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Third-Quarter 2024 Investor Call

Corning Reports Third-Quarter Financial Results

October 29, 2024

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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 health crisis events, inflation, interest rates, the value of securities and other financial assets, precious metals, oil, natural gas, raw materials 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 health crisis events, such as an epidemic or 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; 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 included in 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. In addition, effective January 1, 2024, the Company began utilizing constant-currency reporting for the Optical Communications segment to exclude the impact from the Mexican peso on segment results. Prior periods were not recast as the impact was not material. The most significant constant-currency adjustment relates to the Japanese yen exposure within the Display Technologies segment.

The constant-currency rates established for our core performance measures are internally derived long-term management estimates, which are closely aligned with our hedging instrument rates. These hedging instruments may include, but are not limited to, foreign exchange forward or option contracts and foreign-denominated debt. We believe that the use of constant-currency reporting allows management to understand our results without the volatility of currency fluctuations, analyze underlying trends in the businesses and establish operational goals and forecasts.

Core performance measures are not prepared in accordance with GAAP. We provide investors with these non-GAAP measures to evaluate our results as we believe they are indicative of our core operating performance and provide greater transparency to how management evaluates our results and trends and makes financial and operational decisions. 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

- Recorded realized gains and unrealized, non-cash mark-to-market losses on currency-hedging contracts for a net after-tax loss of \$121M
 - 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 loss of \$82M on the translation of Japanese-yen-denominated debt
- Incurred after-tax restructuring charges of \$125M, primarily non-cash asset write-offs and charges

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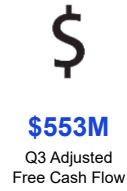
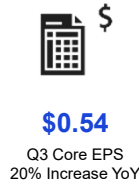
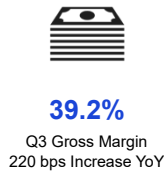
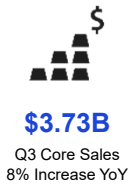
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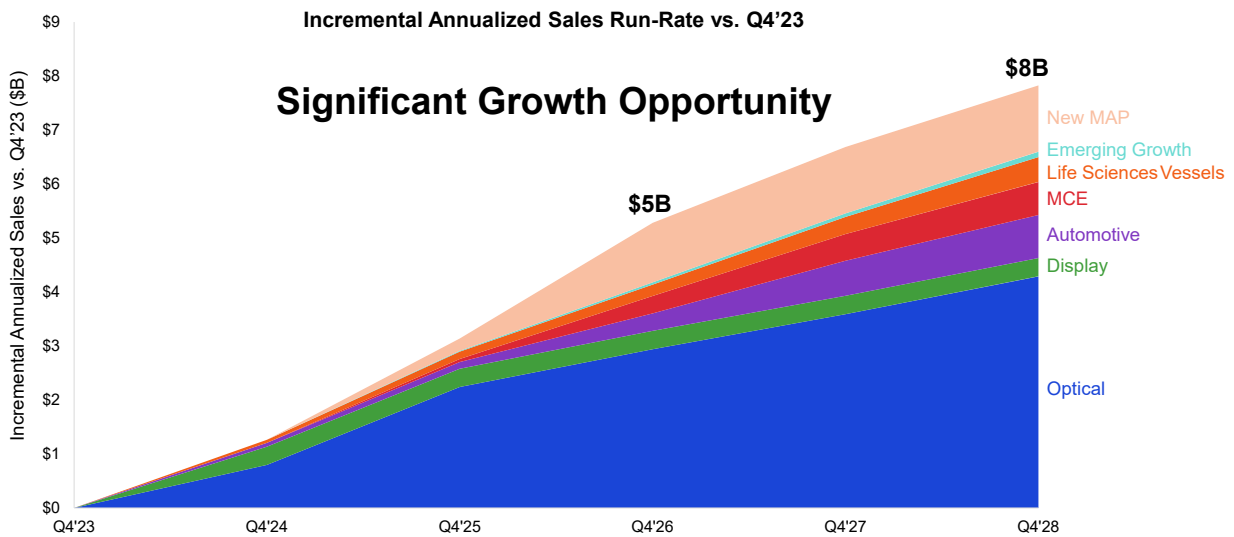
Third-Quarter 2024 Core Performance

“We delivered another strong quarter of year-over-year growth. Third-quarter core sales grew 8% to \$3.73 billion, and core EPS grew 20% – more than double the rate of sales – to \$0.54, with core operating margin expanding 160 basis points to 18.3%. These results demonstrate the powerful incrementals embedded in our ‘Springboard’ plan to add more than \$3 billion in annualized sales – and achieve operating margin of 20% – by the end of 2026.”

