



Figure 15: Eastman Annual Cash Flow Statement 2011-2015E (\$ in millions)

|                                                      | 2011         | 2012           | 2013         | Q1A          | Q2A          | 2014E        | 2015E        |
|------------------------------------------------------|--------------|----------------|--------------|--------------|--------------|--------------|--------------|
| <b>Operating Activities:</b>                         |              |                |              |              |              |              |              |
| <b>Adjustments to Reconcile Net</b>                  |              |                |              |              |              |              |              |
| <b>Income to Cash From Operations</b>                |              |                |              |              |              |              |              |
| Net Income                                           | \$696        | \$444          | \$1,172      | \$234        | \$294        | \$1,046      | \$1,138      |
| Depreciation and Amortization                        | 273          | 360            | 433          | 107          | 110          | 445          | 465          |
| Deferred Income Taxes                                | 11           | 48             | 331          | 32           | 29           | 185          | 185          |
| Mark-to-Market Pension & OPEB (Gains) Losses         |              | 247            | (383)        |              |              |              |              |
| Pension and OPEB Contributions in Excess of Expenses |              | (97)           | (149)        | (12)         | (33)         | (135)        | (135)        |
| Variable Compensation in Excess of Expenses          |              | 26             | 82           | (93)         | 40           |              |              |
| Asset Impairment Charges                             |              | 46             | 28           | 8            | 0            |              |              |
| (Gain) Loss On Sale of Assets/Investments            | (70)         |                |              |              |              |              |              |
| Other                                                |              |                | 0            |              | (5)          |              |              |
| <b>Change in Operating Assets and Liabilities</b>    |              |                |              |              |              |              |              |
| Working Capital (Increases)                          | (370)        | 96             | (46)         | (255)        | (34)         | (7)          | (50)         |
| Other                                                | 85           | (42)           | (171)        | (51)         | 18           | (125)        | (125)        |
| <b>Cash Flow From Operations</b>                     | <b>625</b>   | <b>1,128</b>   | <b>1,297</b> | <b>(30)</b>  | <b>419</b>   | <b>1,408</b> | <b>1,478</b> |
| <b>Free Cash Flow</b>                                |              |                |              |              |              |              |              |
| Cash Flow From Operations                            | 625          | 1,128          | 1,297        | (30)         | 419          | 1,408        | 1,478        |
| Less: Capital Expenditures                           | (457)        | (465)          | (483)        | (122)        | (132)        | (575)        | (600)        |
| <b>Free Cash Flow</b>                                | <b>168</b>   | <b>663</b>     | <b>814</b>   | <b>(152)</b> | <b>287</b>   | <b>833</b>   | <b>878</b>   |
| Less: Dividends                                      | (136)        | (192)          | (140)        | (53)         | (53)         | (212)        | (226)        |
| <b>Free Cash Flow (EMN Definition)</b>               | <b>32</b>    | <b>471</b>     | <b>674</b>   | <b>(205)</b> | <b>234</b>   | <b>621</b>   | <b>652</b>   |
| <b>Investing Activities:</b>                         |              |                |              |              |              |              |              |
| Capital Expenditures                                 | (457)        | (465)          | (483)        | (122)        | (132)        | (575)        | (600)        |
| Acquisitions                                         | (156)        | (2,669)        |              |              | (283)        | (370)        |              |
| Proceeds from Sale of Assets & Investments           | 651          | 207            | 31           | 4            | 8            |              |              |
| Additions to Short-Term Time Deposits                | (200)        |                |              |              |              |              |              |
| Additions to Capitalized Software                    | (9)          | (5)            | (5)          | (1)          |              |              |              |
| Other                                                | 29           | (30)           |              |              | 2            |              |              |
| <b>Total Investing Activities</b>                    | <b>(142)</b> | <b>(2,962)</b> | <b>(457)</b> | <b>(119)</b> | <b>(405)</b> | <b>(945)</b> | <b>(600)</b> |
| <b>Financing Activities:</b>                         |              |                |              |              |              |              |              |
| Inc. (Decr.) in L/T Debt                             | (2)          | 1,645          | (955)        | 125          | 365          | 249          |              |
| Inc. (Decr.) in S/T Debt                             | 1            | (1)            | 425          | 257          | (231)        |              |              |
| Dividends                                            | (136)        | (192)          | (140)        | (53)         | (53)         | (212)        | (226)        |
| Purchase of Treasury Stock                           | (316)        |                | (238)        | (260)        | (100)        | (500)        | (600)        |
| Dividends Paid to Noncontrolling Interests           |              |                | (10)         | (3)          | (6)          |              |              |
| Proceeds from Stock Option Exercises                 |              |                |              | 32           | (2)          |              |              |
| Other                                                | 30           | 52             | 59           |              |              |              |              |
| <b>Total Financing Activities</b>                    | <b>(423)</b> | <b>1,504</b>   | <b>(859)</b> | <b>98</b>    | <b>(27)</b>  | <b>(463)</b> | <b>(826)</b> |
| Effect of Exchange Rate Changes on Cash              | 1            | 2              | 7            | (1)          | 3            |              |              |
| <b>Increase (Decrease) in Cash</b>                   | <b>61</b>    | <b>(328)</b>   | <b>(12)</b>  | <b>(52)</b>  | <b>(10)</b>  | <b>0</b>     | <b>52</b>    |

Source: Deutsche Bank estimates, Eastman