollars in millions, unaudited) | | 2022 | | 2021 | 2022 | | | 2021 | |
| Sales by Segment | | | | | | | | | |
| Advanced Materials | \$ | 736 | \$ | 772 | \$ | 3,207 | \$ | 3,027 | |
| Additives & Functional Products | | 705 | | 715 | | 3,165 | | 2,708 | |
| Chemical Intermediates | | 615 | | 777 | | 3,026 | | 2,849 | |
| Fibers | | 317 | | 238 | | 1,022 | | 900 | |
| Total Sales by Segment | | 2,373 | | 2,502 | | 10,420 | | 9,484 | |
| Other (1) | | _ | | 192 | | 160 | | 992 | |
| Total Eastman Chemical Company | \$ | 2,373 | \$ | 2,694 | \$ | 10,580 | \$ | 10,476 | |

[&]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.

| | Third Quarter |
|----------------------------------|------------------|
| (Dollars in millions, unaudited) | 2022 |
| Sales by Segment | |
| Advanced Materials | \$ 888 |
| Additives & Functional Products | 820 |
| Chemical Intermediates | 751 |
| Fibers | 250 |
| Total Eastman Chemical Company | \$ 2,709 |

Table 2B – Sales Revenue Change

Fourth Quarter 2022 Compared to Fourth 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⁾ |
| Advanced Materials | (5) % | (12) % | 11 % | (4) % | — % |
| Additives & Functional Products | (1) % | (9) % | 12 % | (4) % | % |
| Chemical Intermediates | (21) % | (25) % | 5 % | (1) % | % |
| Fibers | 33 % | 8 % | 26 % | (1) % | — % |
| Other (2) | (100) % | — % | — % | — % | (100) % |
| Total Eastman Chemical Company | (12) % | (12) % | 10 % | (3) % | (7) % |

Twelve Months 2022 Compared to Twelve 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⁾ |
| Advanced Materials | 6 % | (4) % | 13 % | (3) % | — % |
| Additives & Functional Products | 17 % | 3 % | 18 % | (4) % | — % |
| Chemical Intermediates | 6 % | (8) % | 16 % | (2) % | — % |
| Fibers | 14 % | (1) % | 15 % | % | — % |
| Other (2) | (84) % | — % | — % | — % | (84) % |
| Total Eastman Chemical Company | 1 % | (3) % | 14 % | (2) % | (8) % |

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

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



Table 2B – Sales Revenue Change (continued)

Fourth Quarter 2022 Compared to Third Quarter 2022

| (Unaudited) Advanced Materials Additives & Functional Products | | Change i | n Sales Revenue | Due To |
|--|---------------------|-----------------------------------|-----------------|----------------------------|
| (Unaudited) | Revenue % Change | Volume / Product Mix Effect | Price Effect | Exchange Rate Effect |
| Advanced Materials | (17) % | (17) % | 1 % | (1) % |
| Additives & Functional Products | (14) % | (12) % | (2) % | — % |
| Chemical Intermediates | (18) % | (13) % | (5) % | — % |
| Fibers | 27 % | 17 % | 10 % | — % |
| Total Eastman Chemical Company | (12) % | (11) % | (1) % | — % |

Table 2C – Sales by Customer Location

| | Fourth Quarter | | | | Twelve | Mo | Months | |
|----------------------------------|----------------|-------|----|-------|--------------|----|--------|--|
| (Dollars in millions, unaudited) | | 2022 | | 2021 | 2022 | | 2021 | |
| Sales by Customer Location | | | | | | | | |
| United States and Canada | \$ | 1,034 | \$ | 1,180 | \$ 4,738 | \$ | 4,578 | |
| Europe, Middle East, and Africa | | 677 | | 693 | 2,783 | | 2,735 | |
| Asia Pacific | | 531 | | 672 | 2,443 | | 2,549 | |
| Latin America | | 131 | | 149 | 616 | | 614 | |
| Total Eastman Chemical Company | \$ | 2,373 | \$ | 2,694 | \$ 10,580 | \$ | 10,476 | |