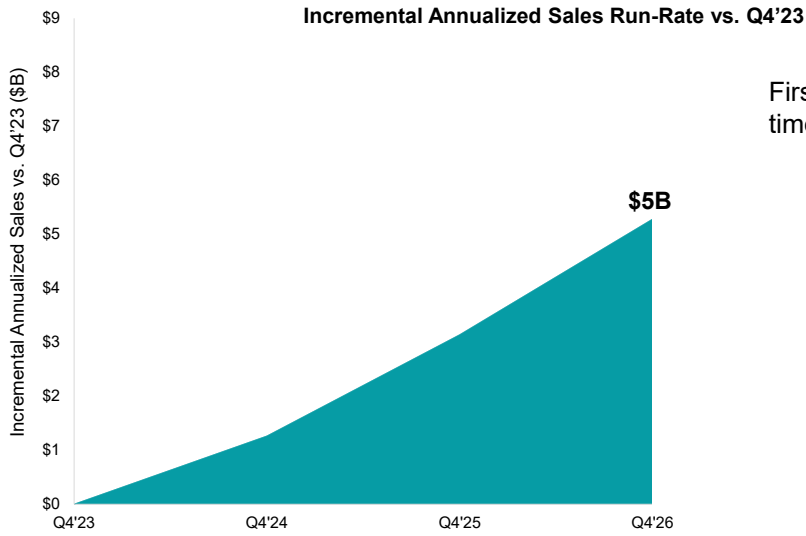
- Wendell Weeks, Chairman and CEO



“Springboard” Sales Opportunity – Not Risk Adjusted

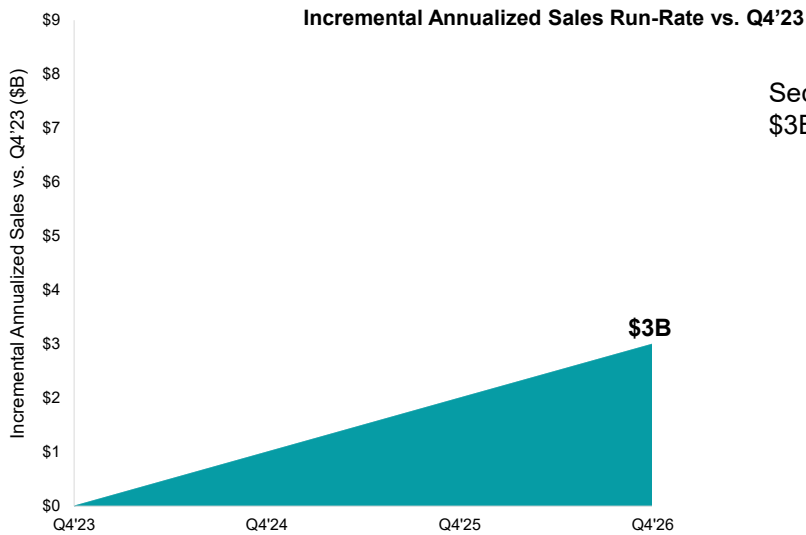


“Springboard” Sales Opportunity – Not Risk Adjusted



First, we focused on a three-year time period

“Springboard” Sales Opportunity – High-Confidence Plan



Second, we risk adjusted to our \$3B+ High-Confidence Plan

CEO PERSPECTIVE

Important Observations

Significantly improving our return profile

- Sales grew 8% YoY
- EPS grew more than 2x the rate of sales
- Operating margin expanded 160 bps YoY to 18.3%
- Gross margin expanded 220 bps YoY to 39.2%
- Generated strong adjusted free cash flow of \$553M

Reaching key strategic milestones

- Milestones underscore significant progress against high-confidence “Springboard” plan
- Recent milestones in Display Technologies and Optical Communications

