# FINANCIAL INFORMATION April 27, 2023

For Eastman Chemical Company First Quarter 2023 Financial Results Release

### **Table of Contents**

Item		Page
Table 1	Statements of Earnings	<u>1</u>
Table 2A	Segment Sales Information	<u>2</u>
Table 2B	Sales Revenue Change	<u>2</u>
Table 2C	Sales by Customer Location	<u>3</u>
Table 3A	Segment, Other, and Company Non-GAAP Earnings (Loss) Before Interest and Taxes Reconciliations	<u>4</u>
Table 3B	Segment Non-GAAP Earnings (Loss) Before Interest and Taxes Margins	<u>6</u>
Table 4A	Non-GAAP Earnings Before Interest and Taxes, Net Earnings, and Earnings Per Share Reconciliations	7
Table 4B	Adjusted Effective Tax Rate Calculation	<u>8</u>
Table 5	Statements of Cash Flows	<u>9</u>
Table 6	Total Borrowings to Net Debt Reconciliations	9

**Table 1 – Statements of Earnings** 

		First (	)uar	ter
(Dollars in millions, except per share amounts; unaudited)		2023		2022
Sales	\$	2,412	\$	2,714
Cost of sales (1)(2)	<u> </u>	1,883		2,164
Gross profit		529		550
Selling, general and administrative expenses		191		196
Research and development expenses		62		65
Asset impairments and restructuring charges, net		22		2
Other components of post-employment (benefit) cost, net		(3)		(31)
Other (income) charges, net		11		(12)
Gain on divested business		_		(3)
Earnings before interest and taxes		246		333
Net interest expense		52		46
Earnings before income taxes		194		287
Provision for income taxes		60		51
Net earnings		134		236
Less: Net earnings attributable to noncontrolling interest		_		1
Net earnings attributable to Eastman	\$	134	\$	235
Basic earnings per share attributable to Eastman	\$	1.13	\$	1.82
Diluted earnings per share attributable to Eastman	\$	1.12	\$	1.80
Shares (in millions) outstanding at end of period		119.2		128.9
Shares (in millions) used for earnings per share calculation				
Basic		118.9		129.0
Diluted		119.7		130.7

First quarter 2023 includes \$8 million insurance proceeds, net of costs, and first quarter 2022 includes \$25 million costs, net of insurance proceeds, from the previously reported operational incident at the Kingsport site as a result of a steam line failure (the "steam line incident").

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

Table 2A - Segment Sales Information

	First Quarter			
(Dollars in millions, unaudited)		2023		2022
Sales by Segment				
Advanced Materials	\$	742	\$	737
Additives & Functional Products (1)		777		889
Chemical Intermediates (1)		589		715
Fibers		303		213
Total Sales by Segment		2,411		2,554
Other (2)		1		160
Total Eastman Chemical Company	\$	2,412	\$	2,714

	_	ourth uarter
(Dollars in millions, unaudited)		2022
Sales by Segment		
Advanced Materials	\$	736
Additives & Functional Products (1)		756
Chemical Intermediates (1)		564
Fibers		317
Total Eastman Chemical Company	\$	2,373

First quarter 2022 sales revenue and earnings before interest and taxes ("EBIT") have been recast as a result of the Company's organizational and management changes during first quarter 2023. For additional information, see "Functional amines business now integrated into Additives & Functional Products" and <a href="Exhibit 99.02"><u>Exhibit 99.02</u></a> to this Current Report on Form 8-K.

**Table 2B – Sales Revenue Change** 

### First Quarter 2023 Compared to First Quarter 2022

	Change in Sales Revenue Due To									
(Unaudited)	Revenue % Change	Volume / Product Mix Effect	Price Effect	Exchange Rate Effect	Divested Business Effect <sup>(1)</sup>					
Advanced Materials	1 %	(6) %	10 %	(3) %	— %					
Additives & Functional Products	(13) %	(15) %	4 %	(2) %	%					
Chemical Intermediates	(18) %	(12) %	(5) %	(1) %	— %					
Fibers	42 %	3 %	40 %	(1) %	%					
Other	(99) %	1 %	— %	— %	(100) %					
Total Eastman Chemical Company	(11) %	(9) %	6 %	(2) %	(6) %					

<sup>(1)</sup> Sales revenue from divested business makes up 99 percent of Other. See <u>Table 2A</u> Note 2.