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

| Chemical Intermediates Earnings before interest and taxes Earnings before inter |)21 |
|--|-------|
| Earnings before interest and taxes \$ 43 \$ 98 \$ 376 \$ Asset impairments and restructuring charges, net (2)(3) | |
| Asset impairments and restructuring charges, net (2)(3) — 2 19 Accelerated depreciation — — — — — — — — — — Excluding non-core items 43 100 395 Additives & Functional Products Earnings before interest and taxes (4) 64 102 483 Asset impairments and restructuring charges, net — 1 — — Excluding non-core item 64 103 483 Chemical Intermediates Earnings before interest and taxes 36 109 409 Asset impairments and restructuring charges, net (5) — 3 3 3 Excluding non-core items 36 112 412 Fibers Earnings before interest and taxes 49 28 131 Asset impairments and restructuring charges, net (6) 9 — 9 9 Excluding non-core item 58 28 140 Other Earnings (loss) before interest and taxes (4) (116) 241 (240) Mark-to-market pension and other postretirement benefit plans (gain) loss, net | |
| Accelerated depreciation — — — — — — — — — Excluding non-core items 43 100 395 Additives & Functional Products Earnings before interest and taxes (4) 64 102 483 Asset impairments and restructuring charges, net — 1 — — Excluding non-core item 64 103 483 Chemical Intermediates Earnings before interest and taxes 36 109 409 Asset impairments and restructuring charges, net (5) — 3 3 3 Excluding non-core items 36 112 412 Fibers Earnings before interest and taxes 49 28 131 Asset impairments and restructuring charges, net (6) 9 — 9 Excluding non-core item 58 28 140 Other Earnings (loss) before interest and taxes (4) (116) 241 (240) Mark-to-market pension and other postretirement benefit plans (gain) loss, net | 519 |
| Excluding non-core items Additives & Functional Products Earnings before interest and taxes (4) Asset impairments and restructuring charges, net 64 Earnings before interest and taxes Chemical Intermediates Earnings before interest and taxes Earnings before interest and taxes Asset impairments and restructuring charges, net (5) Excluding non-core items Excluding non-core items Earnings before interest and taxes Asset impairments and restructuring charges, net (5) Earnings before interest and taxes Asset impairments and restructuring charges, net (6) Earnings (10) Excluding non-core item 58 Earnings (10) Excluding non-core item 58 Earnings (10) Earning | 9 |
| Additives & Functional Products Earnings before interest and taxes (4) 64 102 483 Asset impairments and restructuring charges, net — 1 — Excluding non-core item 64 103 483 Chemical Intermediates Earnings before interest and taxes 36 109 409 Asset impairments and restructuring charges, net (5) — 3 3 3 Excluding non-core items 36 112 412 Fibers Earnings before interest and taxes 49 28 131 Asset impairments and restructuring charges, net (6) 9 — 9 Excluding non-core item 58 28 140 Other Earnings (loss) before interest and taxes (4) (116) 241 (240) Mark-to-market pension and other postretirement benefit plans (gain) loss, net 22 (267) 19 | 4 |
| Earnings before interest and taxes (4) Asset impairments and restructuring charges, net Excluding non-core item Chemical Intermediates Earnings before interest and taxes Earnings before interest and taxes Asset impairments and restructuring charges, net (5) Excluding non-core items Excluding non-core items Earnings before interest and taxes Earnings charges, net (6) Excluding non-core item Excluding non-core item The state of the | 532 |
| Asset impairments and restructuring charges, net Excluding non-core item Chemical Intermediates Earnings before interest and taxes Asset impairments and restructuring charges, net (5) Asset impairments and restructuring charges, net (5) Excluding non-core items Earnings before interest and taxes Earnings interest and restructuring charges, net (6) Excluding non-core item Other Earnings (loss) before interest and taxes (4) Mark-to-market pension and other postretirement benefit plans (gain) loss, net 1 | |
| Excluding non-core item Chemical Intermediates Earnings before interest and taxes Asset impairments and restructuring charges, net (5) Excluding non-core items Excluding non-core items Earnings before interest and taxes Earnings before interest and taxes Earnings before interest and taxes Excluding non-core item (6) 9 9 Excluding non-core item 58 28 140 Other Earnings (loss) before interest and taxes (4) Mark-to-market pension and other postretirement benefit plans (gain) loss, net | 448 |
