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Second-Quarter 2023 Investor Call

Corning Reports Second-Quarter Financial Results

July 25, 2023

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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.

FX Hedge Accounting and Other Charges

- Recorded unrealized, non-cash, after-tax gain of $124M in Q2 2023 on mark-to-market adjustments associated with currency-hedging contracts and foreign debt
  - 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
- Incurred restructuring charges of $105M

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CEO PERSPECTIVE

Second Quarter 2023 Core Performance

$3.5B
Core Sales
3% Increase QoQ

36.2%
Gross Margin
100 bps Increase QoQ

$0.45
Core EPS
10% Increase QoQ

$310M
Free Cash Flow

"We expect to continue improving profitability and cash flow despite our relatively muted sales environment. Furthermore, our 'More Corning' approach is opening additional revenue streams. Taken together, we anticipate strong operating leverage when our markets recover and our volume returns."

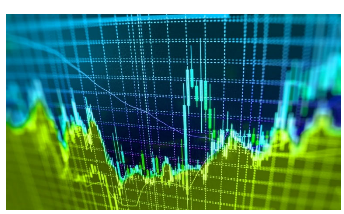
- Wendell Weeks, Chairman and CEO

CEO PERSPECTIVE

Primary Factors

- Supply chain disruptions
- Inflation
- Interest rate hikes
- Spike in U.S. dollar
- Consumer spending patterns
- Market demand below historical trends
- Customer inventory management

Introduced comprehensive plan to improve profitability and cash flow while innovating to generate additional revenue streams



CEO PERSPECTIVE

Comprehensive Plan

- Taking pricing actions
- Returning productivity ratios to historic levels
- Reducing inventory
- Expecting profitability and cash generation to continue improving

36.2%
Gross Margin
100 bps Increase QoQ

$310M
Free Cash Flow

Actions will further improve profitability and cash generation when our markets recover, our volume returns, and our sales increase

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CEO PERSPECTIVE

Display Technologies

- Panel maker utilization improvement continued in the second quarter
- Grew sales more than 20% sequentially, driven by higher volume
- Expect to show additional profitability improvement in the third quarter, driven by pricing actions
- Goal to return Display to pre-pandemic profitability levels as we exit the third quarter

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Creating Revenue Streams Across Markets

OPTICAL COMMUNICATIONS

Commercializing a Gen 2, high-density, high-value interconnect system designed to enable requirements – and capture growth – driven by AI

MOBILE CONSUMER ELECTRONICS

Launching two products – this fall and next year – featuring innovations that significantly increase our value per device

AUTOMOTIVE

Recently commercialized a solution in auto glass exterior business that is a significant step to achieving goal of $100-per-car in electric vehicles; adoption of GPF technology for ICE vehicles is expanding into additional regions

LIFE SCIENCES

New Corning® Viridian™ Vials are addressing the growing need for sustainable products in the pharmaceutical supply chain

SOLAR

Scaling our solar business, which we expect to add meaningful annual profit and cash flow – beginning in a couple years

We've built a robust opportunity set that will drive durable, long-term growth

CEO Summary

- Approach is not to count on conditions in our end markets or our sales improving significantly from the second quarter
- Executing well on comprehensive plan to improve profitability and cash flow throughout this low-volume period
- Positioned to deliver significant operating leverage on sales that will grow faster than our markets

Taking the right steps to improve our performance today and to further improve our results when volume returns

CFO PERSPECTIVE

Second Quarter Results

"Looking ahead, we will continue improving profitability and cash generation in the second half despite our current sales outlook. Overall, we remain well positioned to capture upside, and as sales grow, we'll drive strong operating leverage."

- Ed Schlesinger, EVP and CFO

$3.5B	**36.2%**	**$0.45**	**$310M**
Q2 Core Sales 3% Increase QoQ	Q2 Gross Margin 100 bps Increase QoQ	Q2 Core EPS 10% Increase QoQ	Q2 Free Cash Flow

CFO PERSPECTIVE

Highlights

Results demonstrate progress on and benefits from comprehensive approach to improve profitability and cash flow, including continued actions to

- Offset inflationary costs
- Return productivity ratios to historical levels
- Reduce inventory

SEGMENT RECAP

Optical Communications

$1,066M
Q2 Net Sales
Down 5% QoQ

$140M
Q2 Net Income
Down 12% QoQ

Q2 Results

- Q2 Sales of $1,066M, down 5% sequentially – near-term demand for passive optical network products remains weak
- Q2 Net income of $140M, down 12% sequentially – on lower volume, moderated by productivity improvements