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

Table 2B – Sales Revenue Change (continued)

First Quarter 2023 Compared to Fourth Quarter 2022

		Change in Sales Revenue Due To							
(Unaudited)	Revenue % Change	Volume / Product Mix Effect	Price Effect	Exchange Rate Effect					
Advanced Materials	1 %	(1) %	1 %	1 %					
Additives & Functional Products	3 %	4 %	(3) %	2 %					
Chemical Intermediates	4 %	12 %	(9) %	1 %					
Fibers	(4) %	(18) %	14 %	%					
Total Eastman Chemical Company	2 %	2 %	(1) %	1 %					

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

	First Q				
(Dollars in millions, unaudited)		2023		2022	
Sales by Customer Location					
United States and Canada	\$	1,065	\$	1,198	
Europe, Middle East, and Africa		709		745	
Asia Pacific		521		612	
Latin America		117		159	
Total Eastman Chemical Company	\$	2,412	\$	2,714	

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

		ter		
(Dollars in millions, unaudited)	2	023	2022	
Advanced Materials				
Earnings before interest and taxes	\$	86 \$	61	
Asset impairments and restructuring charges, net		_	1	
Excluding non-core item		86	62	
Additives & Functional Products				
Earnings before interest and taxes		124	167	
Chemical Intermediates				
Earnings before interest and taxes		42	112	
Asset impairments and restructuring charges, net		_	1	
Excluding non-core item		42	113	
Fibers				
Earnings before interest and taxes		65	24	
Asset impairments and restructuring charges, net (2)		6	_	
Accelerated depreciation (2)		23		
Excluding non-core items		94	24	
Other				
Loss before interest and taxes		(71)	(31)	
Asset impairments and restructuring charges, net (3)		16	_	
Net steam line incident costs (insurance proceeds) (4)		(8)	25	
Transaction costs, net of gain on divested business		_	6	
Excluding non-core and unusual items		(63)	_	
Total Eastman Chemical Company				
Earnings before interest and taxes		246	333	
Asset impairments and restructuring charges, net		22	2	
Net steam line incident costs (insurance proceeds)		(8)	25	
Transaction costs, net of gain on divested business		_	6	
Accelerated depreciation		23	_	
Total earnings before interest and taxes excluding non-core and unusual items	\$	283 \$	366	
	-			
Company Non-GAAP Earnings Before Interest and Taxes Reconciliations by Line Items				
Earnings before interest and taxes	\$	246 \$	333	
Costs of sales		15	25	
Selling, general and administrative expenses		_	9	
Asset impairments and restructuring charges, net		22	2	
Gain on divested business		_	(3)	
Total earnings before interest and taxes excluding non-core and unusual items	\$	283 \$	366	
O	4			

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 2022 for description of first quarter 2022 non-core and unusual items.

Site closure costs and accelerated depreciation related to the closure of an acetate yarn manufacturing facility in Europe.

<sup>(3)</sup> Severance charges as part of fourth quarter 2022 cost reduction initiatives.

<sup>(4)</sup> See <u>Table 1</u> Note 1.

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

		ourth arter
(Dollars in millions, unaudited)	2	022
Advanced Materials		
Earnings before interest and taxes	\$	43
Additives & Functional Products		
Earnings before interest and taxes		76
Chemical Intermediates		
Earnings before interest and taxes		24
Fibers		
Earnings before interest and taxes		49
Asset impairments and restructuring charges, net		9
Excluding non-core item		58
Other		
Loss before interest and taxes		(116)
Mark-to-market pension and other postretirement benefit plans loss, net		22
Asset impairments and restructuring charges, net		20
Net steam line incident costs (insurance proceeds)		(3)
Loss on divested businesses and related transaction costs		53
Adjustments to contingent considerations		(6)
Excluding non-core and unusual items		(30)
Total Eastman Chemical Company		
Earnings before interest and taxes		76
Mark-to-market pension and other postretirement benefit plans loss, net		22
Asset impairments and restructuring charges, net		29
Net steam line incident costs (insurance proceeds)		(3)
Loss on divested businesses and related transaction costs		53
Adjustments to contingent considerations		(6)
Total earnings before interest and taxes excluding non-core and unusual items	\$	171
Company Non-GAAP Earnings Before Interest and Taxes Reconciliations by Line Items		
Earnings before interest and taxes	\$	76
Costs of sales		(3)
Selling, general and administrative expenses		3
Asset impairments and restructuring charges, net		29
Other components of post-employment (benefit) cost, net		22
Other (income) charges, net		(6)
Net (gain) loss on divested businesses		50
Total earnings before interest and taxes excluding non-core and unusual items	\$	171