| Chemical Intermediates Earnings before interest and taxes Asset impairments and restructuring charges, net (5) — 3 3 3 Excluding non-core items 36 112 412 Fibers Earnings before interest and taxes 49 28 131 Asset impairments and restructuring charges, net (6) 9 — 9 Excluding non-core item 58 28 140 Other Earnings (loss) before interest and taxes (4) (116) 241 (240) Mark-to-market pension and other postretirement benefit plans (gain) loss, net | 4 |
| Earnings before interest and taxes Asset impairments and restructuring charges, net (5) Excluding non-core items Earnings before interest and taxes Earnings before interest and taxes Earnings before interest and taxes Asset impairments and restructuring charges, net (6) Excluding non-core item Excluding non-core item Excluding non-core item The structuring charges, net (6) Figure 12 Earnings (loss) before interest and taxes Earnings (loss) before interest and taxes (4) Mark-to-market pension and other postretirement benefit plans (gain) loss, net Earnings (22 Earnings (267) Earnings | 452 |
| Asset impairments and restructuring charges, net (5) — 3 3 3 Excluding non-core items 36 112 412 Fibers Earnings before interest and taxes 49 28 131 Asset impairments and restructuring charges, net (6) 9 — 9 Excluding non-core item 58 28 140 Other Earnings (loss) before interest and taxes (4) (116) 241 (240) Mark-to-market pension and other postretirement benefit plans (gain) loss, net 22 (267) 19 | |
| Excluding non-core items Fibers Earnings before interest and taxes Asset impairments and restructuring charges, net (6) Excluding non-core item Other Earnings (loss) before interest and taxes (4) Mark-to-market pension and other postretirement benefit plans (gain) loss, net 36 112 412 412 412 412 412 412 412 | 445 |
| Fibers Earnings before interest and taxes Asset impairments and restructuring charges, net (6) 9 — 9 Excluding non-core item 58 28 140 Other Earnings (loss) before interest and taxes (4) (116) 241 (240) Mark-to-market pension and other postretirement benefit plans (gain) loss, net 22 (267) 19 | 16 |
| Earnings before interest and taxes Asset impairments and restructuring charges, net (6) Excluding non-core item Other Earnings (loss) before interest and taxes (4) Mark-to-market pension and other postretirement benefit plans (gain) loss, net (240) | 461 |
| Asset impairments and restructuring charges, net (6) 9 — 9 Excluding non-core item 58 28 140 Other Earnings (loss) before interest and taxes (4) (116) 241 (240) Mark-to-market pension and other postretirement benefit plans (gain) loss, net 22 (267) 19 | |
| Excluding non-core item 58 28 140 Other Earnings (loss) before interest and taxes (4) (116) 241 (240) Mark-to-market pension and other postretirement benefit plans (gain) loss, net 22 (267) 19 | 142 |
| Other Earnings (loss) before interest and taxes ⁽⁴⁾ Mark-to-market pension and other postretirement benefit plans (gain) loss, net (240) (240) 241 (240) | |
| Earnings (loss) before interest and taxes ⁽⁴⁾ (116) 241 (240) Mark-to-market pension and other postretirement benefit plans (gain) loss, net 22 (267) 19 | 142 |
| Mark-to-market pension and other postretirement benefit plans (gain) loss, net 22 (267) 19 | |
| (gain) loss, net 22 (267) 19 | (273) |
| Asset impairments and restructuring charges, net (7) 20 12 21 | (267) |
| | 18 |
| Steam line incident costs, net of insurance proceeds (8) (3) — 39 | _ |
| Net (gain) loss on divested businesses and transaction costs ⁽⁹⁾ 53 7 61 | 570 |
| Environmental and others costs ⁽¹⁰⁾ — — — 15 | _ |
| Adjustments to contingent considerations (6) — (6) | _ |
| Excluding non-core and unusual items (30) (7) (91) | 48 |
| Total Eastman Chemical Company | |
| ··· | 1 201 |
| Earnings before interest and taxes 76 578 1,159 Mark-to-market pension and other postretirement benefit plans | 1,281 |
| (gain), net 22 (267) 19 | (267) |
| Asset impairments and restructuring charges, net 29 18 52 | 47 |
| Steam line incident costs, net of insurance proceeds (3) — 39 | _ |
| Loss on divested businesses and related transaction costs 53 7 61 | 570 |
| Accelerated depreciation — — — — | 4 |
| Environmental and other costs — — — — 15 | _ |
| Adjustments to contingent considerations (6) — (6) | _ |
| Total earnings before interest and taxes excluding non-core and unusual items \$ 171 \\$ 336 \\$ 1,339 \\$ | 1,635 |



