

CORNING



Third-Quarter 2023 Investor Call

Corning Reports Third-Quarter Financial Results

October 24, 2023

CORNING

Forward-Looking and Cautionary Statements

The statements contained in this presentation and related comments by management that are not historical facts or information and contain words such as "will," "believe," "anticipate," "expect," "intend," "plan," "seek," "see," "would," "target," "estimate," "forecast" or similar expressions are forward-looking statements. These forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and include estimates and assumptions related to economic, competitive and legislative developments. Such statements relate to future events that by their nature address matters that are, to different degrees, uncertain. These forward-looking statements relate to, among other things, the Company's future operating performance, the Company's share of new and existing markets, the Company's revenue and earnings growth rates, the Company's ability to innovate and commercialize new products, the Company's expected capital expenditure and the Company's implementation of cost-reduction initiatives and measures to improve pricing, including the optimization of the Company's manufacturing capacity.

Although the Company believes that these forward-looking statements are based upon reasonable assumptions regarding, among other things, current estimates and forecasts, general economic conditions, its knowledge of its business and key performance indicators that impact the Company, there can be no assurance that these forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. The Company undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws.

Some of the risks, uncertainties and other factors that could cause actual results to differ materially from those expressed in or implied by the forward-looking statements include, but are not limited to: global economic trends, competition and geopolitical risks, or an escalation of sanctions, tariffs or other trade tensions between the U.S. and China or other countries, and related impacts on our businesses' global supply chains and strategies; changes in macroeconomic and market conditions and market volatility, including developments and volatility arising from the COVID-19 pandemic, inflation, interest rates, the value of securities and other financial assets, precious metals, oil, natural gas and other commodity prices and exchange rates (particularly between the U.S. dollar and the Japanese yen, new Taiwan dollar, euro, Chinese yuan and South Korean won), the availability of government incentives, decreases or sudden increases of consumer demand, and the impact of such changes and volatility on our financial position and businesses; the duration and severity of the COVID-19 pandemic, and its impact across our businesses on demand, personnel, operations, our global supply chains and stock price; possible disruption in commercial activities or our supply chain due to terrorist activity, cyber-attack, armed conflict, political or financial instability, natural disasters, international trade disputes or major health concerns; loss of intellectual property due to theft, cyber-attack, or disruption to our information technology infrastructure; ability to enforce patents and protect intellectual property and trade secrets; unanticipated disruption to Corning's, our suppliers' and manufacturers' supply chain, equipment, facilities, IT systems or operations; product demand and industry capacity; competitive products and pricing; availability and costs of critical components, materials, equipment, natural resources and utilities; new product development and commercialization; order activity and demand from major customers; the amount and timing of our cash flows and earnings and other conditions, which may affect our ability to pay our quarterly dividend at the planned level or to repurchase shares at planned levels; the amount and timing of any future dividends; the effects of acquisitions, dispositions and other similar transactions; the effect of regulatory and legal developments; ability to pace capital spending to anticipated levels of customer demand; our ability to increase margins through implementation of operational changes, pricing actions and cost reduction measures; rate of technology change; adverse litigation; product and component performance issues; retention of key personnel; customer ability to maintain profitable operations and obtain financing to fund ongoing operations and manufacturing expansions and pay receivables when due; loss of significant customers; changes in tax laws, regulations and international tax standards; the impacts of audits by taxing authorities; the potential impact of legislation, government regulations, and other government action and investigations; and other risks detailed in Corning's SEC filings.

Use of Non-GAAP Financial Information

Corning has included non-GAAP financial measures in this presentation to supplement Corning's consolidated financial statements presented on a GAAP basis.

In managing the Company and assessing our financial performance, we adjust certain measures provided by our consolidated financial statements to exclude specific items to arrive at our core performance measures. These items include the impact of translating the Japanese yen-denominated debt, the impact of the translated earnings contracts, acquisition-related costs, certain discrete tax items and other tax-related adjustments, restructuring, impairment and other charges and credits, certain litigation, regulatory and other legal matters, pension mark-to-market adjustments and other items which do not reflect the ongoing operating results of the Company.

In addition, because a significant portion of our revenues and expenses are denominated in currencies other than the U.S. dollar, management believes it is important to understand the impact on sales and net income of translating these currencies into U.S. dollars. Therefore, management utilizes constant-currency reporting for the Display Technologies, Specialty Materials, Environmental Technologies and Life Sciences segments to exclude the impact from the Japanese yen, South Korean won, Chinese yuan, new Taiwan dollar and euro, as applicable to the segment. The most significant constant-currency adjustment relates to the Japanese yen exposure within the Display Technologies segment. We establish constant-currency rates based on internally derived management estimates, which are closely aligned with the currencies we have hedged.

We believe that the use of constant-currency reporting allows management to understand our results without the volatility of currency fluctuation, analyze underlying trends in the businesses and establish operational goals and forecasts. Further, we believe it reflects the underlying economics of the translated earnings contracts used to mitigate the impact of changes in currency exchange rates on our earnings and cash flows.