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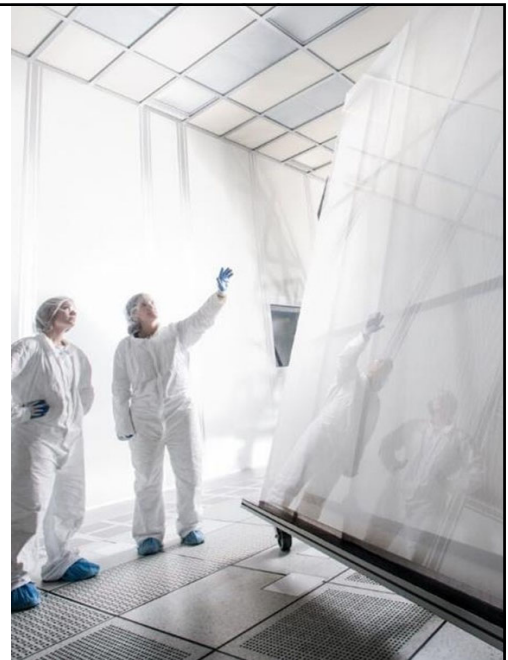
CEO PERSPECTIVE

Display Technologies

- Raising glass prices to maintain stable U.S. dollar net income
- Expect to deliver 2025 net income of \$900M-\$950M
- Consistent with the last five years, expect to deliver net income margin of 25%
- Continue to be the low-cost technology and market leader

Expect our price actions, in combination with the hedges we have in place, to deliver consistent profitability in the segment

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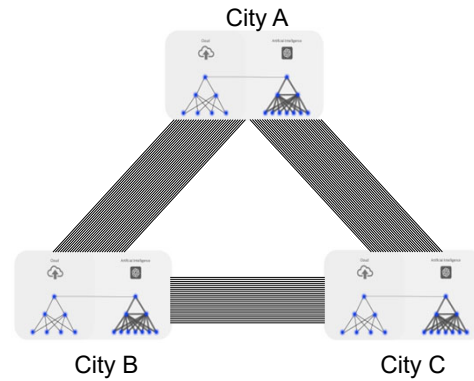
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Optical Communications

GENERATIVE AI

- Expect Enterprise business to grow at a 25% CAGR over the next four years
- Enterprise Network sales grew 55% YoY in Q3, continuing outperformance
- Agreement with Lumen Technologies reserves 10% of global fiber capacity for each of next two years
- Innovations help customers build new network to interconnect AI-enabled data centers – allows 2x-4x amount of fiber into existing conduit



Optical Communications

CARRIER DEVELOPMENTS

Verizon

- Corning delivering technologies that support Verizon deployment goals
- Verizon significantly expanding fiber footprint to more than 30M fiber passings by 2028

AT&T

- Announced multi-year purchase agreement to provide next-generation fiber, cable, and connectivity solutions to support expansion of AT&T's fiber network
- Agreement, valued at more than \$1B, accelerates AT&T's network expansion and enhances network performance while minimizing deployment costs



“Springboard” Progress Recap

- Making significant progress on “Springboard” plan
- Q3 results demonstrate sales growth and powerful incremental profit and cash flow we expect to deliver
- Expect to improve return profile and achieve 20% operating margin target by end of 2026
- Marking significant milestones in “Springboard” plan



CEO Summary

Several milestones ahead

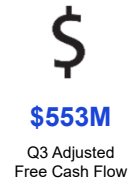
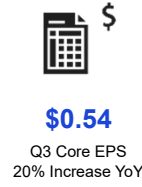
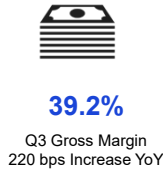
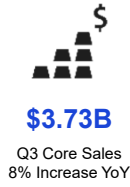
- Carrier customers expected to return to buying at deployment rates and for deployment rates to increase, driving growth in 2025
- Expect BEAD program momentum to begin in second half of 2025
- Expect sales to almost triple by 2026 in our triple-digit automotive glass business
- Anticipate new U.S. EPA regulations to force adoption of gasoline particulate filters with sales starting in 2026
- Plan to launch new Solar Market-Access Platform

Positioned to benefit from a convergence of cyclical and secular trends that will drive growth across the company through 2026 – and beyond

Third-Quarter 2024 Results

“We had an outstanding third quarter. Our outperformance was led by Optical Communications, with 36% year-over-year sales growth – and 55% growth in the Enterprise portion of the segment, driven by continued strong adoption of our new optical connectivity products for generative AI. We also demonstrated progress on the powerful incremental profit and cash flow embedded in our ‘Springboard’ plan – we saw significant operating margin expansion and generated \$553 million of adjusted free cash flow.”