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

- (1) See "Management's Discussion and Analysis of Financial Condition and Results of Operations" of the <u>Annual Report on Form 10-K</u> for 2021 for description of the 2021 non-core items.
- (2) Full year 2022 includes loss on transfer of previously impaired assets to a third party of \$16 million relates to the previously reported closure of an advanced interlayers manufacturing facility in North America as part of ongoing site optimization.
- Full year 2022 includes site closure costs of \$1 million and severance charges of \$2 million from the previously reported closure of a performance films manufacturing facility in North America as part of ongoing site optimization.
- (4) See <u>Table 2A</u> Note 1.
- ⁽⁵⁾ Full year 2022 includes site closure costs from closure of the Singapore manufacturing facility.
- Both fourth quarter and full year 2022 are severance charges of \$7 million and site closure costs of \$2 million related to closure of an acetate yarn manufacturing facility in Europe.
- (7) Severance charges of \$20 million and \$22 million in fourth quarter 2022 and full year 2022, respectively, as part of corporate cost reduction actions. Full year 2022 also included a gain from previously impaired assets related to the closure of a tire additives manufacturing facility in Asia Pacific.
- (8) See <u>Table 1</u> Note 1.
- (9) See Table 1 Note 2.
- Environmental and other costs from previously divested or non-operational sites and product lines.

| | Fourth Quarter | | | | | nths | | |
|---|----------------|-----|----|-------|----|-------|----|-------|
| (Dollars in millions, unaudited) | 2 | 022 | | 2021 | | 2022 | | 2021 |
| Company Non-GAAP Earnings Before Interest and Taxes Reconciliations by Line Items | | | | | | | | |
| Earnings before interest and taxes | \$ | 76 | \$ | 578 | \$ | 1,159 | \$ | 1,281 |
| Costs of sales | | (3) | | _ | | 39 | | 4 |
| Selling, general and administrative expenses | | 3 | | 10 | | 18 | | 18 |
| Asset impairments and restructuring charges, net | | 29 | | 18 | | 52 | | 47 |
| Other components of post-employment (benefit) cost, net | | 22 | | (267) | | 19 | | (267) |
| Other (income) charges, net | | (6) | | _ | | 9 | | _ |
| Net (gain) loss on divested businesses | | 50 | | (3) | | 43 | | 552 |
| Total earnings before interest and taxes excluding non-core and unusual items | \$ | 171 | \$ | 336 | \$ | 1,339 | \$ | 1,635 |



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

| | Qı | hird uarter |
|---|----|----------------|
| (Dollars in millions, unaudited) | 2 | 2022 |
| Advanced Materials | | |
| Earnings before interest and taxes | \$ | 131 |
| Asset impairments and restructuring charges, net | | 1 |
| Excluding non-core items | | 132 |
| Additives & Functional Products | | |
| Earnings before interest and taxes | | 126 |
| Chemical Intermediates | | |
| Earnings before interest and taxes | | 85 |
| Asset impairments and restructuring charges, net | | 1 |
| Excluding non-core items | | 86 |
| Fibers | | |
| Earnings before interest and taxes | | 21 |
| Other | | |
| Loss before interest and taxes | | (39) |
| Net (gain) loss on divested businesses and transaction costs | | 7 |
| Excluding non-core items | | (32) |
| Total Eastman Chemical Company | | |
| Earnings before interest and taxes | | 324 |
| Asset impairments and restructuring charges, net | | 2 |
| Net (gain) loss on business held for sale | | 7 |
| Total earnings before interest and taxes excluding non-core items | \$ | 333 |
| | | |
| Company Non-GAAP Earnings Before Interest and Taxes Reconciliations by Line Items | | |
| Earnings before interest and taxes | \$ | 324 |
| Selling, general and administrative expenses | | 4 |
| Asset impairments and restructuring charges, net | | 2 |
| Net (gain) loss on divested business | | 3 |
| Total earnings before interest and taxes excluding non-core items | \$ | 333 |
| - | | |