Core performance measures are not prepared in accordance with GAAP, but management believes that reporting core performance measures provides investors with greater transparency to the information used by our management team to make financial and operational decisions. We believe investors should consider these non-GAAP measures in evaluating results as they are more indicative of our core operating performance and how management evaluates operational results and trends. These measures are not, and should not be viewed as a substitute for, GAAP reporting measures. With respect to the outlook for future periods, it is not possible to provide reconciliations for these non-GAAP measures because management does not forecast the movement of foreign currencies against the U.S. dollar, or other items that do not reflect ongoing operations, nor does it forecast items that have not yet occurred or are out of management's control. As a result, management is unable to provide outlook information on a GAAP basis.

Q3 GAAP EARNINGS

FX Hedge Accounting and Other Charges

- Incurred restructuring charges of \$58M after tax
- Recorded realized gains and unrealized, non-cash mark-to-market losses on currency hedging contracts for a net after-tax gain of \$16M
 - Translation hedges reduce our economic exposure to currency fluctuations, providing higher certainty for our earnings and cash flow, our growth investments, and our future shareholder distributions
 - Hedge contracts settled in any given quarter substantially offset changes in earnings and cash flow due to currency fluctuations
- Recorded non-cash, after-tax gain of \$29M on the translation of Japanese-yen-denominated debt

CORNING

© 2023 Corning Incorporated

5



Third-Quarter 2023 Investor Call

Corning Reports Third-Quarter Financial Results

October 24, 2023

CORNING

Third Quarter 2023 Core Performance

 **\$3.5B**
Core Sales
Consistent QoQ

 **37%**
Gross Margin
80 bps Increase QoQ

 **\$0.45**
Core EPS
Consistent QoQ

 **\$466M**
Free Cash Flow


“Our markets continue to reflect demand below trend lines, but our sales will recover, and we will return to growth. In the meantime, we will continue to improve our profitability and cash flow, even in this current muted sales environment. As a result, as our markets recover to trend, we can serve them with our existing capacity and capabilities on an improved price and cost platform. This will allow us to grow profitability faster than sales and generate significant incremental cash flow.”

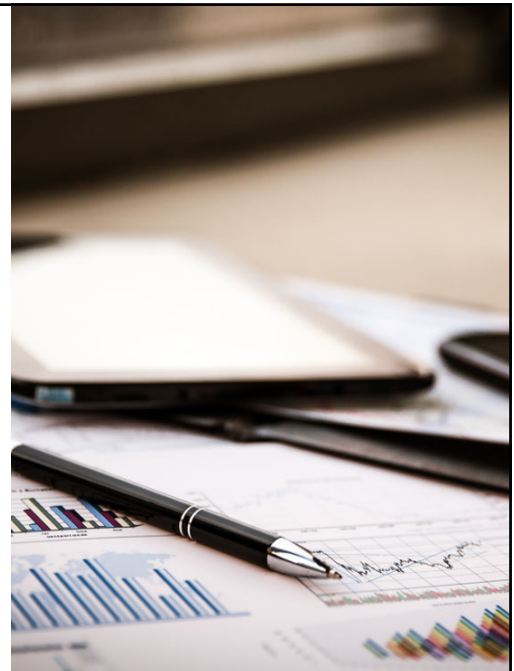
- Wendell Weeks, Chairman and CEO

Solid Progress on Profitability and Cash Flow Improvement

- Gross Margin expanded by 340 basis points versus fourth quarter of 2022, on almost \$200M less in sales
- Expect similar gross margin percentage sequentially
- Free cash flow grew \$156M sequentially and \$211M year over year
- Expect to continue to convert profit to cash at a strong rate going forward

 **37%**
Gross Margin
80 bps Increase QoQ

 **\$466M**
Free Cash Flow



CEO PERSPECTIVE

“More Corning” Highlights

MOBILE CONSUMER ELECTRONICS

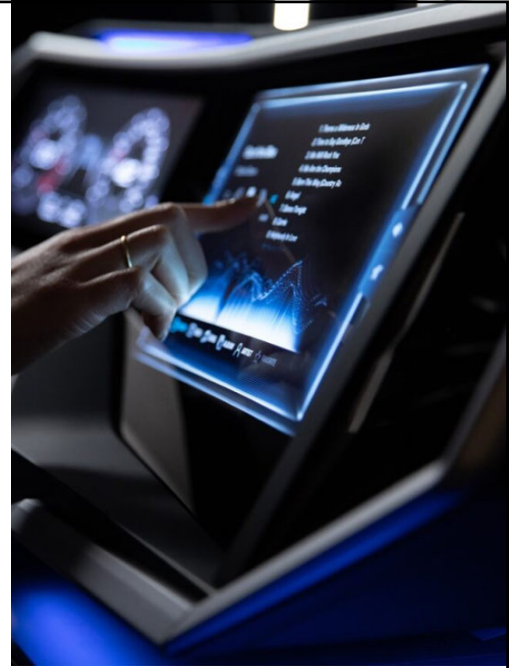
Extended our market leadership by collaborating with Apple to deliver durable glass with infused color – a first for any smartphone – for the back of the iPhone 15 and iPhone 15 Plus devices

LIFE SCIENCES

Announced Corning® Viridian™ Vials, which can improve filling-line efficiency by up to 50% while reducing vial-manufacturing carbon-dioxide-equivalent (CO₂e) emissions by up to 30%

AUTOMOTIVE

Expanded collaboration with longtime customer AUO to accelerate the production of their industry-leading, large-format curved display modules