- Ed Schlesinger, EVP and CFO



Outlook

Q4 2024

- Core Sales: ~\$3.75B
- Core EPS: \$0.53 - \$0.57

Anticipate YoY sales growth to accelerate and EPS to again grow faster than sales

- Sales up ~15%
- EPS up ~40%



“Springboard Plan”

Capacity and technical capabilities in place to add more than \$3B in annualized sales by the end of 2026 with minimal cash investment

Expect to grow profit significantly faster than sales

Optical Communications



\$1.2B

Q3 Net Sales
Up 36% YoY



\$175M

Q3 Net Income
Up 92% YoY

Q3 Results

- Q3 Sales of \$1.2B, up 36% YoY
- Q3 Net income of \$175M, up 92% YoY – reflecting strong incremental profit on higher volume

Observations

- Enterprise Network sales increased 55% year-over year, driven by continued strong adoption of AI-related connectivity solutions
- Remain confident in plan to grow Enterprise business at a CAGR of 25% from 2023-2027
- Encouraged by new customer agreements, including recent AT&T and Lumen announcements
- Expect cyclical and secular drivers to sustain growth in 2025 and beyond

SEGMENT RECAP

Display Technologies



\$1.0B

Q3 Net Sales
Up 4% YoY



\$285M

Q3 Net Income
Up 18% YoY

Q3 Results

- Q3 Sales of \$1.0B, up 4% YoY and consistent QoQ
- Q3 Net income of \$285M, up 18% YoY and up 10% QoQ

Observations

- Panel makers lowered utilization rates in Q3; Display glass volume down sequentially
- Expect lower panel maker utilization rates to continue in Q4 – glass market and our volume expected to decline sequentially
- Longer-term, expect glass market to grow at a low single-digit rate, supported by stable TV unit sales and average screen size growth of ~1" per year

SEGMENT RECAP

Approach to Display Price

- Raising glass prices to ensure we can maintain stable U.S. dollar net income
- Implemented currency-based price increases in Q3 – customers experiencing a double-digit price increase in second half of 2024
- Price increases offset weaker yen in our hedges – expect to maintain same profitability
- Majority of yen exposure hedged for 2025 and 2026 and also have hedges in place beyond 2026 – not at 2024 core rate of ¥107 but much better than current spot rate
- Expect to deliver 2025 net income of \$900-\$950M
- Consistent with the last five years, expect to deliver net income margin of 25%



SEGMENT RECAP

Specialty Materials



\$548M

Q3 Net Sales
Down 3% YoY



\$72M

Q3 Net Income
Flat YoY

Q3 Results

- Q3 Sales of \$548M, down 3% YoY
- Q3 Net income of \$72M, flat YoY

Observations

- Q3 sequential sales increase of 9% driven by premium glass for mobile devices
- Q3 sequential net income increase of 14% reflected higher volume

SEGMENT RECAP

Environmental Technologies



\$382M

Q3 Net Sales
Down 15% YoY



\$75M

Q3 Net Income
Down 24% YoY

Q3 Results

- Q3 Sales of \$382M, down 15% YoY
- Q3 Net income of \$75M, down 24% YoY

Observations

- Q3 sequential sales decrease of 11% reflected continued impact of North America Class 8 truck downcycle, as anticipated
- Anticipate heavy-duty market weakness to continue in Q4
- Q4 sales in Environmental expected to remain muted