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

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

| | | Fourth Q | uarte | r | | | Twelv | e M | Months | | | |
|---|--------------|----------------------------|------------|------|----------------------------|-----------------|----------------------------|-----|-----------------|----------------------------|--|--|
| (Dollars in millions, unaudited) | 20 | 22 | | 202 | 21 | 2022 | | | 2021 | | | |
| | usted BIT | Adjusted EBIT Margin | Adju EB | sted | Adjusted EBIT Margin | djusted EBIT | Adjusted EBIT Margin | | ljusted EBIT | Adjusted EBIT Margin | | |
| Advanced Materials | \$ 43 | 5.8 % | \$ | 100 | 13.0 % | \$ 395 | 12.3 % | \$ | 532 | 17.6 % | | |
| Additives & Functional Products (3) | 64 | 9.1 % | | 103 | 14.4 % | 483 | 15.3 % | | 452 | 16.7 % | | |
| Chemical Intermediates | 36 | 5.9 % | | 112 | 14.4 % | 412 | 13.6 % | | 461 | 16.2 % | | |
| Fibers | 58 | 18.3 % | | 28 | 11.8 % | 140 | 13.7 % | | 142 | 15.8 % | | |
| Total segment EBIT excluding non-core and unusual items | 201 | 8.5 % | | 343 | 13.7 % | 1,430 | 13.7 % | | 1,587 | 16.7 % | | |
| Other (3) | (30) | | | (7) | | (91) | | | 48 | | | |
| Total EBIT excluding non-core and unusual items | \$ 171 | 7.2 % | \$ | 336 | 12.5 % | \$ 1,339 | 12.7 % | \$ | 1,635 | 15.6 % | | |

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

⁽³⁾ See <u>Table 2A</u> Note 1.

| | Third Quarter | | | | | |
|---|---------------|---------------|----------------------------|--|--|--|
| (Dollars in millions, unaudited) | | 202 | 22 | | | |
| | | justed BIT | Adjusted EBIT Margin | | | |
| Advanced Materials | \$ | 132 | 14.9 % | | | |
| Additives & Functional Products (3) | | 126 | 15.4 % | | | |
| Chemical Intermediates | | 86 | 11.5 % | | | |
| Fibers | | 21 | 8.4 % | | | |
| Total segment EBIT excluding non-core items | | 365 | 13.5 % | | | |
| Other (3) | | (32) | | | | |
| Total EBIT excluding non-core items | \$ | 333 | 12.3 % | | | |

⁽¹⁾ For identification of excluded non-core 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.

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

Fourth Quarter 2022

| | | nings efore | | arnings Before | Pr | ovision for | Effective | | arnings le to Eastman |
|--|-----|----------------|----|-------------------|----|----------------|--------------------|-----------|--------------------------|
| (Dollars in millions, except per share amounts, unaudited) | Int | erest Taxes | Iı | ncome Faxes | | ncome Faxes | Income Tax Rate | After Tax | Per Diluted Share |
| As reported (GAAP) | \$ | 76 | \$ | 28 | \$ | 26 | 95 % | \$ 1 | \$ 0.01 |
| Non-Core or Unusual Items: (1) | | | | | | | | | |
| Asset impairments and restructuring charges, net | | 29 | | 29 | | (1) | | 30 | 0.26 |
| Loss on divested businesses and related transaction costs | | 53 | | 53 | | 3 | | 50 | 0.40 |
| Steam line incident costs, net of insurance proceeds | | (3) | | (3) | | _ | | (3) | (0.01) |
| Mark-to-market pension and other postretirement benefit plans loss, net | | 22 | | 22 | | 5 | | 17 | 0.14 |
| Adjustments to contingent considerations | | (6) | | (6) | | (2) | | (4) | (0.04) |
| 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) | \$ | 171 | \$ | 123 | \$ | 15 | 13 % | \$ 107 | \$ 0.89 |

| | Fourth Quarter 2021 | | | | | | | | | | | |
|--|---------------------|-----------------|--------------------------------------|--------------|------------------|-----------------|--------------------|---|----------------------|--|--|--|
| | Earnings Refere | | Earnings Earnings P Before Before | | Provision for | | Effective | Net Earnings Attributable to Eastman | | | | |
| (Dollars in millions, except per share amounts, unaudited) | Int | terest Taxes | In | come axes | _ | Income Taxes | Income Tax Rate | After Tax | Per Diluted Share | | | |
| As reported (GAAP) | \$ | 578 | \$ | 529 | \$ | 149 | 28 % | \$ 378 | \$ 2.81 | | | |
| Non-Core Items: (1) | | | | | | | | | | | | |
| Asset impairments and restructuring charges, net | | 18 | | 18 | | 2 | | 16 | 0.12 | | | |
| Mark-to-market pension and other postretirement benefit plans (gain), net | | (267) | | (267) | | (65) | | (202) | (1.49) | | | |
| Loss on divested businesses and related transaction costs | | 7 | | 7 | | (14) | | 21 | 0.16 | | | |
| Early debt extinguishment costs | | _ | | 1 | | | | 1 | 0.01 | | | |
| Interim adjustment to tax provision (2) | | _ | | _ | | (29) | | 29 | 0.20 | | | |
| Non-GAAP (Excluding non-core items and with adjusted provision for income taxes) | \$ | 336 | \$ | 288 | \$ | 43 | 15 % | \$ 243 | \$ 1.81 | | | |