CORNING

© 2023 Corning Incorporated

9

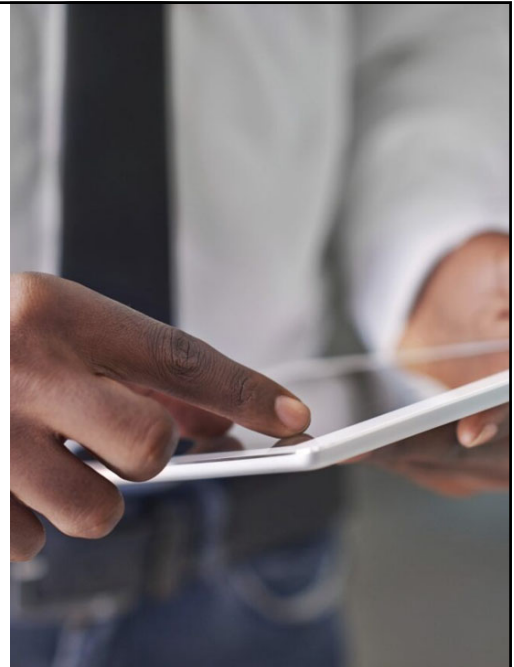
CEO PERSPECTIVE

Current Situation

- Weak customer demand has put us consistently at the lower end of our sales expectations
- We are outperforming on our price and productivity plans
- Well below the trend line for our operations profile
- Have capacity and capability to deliver \$3B+ in additional sales with minimal additional cash investment

Will our revenue return, and when?

- Understanding long-term market trends and where we are versus the trendline
- Confidence that we will win in those markets



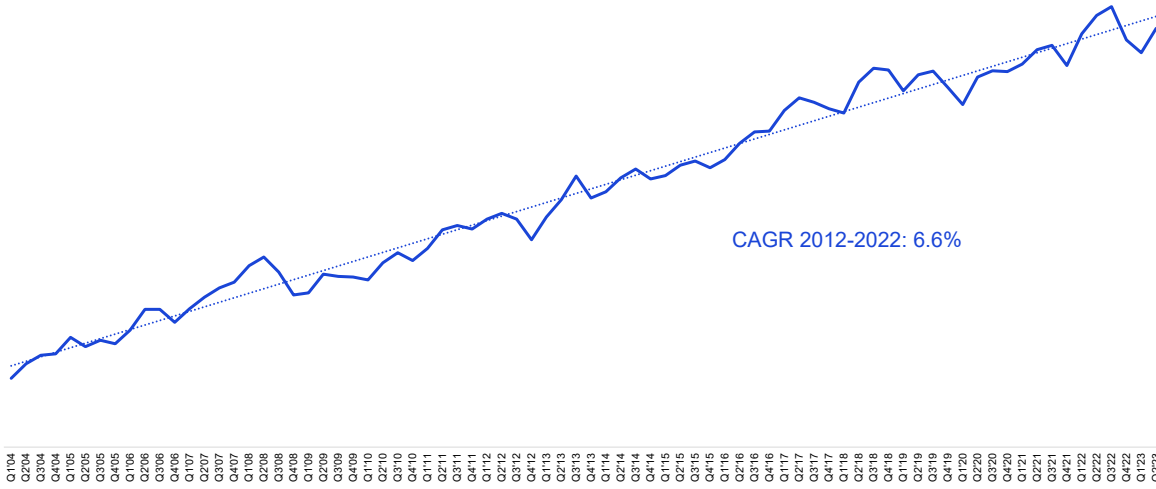
CORNING

© 2023 Corning Incorporated

10

CEO PERSPECTIVE

Global Fiber Shipments ex-China (M fkm)

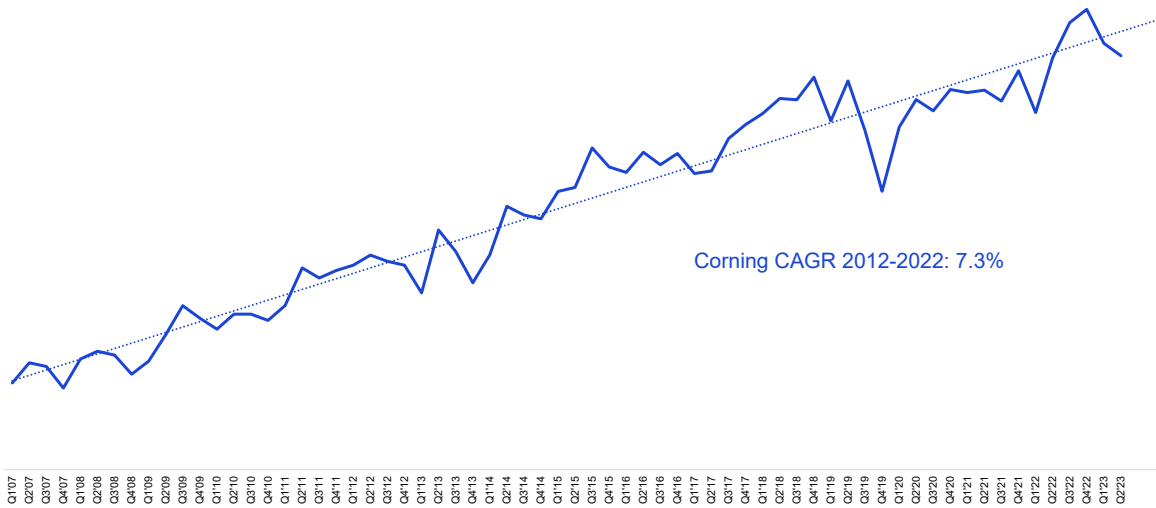


Source: CRU
CORNING

© 2023 Corning Incorporated

CEO PERSPECTIVE

Corning Fiber Shipments (M fkm)