For the description of fourth quarter 2022 non-core and unusual items, see Table 3A in the Quarterly Report on Form 8-K furnished for the fourth quarter 2022.

 $Table\ 3B-Segment\ Non-GAAP\ Earnings\ (Loss)\ Before\ Interest\ and\ Taxes\ Margins^{(1)(2)}$ 

	First Quarter								
(Dollars in millions, unaudited)	Adjusted EBIT EBIT Margin         EBIT EBIT EBIT EBIT Margin         Adjusted EBIT EBIT Margin         EBIT EBIT EBIT Margin         Adjusted EBIT EBIT Margin         EBIT Margin         EBIT Margin         Adjusted EBIT EBIT Margin         Adjusted EBIT Margin         EBIT Margin         EBIT Margin         Adjusted EBIT Margin         EBIT Margi	22							
		J	ĔBIT		Adjusted EBIT Margin				
Advanced Materials	\$	86	11.6 %	\$ 62	8.4 %				
Additives & Functional Products (3)		124	16.0 %	167	18.8 %				
Chemical Intermediates (3)		42	7.1 %	113	15.8 %				
Fibers		94	31.0 %	24	11.3 %				
Total segment EBIT excluding non-core and unusual items		346	14.4 %	366	14.3 %				
Other		(63)							
Total EBIT excluding non-core and unusual items	\$	283	11.7 %	\$ 366	13.5 %				

	Fourth Quarter				
(Dollars in millions, unaudited)		2022			
		usted BIT	Adjusted EBIT Margin		
Advanced Materials	\$	43	5.8 %		
Additives & Functional Products (3)		76	10.1 %		
Chemical Intermediates (3)		24	4.3 %		
Fibers		58	18.3 %		
Total segment EBIT excluding non-core and unusual items		201	8.5 %		
Other		(30)			
Total EBIT excluding non-core and unusual items	\$	171	7.2 %		

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

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, After Tax and Taxes **Taxes** Tax Rate Share unaudited) Taxes \$ \$ 194 \$ 31 % \$ \$ 246 60 134 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 insurance proceeds, net of costs (8)(8)(2)(6)(0.05)Adjustment from tax law changes (2) (23)23 0.19 Interim adjustment to tax provision (3) 0.06 6 (6) Non-GAAP (Excluding non-core and unusual items and with adjusted provision

231

36

16 % \$

195

1.63

283

for income taxes)

	First Quarter 2022												
		0		Earnings Earning Before Before		-	Provision for		Effective	Net Earnings Attributable to Eastman			
(Dollars in millions, except per share amounts, unaudited)		Interest and Taxes		Income Taxes		ncome Taxes	Income Tax Rate	After Tax		Per Diluted Share			
As reported (GAAP)	\$	333	\$	287	\$	51	18 %	\$	235	\$	1.80		
Non-Core and Unusual Items: (1)													
Asset impairments and restructuring charges, net		2		2		1			1		_		
Transaction costs, net of gain on divested business		6		6		(2)			8		0.07		
Steam line incident costs, net of insurance proceeds		25		25		6			19		0.14		
Interim adjustment to tax provision (3)				_		(6)			6		0.05		
Non-GAAP (Excluding non-core and unusual items and with adjusted provision for income taxes)	\$	366	\$	320	\$	50	16 %	\$	269	\$	2.06		

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

Increase to the provision for state income taxes due to adjustment of the amount recognized in prior years resulting from recently issued state guidance related to the 2017 Tax Cuts and Jobs Act ("Tax Reform Act").