SEGMENT RECAP

Life Sciences



\$244M

Q3 Net Sales
Up 6% YoY



\$15M

Q3 Net Income
Up 15% YoY

Q3 Results

- Q3 Sales of \$244M, up 6% YoY
- Q3 Net income of \$15M, up 15% YoY

SEGMENT RECAP

Hemlock and Emerging Growth Businesses



\$298M

Q3 Net Sales
Down 9% YoY



(\$12)M

Q3 Net Loss

Q3 Results

- Q3 Sales of \$298M, down 9% YoY
- Q3 Net Loss of \$12M

Observations

- Q3 sales consistent with Q2

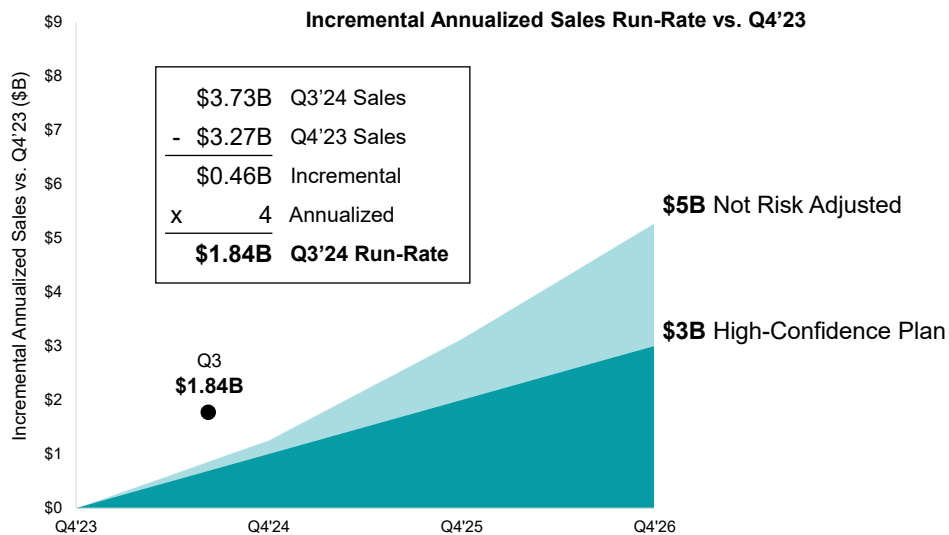
CFO PERSPECTIVE

Operating Expenses

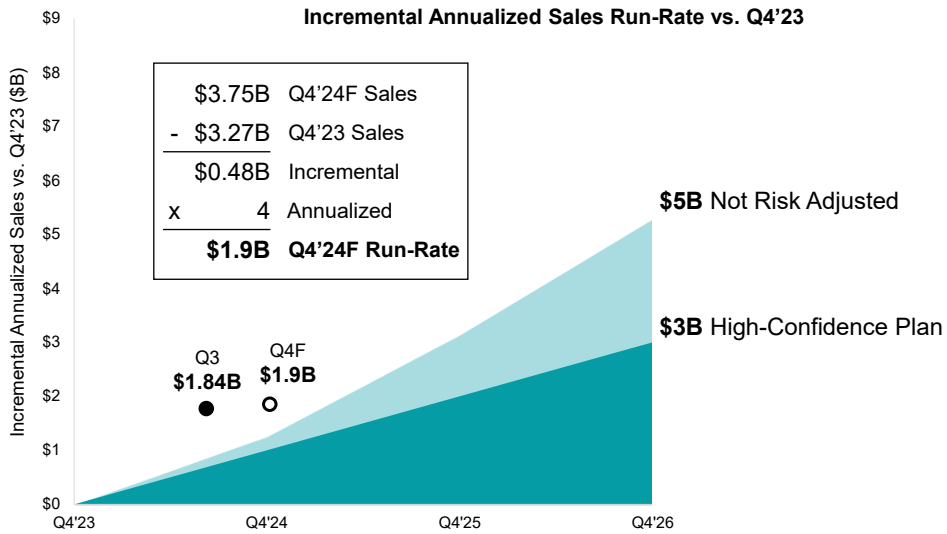
- Variable compensation tied to financial performance
- Increased compensation accruals accordingly as our performance has accelerated in 2024
- Higher accruals lead to temporarily higher operating expenses in the back half of 2024



Sales Run-Rate Against “Springboard” Plan



Q4 Guidance Increases Sales Run-Rate



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CFO PERSPECTIVE

Operating Margin Target

- “Springboard” plan operating margin target of 20% by the end of 2026 leads to improving return profile with profitability growing significantly faster than sales
- Progress reflected in Q3 results – operating margin of 18.3% expanded 200 bps from 16.3% in Q4'23
- Made great progress against sales and operating margin targets to date
- “Springboard” is a milestone-based plan, evolving through 2026



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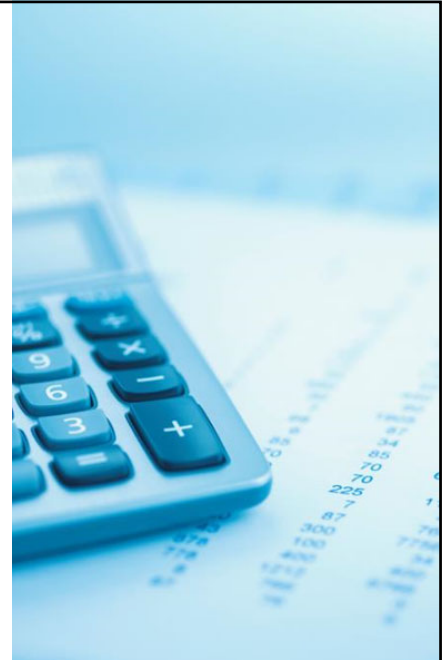
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CFO PERSPECTIVE