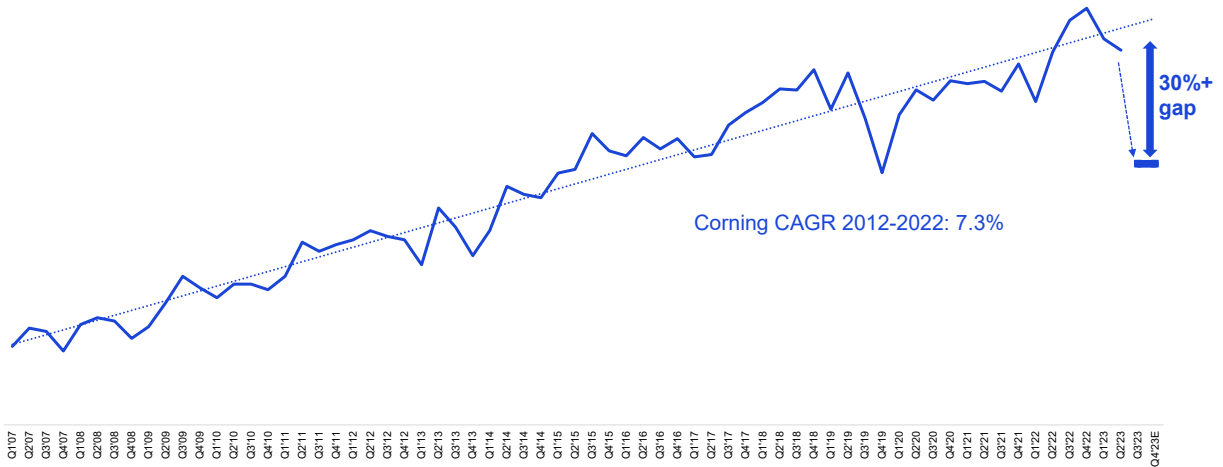


CORNING

© 2023 Corning Incorporated

CEO PERSPECTIVE

Corning Fiber Shipments (M fkm)



CORNING

© 2023 Corning Incorporated

13

CEO PERSPECTIVE

Trendline Analysis Used in All MAPs

- Returning to trendline adds 40%+ to Optical Communications sales
- All MAPs currently operating below trendline
- Enormous opportunity as our markets revert to mean



Source: CRU
CORNING

© 2023 Corning Incorporated

14

CEO PERSPECTIVE

Market Leadership

- Built a more advantaged position over the last few years
- We are the technology leader as well as lowest-cost producer
- Built more opportunities to capitalize on growth in our markets, increasing our value capture with our “More Corning” approach



CORNING

© 2023 Corning Incorporated

15

CEO PERSPECTIVE

Optical Communications

- Fiber optics remains the ascendent technology with growing applications in
 - Wireless
 - Cloud computing, including AI
 - Government efforts to connect the unconnected
- Innovating to increase revenue per installed fiber
- Building on global cost and technology leadership position and strength in local regions



CORNING

© 2023 Corning Incorporated

16

CEO PERSPECTIVE

Automotive

- New U.S. EPA regulations go into effect starting in 2027
- Regulations force adoption of gasoline particulate filters – we are the inventor and clear market leader
- Gasoline particulate filter adoption adds two to three times the content opportunity for internal combustion engine vehicles
- Significant growth in Environmental business even with global battery electric vehicle adoption
- Successful introduction of auto glass for interiors, which is being widely adopted in battery electric vehicles



CORNING

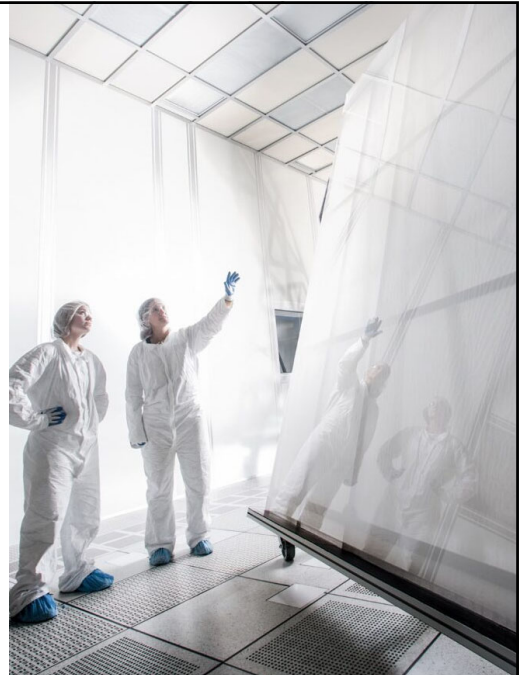
© 2023 Corning Incorporated

17

CEO PERSPECTIVE

Display Technologies

- Leader in technology, quality, and cost
- Successful development and capability in Gen 10.5 technology aligns with continued move to larger size TVs
- Improving productivity frees assets to serve
 - Corning® Gorilla® Glass
 - Glass ceramics
 - Automotive glass business