⁽¹⁾ See <u>Table 3A</u> for description of fourth 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.

Fourth quarter 2022 and 2021 is a reconciliation of the adjustments made in interim quarters to reflect the previously forecasted full year effective tax rate.



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

Twelve Months 2022

| | 1 1/01/0 1/10/10/10 2022 | | | | | | | | | | |
|---|--------------------------|-------------------|------------------------------------|--------------|------------------|----------------|--------------------|---|----------------------|--|--|
| | Earnings Refore | | Earnings Earnings Before Before | | Provision for | | Effective | Net Earnings Attributable to Eastman | | | |
| (Dollars in millions, except per share amounts, unaudited) | In | terest Taxes | In | come axes | In | icome Taxes | Income Tax Rate | After Tax | Per Diluted Share | | |
| As reported (GAAP) | \$ | 1,159 | \$ | 977 | \$ | 181 | 19 % | \$ 793 | \$ 6.35 | | |
| Non-Core or Unusual Items: (1) | | | | | | | | | | | |
| Asset impairments and restructuring charges, net | | 52 | | 52 | | 4 | | 48 | 0.39 | | |
| Loss on divested businesses and related transaction costs | | 61 | | 61 | | (32) | | 93 | 0.74 | | |
| Steam line incident costs, net of insurance proceeds | | 39 | | 39 | | 10 | | 29 | 0.23 | | |
| Mark-to-market pension and other postretirement benefit plans loss, net | | 19 | | 19 | | 5 | | 14 | 0.12 | | |
| Environmental and other costs | | 15 | | 15 | | 4 | | 11 | 0.09 | | |
| Adjustments to contingent considerations | | (6) | | (6) | | (2) | | (4) | (0.04) | | |
| Non-GAAP (Excluding non-core and unusual items) | \$ | 1,339 | \$ | 1,157 | \$ | 170 | 15 % | \$ 984 | \$ 7.88 | | |

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|---|-----|------|-------|-----|-----|----|-----|
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| | TWEITE MIGHENS 2021 | | | | | | | | | | |
|---|---------------------|-------------------|------------------------------------|----------------|------------------|----------------|--------------------|---|-------|-------------------|-------|
| | Earnings Refore | | Earnings Earnings Before Before | | Provision for | | Effective | Net Earnings Attributable to Eastman | | | |
| (Dollars in millions, except per share amounts, unaudited) | In | terest l Taxes | I | ncome Taxes | | ncome Taxes | Income Tax Rate | After | Tax | Per Dilu Share | |
| As reported (GAAP) | \$ | 1,281 | \$ | 1,082 | \$ | 215 | 20 % | \$ | 857 | \$ 6 | 5.25 |
| Non-Core or Unusual Items: (1) | | | | | | | | | | | |
| Asset impairments and restructuring charges, net | | 47 | | 47 | | 8 | | | 39 | 0 | 0.28 |
| Loss on divested businesses and related transaction costs | | 570 | | 570 | | 40 | | | 530 | 3 | 3.86 |
| Accelerated depreciation | | 4 | | 4 | | 1 | | | 3 | 0 | 0.02 |
| Mark-to-market pension and other postretirement benefit plans (gain), net | | (267) | | (267) | | (65) | | | (202) | (1 | .46) |
| Early debt extinguishment costs | | _ | | 1 | | _ | | | 1 | 0 | 0.01 |
| Adjustments from tax law changes (2) | | | | | | 15 | | | (15) | (0 | 0.11) |
| Non-GAAP (Excluding non-core and unusual items) | \$ | 1,635 | \$ | 1,437 | \$ | 214 | 15 % | \$ 1 | ,213 | \$ 8 | 3.85 |

⁽¹⁾ See <u>Table 3A</u> for description of 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.