Observations

- Major innovation programs underway in four significant secular trends - broadband, 5G, the cloud, and advanced AI
- Connectivity solutions offer economic advantages for a broader range of customers than ever before
- Long-term demand for optical networks strongly supported by trends in computation as well as private and public infrastructure investments

SEGMENT RECAP

Display Technologies

$928M
Q2 Net Sales
Up 22% QoQ

$208M
Q2 Net Income
Up 30% QoQ

Q2 Results

- Q2 Sales of $928M, up 22% sequentially
- Q2 Net income of $208M, up 30% sequentially – primarily driven by higher volume

Observations

- Since January, panel maker utilization has increased consistently, driving significant sequential glass volume increases in the second quarter
- Believe the display industry recovery is underway
- Expect to finalize agreements for a double-digit price increase; begin to go into effect in third quarter
- Expect profitability to improve, beginning in third quarter, and return to pre-pandemic levels as we exit third quarter

SEGMENT RECAP

Specialty Materials

$423M

Q2 Net Sales
Up 4% QoQ

$33M

Q2 Net Income
Down 15% QoQ

Q2 Results

- Q2 Sales of $423M, up 4% sequentially – on higher Gorilla Glass sales
- Q2 Net income of $33M, down 15% sequentially – impacted by continued development costs for new product launches

Observations

- New innovation opportunities in emerging trends that will extend “More Corning” opportunities far into the future
  - Augmented reality
  - Bendable devices
  - Generative AI

SEGMENT RECAP

Environmental Technologies

$457M

Q2 Net Sales
Up 6% QoQ

$107M

Q2 Net Income
Up 30% QoQ

Q2 Results

- Q2 Sales of $457M, up 6% sequentially
- Q2 Net income of $107M, up 30% sequentially – on stronger sales and improved productivity

Observations

- Sequential Automotive sales increase driven by ramp of GPF sales in China for regulations now in effect; do not expect to see this level of GPF sales in China in third quarter
- Year over year Diesel sales increase driven by heavy-duty demand in North America and Europe – more than offset languishing demand in China

SEGMENT RECAP

Life Sciences

$231M

Q2 Net Sales
Down 10% QoQ

$11M

Q2 Net Income
Up 22% QoQ

Q2 Results

- Q2 Sales of $231M, down 10% sequentially – on lower demand for COVID-related products in China and customers continuing to draw down inventory
- Q2 Net income of $11M, up 22% sequentially –with productivity improvements more than offsetting lower sales

Observations

- Expect sales and profitability to improve as industry corrects, and we continue to restore productivity ratios back to pre-pandemic levels

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SEGMENT RECAP

Hemlock and Emerging Growth Businesses

$377M

Q2 Net Sales
Down 2% QoQ

$26M

Q2 Net Income
Up 63% QoQ

Q2 Results

- Q2 Sales of $377M, down 2% sequentially
- Q2 Net income of $26M, up 63% sequentially – driven by productivity improvements

Observations

- Year over year sales decline partly associated with a decline in solar-grade polysilicon spot prices
- Seeing continued strong demand for solar-grade polysilicon to meet 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 pricing floor mechanisms to help mitigate impacts of spot-market dynamics

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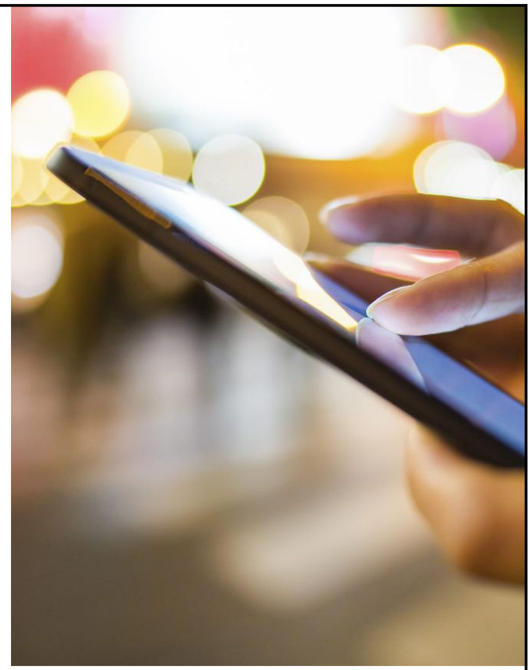
Outlook

Q3 2023
- Core Sales: ~$3.5B, in line with second quarter
- Core EPS: About the same or slightly better sequentially