CORNING

© 2023 Corning Incorporated

18

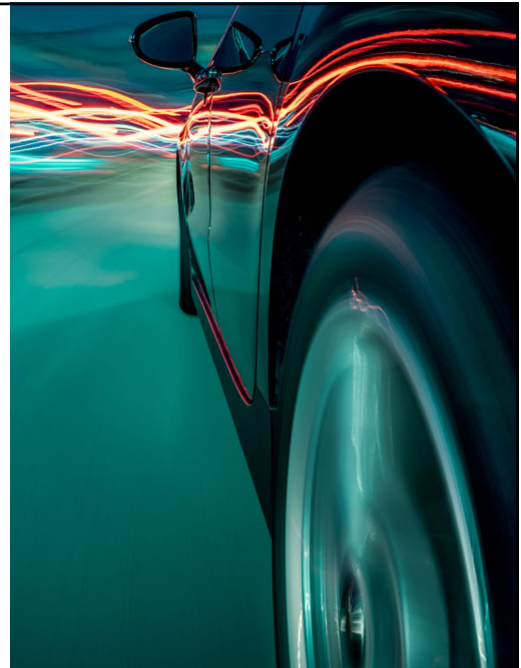
CEO PERSPECTIVE

New Product Platforms

Continue to build new product platforms in new categories

- Pharmaceutical packaging
- Automotive exterior glass for high-autonomy systems
- Rapidly growing opportunity to re-shore U.S. solar capacity

CORNING



© 2023 Corning Incorporated

19

CEO PERSPECTIVE

Market Recovery

- Believe our markets will recover, but predicting timing is less clear
- Will guide based on order-entry models
- Will continue programs to improve price, productivity, and cost to improve profitability and cash flow
- Enhancing performance near term with additional improvements as volume reverts to trend

CORNING

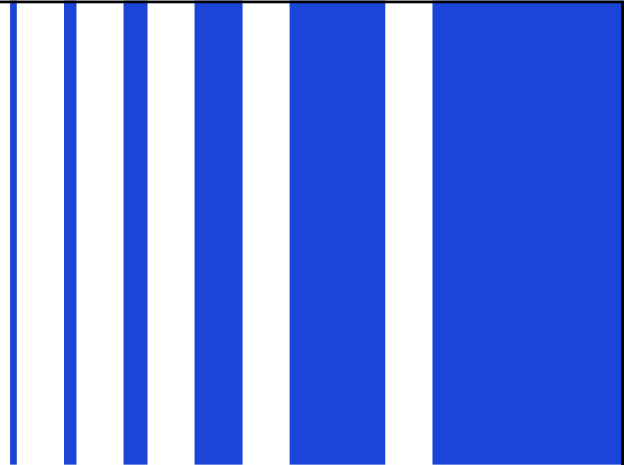


© 2023 Corning Incorporated

20

CEO Summary

- Continue to improve profitability and cash flow in the near term
- Maintain powerful platform throughout this downcycle
- Ability to deliver another \$3B+ in sales with strong incrementals and minimal cash investments



CFO PERSPECTIVE

Third Quarter Results

“Longer term, we remain confident in our ability to outperform our markets as they recover – and we expect to grow beyond prior-peak sales run rates. Importantly, we are already well positioned to capture that growth and drive strong operating leverage without substantial cash investments.”

- Ed Schlesinger, EVP and CFO



\$3.5B

Q3 Core Sales
Consistent QoQ



37%

Q3 Gross Margin
80 bps Increase QoQ



\$0.45

Q3 Core EPS
Consistent QoQ



\$466M

Q3 Free
Cash Flow

SEGMENT RECAP

Optical Communications



\$918M

Q3 Net Sales
Down 14% QoQ



\$91M

Q3 Net Income
Down 35% QoQ

Q3 Results

- Q3 Sales of \$918M, down 14% sequentially – reflecting lower order rates from carriers as they continue to draw down inventory
- Q3 Net income of \$91M, down 35% sequentially – on lower volume

Observations

- Not counting on improvements in our orders over next six months
- Longer term, expect our growth to resume, driven by
 - Customers completing the draw down of their inventory
 - Underlying growth drivers: broadband, 5G, cloud computing, and advanced AI
 - Public infrastructure investments

SEGMENT RECAP

Display Technologies



\$972M

Q3 Net Sales
Up 5% QoQ



\$242M

Q3 Net Income
Up 16% QoQ

Q3 Results

- Q3 Sales of \$972M, up 5% sequentially
- Q3 Net income of \$242M, up 16% sequentially – reflected progress on price increases and resulted in net income margin of 25%, up 3 percentage points from the second quarter
- Year over year sales and net income up 42% and 81%, respectively

Observations

- Volume in third quarter lower than expected
- On track to achieve double-digit price increases in the second half
- Expect panel maker utilization to decline sequentially in fourth quarter and the glass market and our volume to be down
- Supply chain expected to be healthy exiting 2023
- Expect to maintain or improve profitability levels in fourth quarter
- Pricing environment expected to remain favorable and glass supply to be balanced to demand