The adjusted provision for income taxes for first 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)

Fourth Quarter 2022

		nings fore		arnings Provision Before for Effective		Effective			arnings le to Eastman	
(Dollars in millions, except per share amounts, unaudited)	Int	erest Taxes	Ir	come axes		ncome Taxes	Income Tax Rate	After Ta	ıx	Per Diluted Share
As reported (GAAP)	\$	76	\$	28	\$	26	95 %	\$	1	\$ 0.01
Non-Core and 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 insurance proceeds, net of costs		(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 %	\$ 1	07	\$ 0.89

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

Table 4B - Adjusted Effective Tax Rate Calculation

	First Three M	Ionths <sup>(1)</sup>
	2023	2022
Effective tax rate	31 %	18 %
Discrete tax items (2)	<b>—</b> %	1 %
Tax impact of current year non-core and unusual items (3)	(8)%	1 %
Changes in tax contingencies and valuation allowances	(1)%	(1)%
Forecasted full year impact of expected tax events	(6)%	(3)%
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 three months 2023 and 2022.

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

<sup>&</sup>quot;Discrete tax items" are items that are excluded from a company's estimated annual effective tax rate and recognized entirely in the quarter in which the item occurs. Discrete tax items for first three months 2022 are for share based compensation expense and adjustments to certain prior year tax returns.

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** 

	F	Ionths		
(Dollars in millions, unaudited)		2023		2022
Operating activities				
Net earnings	\$	134	\$	236
Adjustments to reconcile net earnings to net cash provided by operating activities:				
Depreciation and amortization		141		121
Gain on divested business		_		(3)
Benefit from deferred income taxes		(7)		(24)
Changes in operating assets and liabilities, net of effect of acquisitions and divestitures:				
(Increase) decrease in trade receivables		(91)		(127)
(Increase) decrease in inventories		(44)		(184)
Increase (decrease) in trade payables		(132)		152
Pension and other postretirement contributions (in excess of) less than expenses		(19)		(43)
Variable compensation payments (in excess of) less than expenses		(16)		(168)
Other items, net		32		57
Net cash (used in) provided by operating activities		(2)		17
Investing activities				
Additions to properties and equipment		(174)		(112)
Proceeds from sale of businesses		16		_
Acquisition, net of cash acquired		(73)		_
Additions to capitalized software		(2)		(3)
Other items, net		(19)		(2)
Net cash used in investing activities		(252)		(117)
Financing activities				
Net increase (decrease) in commercial paper and other borrowings		(326)		236
Proceeds from borrowings		796		
Dividends paid to stockholders		(94)		(98)
Proceeds from stock option exercises and other items, net		(19)		(9)
Net cash provided by financing activities		357		129
Effect of exchange rate changes on cash and cash equivalents		3		(1)
Net change in cash and cash equivalents		106		28
Cash and cash equivalents at beginning of period		493		459
Cash and cash equivalents at end of period	\$	599	\$	487

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

	Ma	arch 31,	Dec	ember 31,
(Dollars in millions, unaudited)		2023		2022
Total borrowings	\$	5,650	\$	5,151
Less: Cash and cash equivalents		599		493
Net debt (1)	\$	5,051	\$	4,658

<sup>(1)</sup> Includes non-cash increase of \$28 million in 2023 and non-cash decrease of \$85 million in 2022 resulting from foreign currency exchange rates.

## Unaudited Financial Information Recast for Changes in the Additives & Functional Products Segment and the Chemical Intermediates Segment

					20	22			
(Dollars in millions)	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Full Year
Additives & Functional Products									
Sales	\$	889	\$	924	\$	906	\$	756	\$ 3,475
Earnings (loss) before interest and taxes ("EBIT")		167		160		143		76	546
Depreciation and amortization									142
<b>Chemical Intermediates</b>									
Sales	\$	715	\$	772	\$	665	\$	564	\$ 2,716
EBIT		112		142		68		24	346
Asset impairments and restructuring charges, net		1 1		1 1		1 1			3 1
EBIT excluding non-core item		113		143		69		24	349
Depreciation and amortization									104

Site closure costs of \$1 million included in each first quarter 2022, second quarter 2022, and third quarter 2022 resulting from the previously reported plan to discontinue production of certain products at the Singapore manufacturing site.