Outlook Reflects
- Differing dynamics in each business
  - Improvements in Display Technologies and Specialty Materials
  - Declines in Optical Communications and Environmental Technologies
- Sequential increase in interest expense; slightly higher tax rate

Capex
- 2023 full-year capital expenditures slightly lower than 2022



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CFO Summary

- Second-quarter results demonstrate benefits from comprehensive approach to address aftereffects of pandemic
- Undertaking initiatives to capture next wave of growth opportunities
- Underlying fundamental market drivers remain intact
- Enhance shareholder value in near- and long-term

Well positioned to continue capturing growth tied to key secular trends and expect to grow faster than our markets, driven by our “More Corning” approach

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Q&A Session

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Corning's 2023 Investor Outreach Plans

- September 7 – Citi's 2023 Global Technology Conference
- Management visits to investor offices in select cities

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Appendix

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2023 Corporate Metrics (as of July 25, 2023)(1)(2)

Q3 2023
- Core Sales: ~$3.5B
- Core EPS: About the same or slightly better sequentially
- Hemlock and Emerging Growth Businesses: $320M - $340M
- Operating Expense: ~$680M
- Other income/expense: ~($100M)

Full-Year 2023
- Hemlock and Emerging Growth Businesses sales: $1.45B - $1.55B
- SG&A and RD&E: ~$1.7B and ~$1B, respectively
- Other income/expense: ($360M - $370M)
- Gross equity earnings: ~$30M
- Tax rate: ~21%
- Non-controlling interest: ($85M - $95M) expense
- Capital expenditures: Slightly less than 2022

(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.

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Q2 2023 Core Performance

$ in millions, except EPS	Q2 2023	Q1 2023	Q2 2022
Core Net Sales	$3,482	$3,367	$3,762
Core Gross Margin	$1,262	$1,186	$1,410
Gross Margin %	*36%*	*35%*	*37%*
Core SG&A	$403	$411	$460
% of Sales	*12%*	*12%*	*12%*
Core RD&E	$250	$252	$244
% of Sales	*7%*	*7%*	*6%*
Core Operating Margin	$609	$523	$706
Operating Margin %	*17%*	*16%*	*19%*
Core Gross Equity Earnings	$11	$12	$3
Core Net Profit Before Taxes	$523	$461	$646
Core Net Income attributable to Corning Incorporated	$388	$350	$489
Core EPS	$0.45	$0.41	$0.57
Weighted-Average Shares Outstanding	859	859	856

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

Q2 2023 Operating Performance by Segment

Segment Net Sales *$ in millions*	Q2 2023	Q1 2023	*% change*	Q2 2022	*% change*
Optical Communications	$1,066	$1,125	*(5%)*	$1,313	*(19%)*
Carrier Network	$783	$834	*(6%)*	$967	*(19%)*
Enterprise Network	$283	$291	*(3%)*	$346	*(18%)*
Display Technologies	$928	$763	*22%*	$878	*6%*
Specialty Materials	$423	$406	*4%*	$485	*(13%)*
Environmental Technologies	$457	$431	*6%*	$356	*28%*
Automotive	$279	$258	*8%*	$199	*40%*
Diesel	$178	$173	*3%*	$157	*13%*
Life Sciences	$231	$256	*(10%)*	$312	*(26%)*
Hemlock and Emerging Growth Businesses	$377	$386	*(2%)*	$418	*(10%)*
Total Segment Net Sales and Hemlock and Emerging Growth Businesses	**$3,482**	**$3,367**	***3%***	**$3,762**	***(7%)***

Segment Net Income *$ in millions*	Q2 2023	Q1 2023	*% change*	Q2 2022	*% change*
Optical Communications	$140	$159	*(12%)*	$182	*(23%)*
Display Technologies	$208	$160	*30%*	$228	*(9%)*
Specialty Materials	$33	$39	*(15%)*	$91	*(64%)*
Environmental Technologies	$107	$82	*30%*	$62	*73%*
Life Sciences	$11	$9	*22%*	$37	*(70%)*
Hemlock and Emerging Growth Businesses	$26	$16	*63%*	$25	*4%*
Total Segment Income and Hemlock and Emerging Growth Businesses	**$525**	**$465**	***13%***	**$625**	***(16%)***

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Year-to-Date Core Performance

$ in millions, except EPS	YTD Q2 2023	YTD Q2 2022
Core Net Sales	$6,849	$7,506
Core Gross Margin	$2,448	$2,780
Gross Margin %	*36%*	*37%*
Core SG&A	$814	$921
% of Sales	*12%*	*12%*
Core RD&E	$502	$494
% of Sales	*7%*	*7%*
Core Operating Margin	$1,132	$1,365
Operating Margin %	*17%*	*18%*
Core Gross Equity Earnings	$23	$3
Core Net Profit Before Taxes	$984	$1,262
Core Net Income attributable to Corning Incorporated	$738	$954
Core EPS	$0.86	$1.11
Weighted-Average Shares Outstanding	859	857