SEGMENT RECAP

Specialty Materials



\$563M

Q3 Net Sales
Up 33% QoQ



\$72M

Q3 Net Income
Up 118% QoQ

Q3 Results

- Q3 Sales of \$563M, up 33% sequentially – driven by customer product launches
- Q3 Net income of \$72M, up 118% sequentially – primarily driven by higher volume and adoption of premium cover materials

Observations

- Higher Corning® Gorilla® Glass sales resulting from customer product launches helped to offset overall end-market softness in the third quarter
- Continued solid demand for semiconductor materials drove another strong quarter for Advanced Optics

SEGMENT RECAP

Environmental Technologies



\$449M

Q3 Net Sales
Down 2% QoQ



\$99M

Q3 Net Income
Down 7% QoQ

Q3 Results

- Q3 Sales of \$449M, down 2% sequentially
- Q3 Net income of \$99M, down 7% sequentially

Observations

- Sales up 6% year over year, driven by ongoing growth of gasoline particulate filter adoption in China, which offset softness in heavy-duty markets in North America
- Productivity-improvement actions helped net income grow faster than sales, up 14% year over year

SEGMENT RECAP

Life Sciences



\$230M

Q3 Net Sales
Consistent QoQ



\$13M

Q3 Net Income
Up 18% QoQ

Q3 Results

- Q3 Sales of \$230M, consistent sequentially
- Q3 Net income of \$13M, up 18% sequentially – driven by productivity-improvement actions

Observations

- Year over year sales decline reflects significantly lower demand for COVID-related products in China and impact of customers drawing down inventory

SEGMENT RECAP

Hemlock and Emerging Growth Businesses



\$327M

Q3 Net Sales
Down 13% QoQ



\$8M

Q3 Net Loss

Q3 Results

- Q3 Sales of \$327M, down 13% sequentially – reflecting decline in solar polysilicon prices and lower sales in Pharmaceutical Technologies
- Q3 Net Loss of \$8M – on lower sales

Observations

- Continued strong demand for our solar-grade polysilicon that meets the need for a transparent, sustainable, and traceable solar supply chain in the U.S. market
- Long-term take-or-pay contracts with customers have floor pricing mechanisms to help mitigate impacts of spot-market dynamics

Outlook

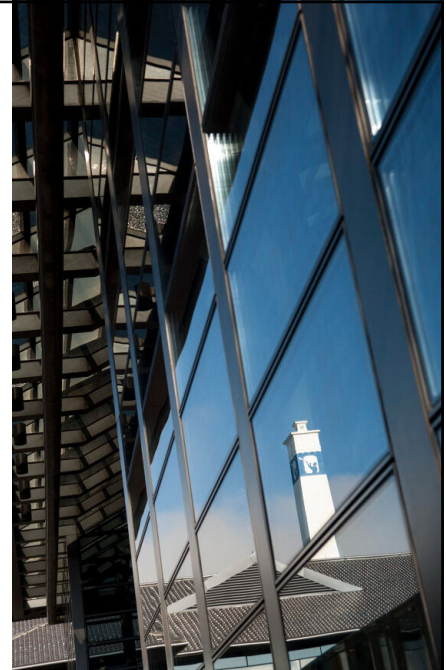
Q4 2023

- Core Sales: ~\$3.25B
- Core EPS: \$0.37 - \$0.42
- Gross Margin Percent: Similar to third quarter
- Cash Flow: Expect another strong quarter, despite sequential sales decline

Outlook Reflects

- Current order run rates
- Continued weak demand in Optical Communications
- Sequentially lower volume in Display Technologies, reflecting panel makers reducing utilization as we exited the third quarter
- Typical sales patterns in Specialty Materials following significant customer product launches
- Possibility that UAW strike could impact sales in Environmental Technologies in the fourth quarter

CORNING



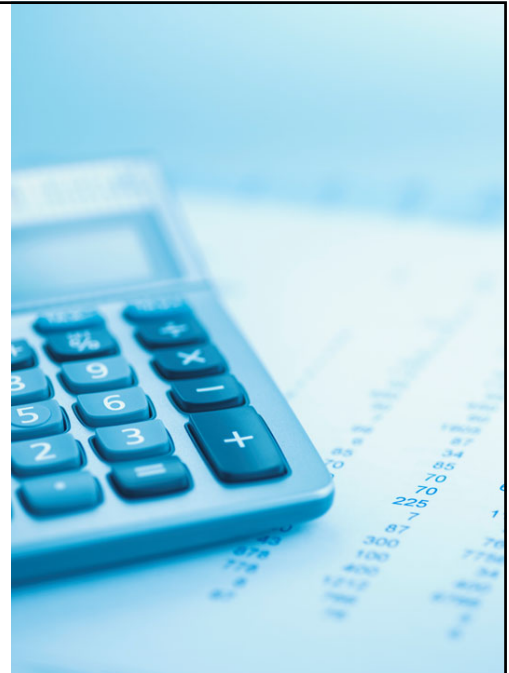
© 2023 Corning Incorporated

29

CFO PERSPECTIVE

Strong Financial Discipline

- Maintaining strong and efficient balance sheet
- One of the longest debt tenors in the S&P 500 – current average maturity is approximately 25 years
- Approximately \$1.3B of debt coming due in the next five years
- No significant debt coming due in any given year