					20	21			
(Dollars in millions)		First Quarter		Second Quarter		Third Quarter		ourth iarter	Full Year
Additives & Functional Products									
Sales	\$	672	\$	722	\$	775	\$	780	\$ 2,949
EBIT		124		115		130		112	481
Asset impairments and restructuring charges, net		1		2 1		1 1		1 1	4 1
EBIT excluding non-core items		124		117		131		113	485
Depreciation and amortization									141
Chemical Intermediates									
Sales	\$	542	\$	669	\$	685	\$	712	\$ 2,608
EBIT		52		131		130		99	412
Asset impairments and restructuring charges, net		4 2		7 2		2 2		3 2	16 <sup>2</sup>
EBIT excluding non-core items		56		138		132		102	428
Depreciation and amortization									102

Site closure costs of \$1 million included in each first quarter 2021, second quarter 2021, and third quarter 2021, contract termination fees of \$1 million in second quarter 2021, and asset impairments of \$1 million in fourth quarter 2021 resulting from the previously reported plan to discontinue production of certain products at the Singapore manufacturing site. First quarter 2021 charges were offset by a \$1 million gain on the sale of impaired assets from the previously reported closure of an animal nutrition manufacturing facility in Asia Pacific as part of ongoing site optimization.

Site closure costs of \$4 million, \$2 million, and \$1 million included in first quarter 2021, third quarter 2021, and fourth quarter 2021, respectively, contract termination fees of \$7 million in second quarter 2021, and asset impairments of \$2 million in fourth quarter 2021 resulting from the previously reported plan to discontinue production of certain products at the Singapore manufacturing site.

(Dollars in millions)		2020										
		First Quarter		Second Quarter		Third Quarter		ourth iarter	Full Year			
Additives & Functional Products												
Sales	\$	636	\$	567	\$	551	\$	588	\$ 2,342			
EBIT		135		104		95		106	440			
Asset impairments and restructuring charges, net		2 1		_		1 2		_	3 1			
EBIT excluding non-core items		137		104		96		106	443			
Depreciation and amortization									132			
Chemical Intermediates												
Sales	\$	516	\$	392	\$	464	\$	471	\$ 1,843			
EBIT		59		(2)		25		26	108			
Asset impairments and restructuring charges, net		1 3		2 3		1 3		1 3	5 3			
EBIT excluding non-core item		60		_		26		27	113			
Depreciation and amortization									101			

First quarter 2020 included an intangible asset impairment of \$2 million for customer relationships.

Severance costs of \$1 million included in third quarter 2020 resulting from the previously reported plan to discontinue production of certain products at the Singapore manufacturing site.

Severance costs of \$1 million, \$2 million, \$1 million, and \$1 million in first quarter 2020, second quarter 2020, third quarter 2020, and fourth quarter 2020, respectively, resulting from the previously reported plan to discontinue production of certain products at the Singapore manufacturing site.

					20	19			
Dollars in millions)		First ıarter	Second Quarter		Third Quarter		Fourth Quarter		Full Year
Additives & Functional Products									
Sales	\$	650	\$	618	\$	619	\$	568	\$ 2,455
EBIT		119		122		118		42	401
Asset impairments and restructuring charges, net		4 1		<u>—</u>		_		50 <sup>2</sup>	54 1,2
EBIT excluding non-core items		123		122		118		92	455
Depreciation and amortization									176
Chemical Intermediates									
Sales	\$	592	\$	572	\$	533	\$	534	\$ 2,231
EBIT		66		50		25		(4)	137
Asset impairments and restructuring charges, net		_				_		22 3	22 3
EBIT excluding non-core item		66		50		25		18	159
Depreciation and amortization									102

First quarter 2019 included restructuring charges of \$4 million related to a capital project that was discontinued in 2016.

Fourth quarter 2019 included a goodwill impairment charge of \$45 million related to the crop protection product line and an asset impairment of \$5 million resulting from the previously reported plan to discontinue production of certain products at the Singapore manufacturing operations.

Fourth quarter 2019 included asset impairment charges of \$22 million resulting from the previously reported plan to discontinue production of certain products at the Singapore manufacturing operations.