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

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

290

40

14 % \$

250

2.05

333

taxes)

⁽¹⁾ See <u>Table 3A</u> for description of third quarter 2022 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.

⁽²⁾ The adjusted provision for income taxes for third quarter 2022 was calculated applying the then current forecasted full year effective tax rate.



Table 5 – Statements of Cash Flows

| | Fourth Quarter | | | Twelve I | Moı | onths | | |
|--|----------------|----|---------|-----------|-----|---------|--|--|
| (Dollars in millions, unaudited) | 2022 | | 2021 | 2022 | | 2021 | | |
| Operating activities | | | | | | | | |
| Net earnings | \$ 2 | \$ | 380 | \$ 796 | \$ | 867 | | |
| Adjustments to reconcile net earnings to net cash provided by operating activities: | | | | | | | | |
| Depreciation and amortization | 117 | | 122 | 477 | | 538 | | |
| Mark-to-market pension and other postretirement benefit plans (gain) loss, net | 22 | | (267) | 19 | | (267) | | |
| Asset impairment charges | _ | | 11 | _ | | 16 | | |
| Early debt extinguishment costs | | | 1 | | | 1 | | |
| Loss on sale of assets | _ | | _ | 15 | | | | |
| (Gain) loss on divested business | 50 | | (3) | 43 | | 552 | | |
| Provision for (benefit from) deferred income taxes | (82) | | 28 | (136) | | (38) | | |
| Changes in operating assets and liabilities, net of effect of acquisitions and divestitures: | | | | | | | | |
| (Increase) decrease in trade receivables | 204 | | 158 | 93 | | (281) | | |
| (Increase) decrease in inventories | 119 | | (20) | (430) | | (389) | | |
| Increase (decrease) in trade payables | (127) | | 177 | 60 | | 554 | | |
| Pension and other postretirement contributions (in excess of) less than expenses | (34) | | (43) | (149) | | (185) | | |
| Variable compensation (in excess of) less than expenses | 14 | | 72 | (103) | | 162 | | |
| Other items, net | 172 | | (186) | 290 | | 89 | | |
| Net cash provided by operating activities | 457 | | 430 | 975 | | 1,619 | | |
| Investing activities | | | | | | | | |
| Additions to properties and equipment | (203) | | (240) | (611) | | (555) | | |
| Proceeds from sale of business | _ | | 667 | 998 | | 667 | | |
| Acquisitions, net of cash acquired | _ | | (3) | (1) | | (114) | | |
| Additions to capitalized software | (3) | | (5) | (13) | | (23) | | |
| Other items, net | | | (1) | 19 | | (4) | | |
| Net cash provided by (used in) investing activities | (206) | | 418 | 392 | | (29) | | |
| Financing activities | | | | | | | | |
| Net increase (decrease) in commercial paper and other borrowings | (29) | | _ | 326 | | (50) | | |
| Proceeds from borrowings | _ | | _ | 500 | | _ | | |
| Repayment of borrowings | _ | | (300) | (750) | | (300) | | |
| Dividends paid to stockholders | (91) | | (93) | (381) | | (375) | | |
| Treasury stock purchases | (100) | | (710) | (1,002) | | (1,000) | | |
| Proceeds from stock option exercises and other items, net | (3) | | (3) | (14) | | 35 | | |
| Net cash used in financing activities | (223) | | (1,106) | (1,321) | | (1,690) | | |
| Effect of exchange rate changes on cash and cash equivalents | 4 | | | (12) | | (5) | | |
| Net change in cash and cash equivalents | 32 | | (258) | 34 | | (105) | | |
| Cash and cash equivalents at beginning of period | 461 | | 717 | 459 | | 564 | | |
| Cash and cash equivalents at end of period | \$ 493 | \$ | 459 | \$ 493 | \$ | 459 | | |



Table 6 – Total Borrowings to Net Debt Reconciliations

| | December 31, | December 31, | | |
|----------------------------------|--------------|--------------|--|--|
| (Dollars in millions, unaudited) | 2022 | 2021 | | |
| Total borrowings | \$ 5,151 | \$ 5,159 | | |
| Less: Cash and cash equivalents | 493 | 459 | | |
| Net debt (1) | \$ 4,658 | \$ 4,700 | | |

⁽¹⁾ Includes a non-cash decrease from foreign currency exchange rates of \$85 million and \$113 million in 2022 and 2021, respectively.