CORNING

© 2023 Corning Incorporated

30

CFO Summary

- Continue focus on improving profitability and cash flow, despite muted sales outlook for fourth quarter
- Remain well positioned to capture significant additional sales with minimal cash investment
- Longer term, remain confident in our ability to
 - Outperform our markets as they recover
 - Grow beyond prior peak sales run rates
 - Drive strong operating leverage

CORNING

© 2023 Corning Incorporated

31

Q&A Session

CORNING

Corning's 2023 Investor Outreach Plans

- November 28 – UBS Global Technology Conference
- Management visits to investor offices in select cities



CORNING

© 2023 Corning Incorporated

33

Appendix

CORNING

2023 Corporate Metrics (as of October 24, 2023)⁽¹⁾⁽²⁾

Q4 2023

- Core Sales: ~\$3.25B
- Core EPS: \$0.37 - \$0.42
- Gross Margin Percent: Similar to third quarter
- SG&A and RD&E: ~\$430M and ~\$250M, respectively

Full-Year 2023

- Hemlock and Emerging Growth Businesses sales: \$1.45B - \$1.5B
- Other income/expense: (\$330M - \$340M) expense
- Gross equity earnings: ~\$32M
- Tax rate: ~21%
- Non-controlling interest: (\$80M - \$90M) expense
- Capital expenditures: ~\$1.4B

(1) Corning does not forecast the movement of foreign currencies against the U.S. dollar, or other items that do not reflect ongoing operations. As a result, the company is unable to provide guidance on a GAAP basis.
 (2) Core performance measures are non-GAAP measures. Definitions and reconciliations are provided on our website.

CORNING

© 2023 Corning Incorporated

35

Q3 2023 Core Performance

\$ in millions, except EPS	Q3	Q2	Q3
	2023	2023	2022
Core Net Sales	\$3,459	\$3,482	\$3,666
Core Gross Margin	\$1,279	\$1,262	\$1,325
Gross Margin %	37%	36%	36%
Core SG&A	\$438	\$403	\$428
% of Sales	13%	12%	12%
Core RD&E	\$264	\$250	\$279
% of Sales	8%	7%	8%
Core Operating Margin	\$577	\$609	\$618
Operating Margin %	17%	17%	17%
Core Gross Equity Earnings	\$8	\$11	\$3
Core Net Profit Before Taxes	\$510	\$523	\$565
Core Net Income attributable to Corning Incorporated	\$386	\$388	\$438
Core EPS	\$0.45	\$0.45	\$0.51
Weighted-Average Shares Outstanding	859	859	855

Core performance measures are non-GAAP measures. Definitions and reconciliations are provided on our website.

CORNING

© 2023 Corning Incorporated

36

Q3 2023 Operating Performance by Segment

Segment Net Sales	Q3	Q2	%	Q3	%
<i>\$ in millions</i>	2023	2023	change	2022	change
Optical Communications	\$918	\$1,066	(14%)	\$1,317	(30%)
Carrier Network	\$635	\$783	(19%)	\$975	(35%)
Enterprise Network	\$283	\$283	—	\$342	(17%)
Display Technologies	\$972	\$928	5%	\$686	42%
Specialty Materials	\$563	\$423	33%	\$519	8%
Environmental Technologies	\$449	\$457	(2%)	\$425	6%
Automotive	\$300	\$279	8%	\$261	15%
Diesel	\$149	\$178	(16%)	\$164	(9%)
Life Sciences	\$230	\$231	—	\$312	(26%)
Hemlock and Emerging Growth Businesses	\$327	\$377	(13%)	\$407	(20%)
Total Segment Net Sales and Hemlock and Emerging Growth Businesses	\$3,459	\$3,482	(1%)	\$3,666	(6%)

Segment Net Income	Q3	Q2	%	Q3	%
<i>\$ in millions</i>	2023	2023	change	2022	change
Optical Communications	\$91	\$140	(35%)	\$183	(50%)
Display Technologies	\$242	\$208	16%	\$134	81%
Specialty Materials	\$72	\$33	118%	\$96	(25%)
Environmental Technologies	\$99	\$107	(7%)	\$87	14%
Life Sciences	\$13	\$11	18%	\$43	(70%)
Hemlock and Emerging Growth Businesses	(\$8)	\$26	*	\$18	*
Total Segment Net Income and Hemlock and Emerging Growth Businesses	\$509	\$525	(3%)	\$561	(9%)

* Not meaningful

Core performance measures are non-GAAP measures. Definitions and reconciliations are provided on our website.

CORNING

© 2023 Corning Incorporated

37

Year-to-Date Core Performance

<i>\$ in millions, except EPS</i>	YTD	YTD
	Q3 2023	Q3 2022
Core Net Sales	\$10,308	\$11,172
Core Gross Margin	\$3,727	\$4,105
Gross Margin %	36%	37%
Core SG&A	\$1,252	\$1,349
% of Sales	12%	12%
Core RD&E	\$766	\$773
% of Sales	7%	7%
Core Operating Margin	\$1,709	\$1,983
Operating Margin %	17%	18%
Core Gross Equity Earnings	\$31	\$6
Core Net Profit Before Taxes	\$1,494	\$1,827
Core Net Income attributable to Corning Incorporated	\$1,124	\$1,392
Core EPS	\$1.31	\$1.62
Weighted-Average Shares Outstanding	858	857

Core performance measures are non-GAAP measures. Definitions and reconciliations are provided on our website.