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Year-to-Date Operating Performance by Segment

Segment Net Sales *$ in millions*	YTD Q2 2023	YTD Q2 2022	% *change*
Optical Communications	$2,191	$2,511	*(13%)*
Carrier Network	$1,617	$1,890	*(14%)*
Enterprise Network	$574	$621	*(8%)*
Display Technologies	$1,691	$1,837	*(8%)*
Specialty Materials	$829	$978	*(15%)*
Environmental Technologies	$888	$765	*16%*
Automotive	$537	$440	*22%*
Diesel	$351	$325	*8%*
Life Sciences	$487	$622	*(22%)*
Hemlock and Emerging Growth Businesses	$763	$793	*(4%)*
Total Segment Net Sales and Hemlock and Emerging Growth Businesses	**$6,849**	**$7,506**	***(9%)***

Segment Net Income *$ in millions*	YTD Q2 2023	YTD Q2 2022	% *change*
Optical Communications	$299	$348	*(14%)*
Display Technologies	$368	$464	*(21%)*
Specialty Materials	$72	$166	*(57%)*
Environmental Technologies	$189	$136	*39%*
Life Sciences	$20	$79	*(75%)*
Hemlock and Emerging Growth Businesses	$42	$17	*147%*
Total Segment Net Income and Hemlock and Emerging Growth Businesses	**$990**	**$1,210**	***(18%)***

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

Adjusted Operating Cash Flow Reconciliation

$ in millions	Q2 2023	Q2 2022	YTD Q2 2023	YTD Q2 2022
Cash flows from operating activities	$619	$758	$570	$1,292
Realized gains on translated earnings contracts and other	$96	$92	$177	$132
Translation losses on cash balances	($17)	($57)	($50)	($77)
Adjusted cash flows from operating activities	**$698**	**$793**	**$697**	**$1,347**
Less: Capital expenditures	$388	$353	$770	$736
Free cash flow	**$310**	**$440**	**($73)**	**$611**

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Reconciliation of Non-GAAP to GAAP Financial Measures

Q2 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	**$3,243**	**$1,013**	**31.2%**	**$440**	**$263**	**$279**	**8.6%**	**$10**	**$409**	**$281**	**25.9%**	**$0.33**
Constant-currency adjustment	239	176		3		173		1	174	125		0.15
Translation gain on Japanese yen-denominated debt									(109)	(88)		(0.10)
Translated earnings contract gain									(116)	(93)		(0.11)
Acquisition-related costs				1		30			32	25		0.03
Discrete tax items and other tax-related adjustments										31		0.04
Restructuring, impairment, and other charges and credits		79		(17)	(12)	108			132	105		0.12
Litigation, regulatory and other legal matters		(6)		(18)		12			12	10		0.01
Pension mark-to-market adjustment				(6)	(1)	7			(16)	(13)		(0.02)
Loss on investments									5	5		0.01
Core performance measures	**$3,482**	**$1,262**	**36.2%**	**$403**	**$250**	**$609**	**17.5%**	**$11**	**$523**	**$388**	**21.5%**	**$0.45**

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

Q2 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	**$6,421**	**$2,016**	**31.4%**	**$861**	**$517**	**$576**	**9.0%**	**$20**	**$637**	**$457**	**22.4%**	**$0.53**
Constant-currency adjustment	428	325		5		320		3	323	239		0.28
Translation gain on Japanese yen-denominated debt									(127)	(102)		(0.12)
Translated earnings contract gain									(108)	(87)		(0.10)
Acquisition-related costs				2		60			66	45		0.05
Discrete tax items and other tax-related adjustments										29		0.03
Restructuring, impairment, and other charges and credits		133		(22)	(12)	167			198	158		0.18
Litigation, regulatory and other legal matters		(6)		(18)		12			12	10		0.01
Pension mark-to-market adjustment				(14)	(3)	17			(6)	(5)		(0.01)
Loss on investments									9	9		0.01
Gain on sale of business		(20)				(20)			(20)	(15)		(0.02)
Core performance measures	**$6,849**	**$2,448**	**35.7%**	**$814**	**$502**	**$1,132**	**16.5%**	**$23**	**$984**	**$738**	**20.5%**	**$0.86**

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

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