CORNING

© 2023 Corning Incorporated

38

Year-to-Date Operating Performance by Segment

Segment Net Sales	YTD	YTD	%
\$ in millions	Q3 2023	Q3 2022	change
Optical Communications	\$3,109	\$3,828	(19%)
Carrier Network	\$2,252	\$2,865	(21%)
Enterprise Network	\$857	\$963	(11%)
Display Technologies	\$2,663	\$2,523	6%
Specialty Materials	\$1,392	\$1,497	(7%)
Environmental Technologies	\$1,337	\$1,190	12%
Automotive	\$837	\$701	19%
Diesel	\$500	\$489	2%
Life Sciences	\$717	\$934	(23%)
Hemlock and Emerging Growth Businesses	\$1,090	\$1,200	(9%)
Total Segment Net Sales and Hemlock and Emerging Growth Businesses	\$10,308	\$11,172	(8%)

Segment Net Income	YTD	YTD	%
\$ in millions	Q3 2023	Q3 2022	change
Optical Communications	\$390	\$531	(27%)
Display Technologies	\$610	\$598	2%
Specialty Materials	\$144	\$262	(45%)
Environmental Technologies	\$288	\$223	29%
Life Sciences	\$33	\$122	(73%)
Hemlock and Emerging Growth Businesses	\$34	\$35	(3%)
Total Segment Net Income and Hemlock and Emerging Growth Businesses	\$1,499	\$1,771	(15%)

Core performance measures are non-GAAP measures. Definitions and reconciliations are provided on our website.

CORNING

© 2023 Corning Incorporated

39

Adjusted Operating Cash Flow Reconciliation

\$ in millions	Q3 2023	Q3 2022	YTD	YTD
			Q3 2023	Q3 2022
Cash flows from operating activities	\$722	\$706	\$1,292	\$1,998
Realized gains on translated earnings contracts and other	\$93	\$77	\$270	\$209
Translation losses on cash balances	(\$8)	(\$63)	(\$58)	(\$140)
Adjusted cash flows from operating activities	\$807	\$720	\$1,504	\$2,067
Less: Capital expenditures	\$341	\$465	\$1,111	\$1,201
Free cash flow	\$466	\$255	\$393	\$866

Core performance measures are non-GAAP measures. Definitions and reconciliations are provided on our website.

CORNING

© 2023 Corning Incorporated

40

Reconciliation of Non-GAAP to GAAP Financial Measures

Q3 2023	Sales	Gross Margin	Gross Margin %	SG&A	RD&E	Operating Margin	Operating Margin %	Equity Earnings	Income Before Income Taxes	Net Income attributable to Corning Incorporated	Tax Rate (a)	Per Share
As Reported - GAAP	\$3,173	\$1,004	31.6%	\$468	\$270	\$236	7.4%	\$5	\$217	\$164	16.1%	\$0.19
Constant-currency adjustment	266	212		3		209		3	212	164		0.19
Translation gain on Japanese yen-denominated debt									(35)	(29)		(0.03)
Translated earnings contract gain									(20)	(16)		(0.02)
Acquisition-related costs						(1)	31		33	25		0.03
Discrete tax items and other tax-related adjustments										(3)		(0.00)
Restructuring, impairment, and other charges and credits		63		(2)	(7)	72			72	58		0.07
Litigation, regulatory and other legal matters				(35)		35			32	25		0.03
Pension mark-to-market adjustment				4	2	(6)			7	6		0.01
Gain on investments									(8)	(8)		(0.01)
Core performance measures	\$3,459	\$1,279	37.0%	\$438	\$264	\$577	16.7%	\$8	\$510	\$386	20.5%	\$0.45

(a) The calculation of the effective tax rate ("ETR") excludes net income attributable to non-controlling interest ("NCI").

Q3 2023 YTD	Sales	Gross Margin	Gross Margin %	SG&A	RD&E	Operating Margin	Operating Margin %	Equity Earnings	Income Before Income Taxes	Net Income attributable to Corning Incorporated	Tax Rate (a)	Per Share
As Reported - GAAP	\$9,594	\$3,020	31.5%	\$1,329	\$787	\$812	8.5%	\$25	\$854	\$621	20.8%	\$0.72
Constant-currency adjustment	714	537		8		529		6	535	403		0.47
Translation gain on Japanese yen-denominated debt									(162)	(131)		(0.15)
Translated earnings contract gain									(128)	(103)		(0.12)
Acquisition-related costs				2	(1)	91			99	70		0.08
Discrete tax items and other tax-related adjustments										26		0.03
Restructuring, impairment, and other charges and credits		196		(24)	(19)	239			270	216		0.25
Litigation, regulatory and other legal matters		(6)		(53)		47			44	35		0.04
Pension mark-to-market adjustment				(10)	(1)	11			1	1		0.00
Loss on investments									1	1		0.00
Gain on sale of business		(20)				(20)			(20)	(15)		(0.02)
Core performance measures	\$10,308	\$3,727	36.2%	\$1,252	\$766	\$1,709	16.6%	\$31	\$1,494	\$1,124	20.5%	\$1.31

(a) The calculation of the effective tax rate ("ETR") excludes net income attributable to non-controlling interest ("NCI").

Core performance measures are non-GAAP measures. Definitions and reconciliations are provided on our website.

CORNING

© 2023 Corning Incorporated

41

CORNING