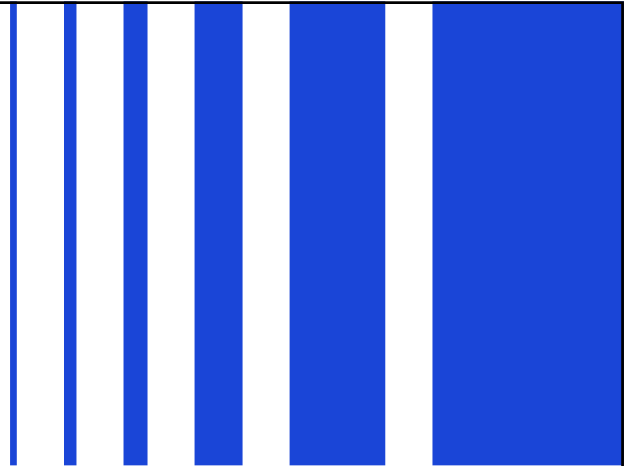
Capital Allocation

- Reduced 2024 capital expenses to ~\$1.1B
- Prioritize investing for organic growth opportunities
- Seek to maintain strong and efficient balance sheet
 - One of the longest debt tenors in the S&P 500 – current average debt maturity is ~23 years
 - Only ~\$1B in debt coming due over next 5 years and no significant debt coming due in any given year
- Expect to continue strong track record of returning excess cash to shareholders
- Started to buy back shares in Q2 and continued to do so in Q3



CFO Summary

- Tracking ahead of our “Springboard” plan
- Continued strong performance expected in Q4 with YoY sales growth accelerating and EPS again growing faster than sales
- Expect to sustain momentum in 2025 and beyond



Q&A Session

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Corning's Q4 Investor Outreach Plans

- December 3 – UBS Global Technology Conference
- Management visits to investor offices in select cities



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Appendix

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2024 Corporate Metrics (as of October 29, 2024)⁽¹⁾⁽²⁾

Q4 2024

- Core Sales: ~\$3.75B
- Core EPS: \$0.53 - \$0.57
- Hemlock and Emerging Growth Businesses sales: ~\$400M
- SG&A and RD&E: ~\$750M
- Other income/expense: (\$75M - \$80M)
- Gross equity earnings: ~\$5M
- Non-controlling interest: (~\$30M) expense

Full-Year 2024

- Tax rate: 20% - 21%
- Capital expenditures: ~\$1.1B

(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.

Q3 2024 Core Performance

\$ in millions, except EPS	Q3 2024	Q2 2024	Q3 2023
Core Net Sales	\$3,733	\$3,604	\$3,459
Core Gross Margin	\$1,463	\$1,366	\$1,279
Gross Margin %	39%	38%	37%
Core SG&A	\$496	\$477	\$438
% of Sales	13%	13%	13%
Core RD&E	\$285	\$262	\$264
% of Sales	8%	7%	8%
Core Operating Margin	\$682	\$627	\$577
Operating Margin %	18%	17%	17%
Core Gross Equity Earnings	\$7	\$13	\$8
Core Net Profit Before Taxes	\$602	\$548	\$510
Core Net Income attributable to Corning Incorporated	\$465	\$407	\$386
Core EPS	\$0.54	\$0.47	\$0.45
Weighted-Average Shares Outstanding	865	864	859

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Q3 2024 Operating Performance by Segment

Segment Net Sales \$ in millions	Q3 2024	Q2 2024	Q3 2023	Q/Q	Y/Y
Optical Communications	\$1,246	\$1,113	\$918	12%	36%
Carrier Network	\$721	\$687	\$579	5%	25%
Enterprise Network	\$525	\$426	\$339	23%	55%
Display Technologies	\$1,015	\$1,014	\$972	0%	4%
Specialty Materials	\$548	\$501	\$563	9%	(3%)
Environmental Technologies	\$382	\$431	\$449	(11%)	(15%)
Automotive	\$264	\$270	\$300	(2%)	(12%)
Diesel	\$118	\$161	\$149	(27%)	(21%)
Life Sciences	\$244	\$249	\$230	(2%)	6%
Hemlock and Emerging Growth Businesses	\$298	\$296	\$327	1%	(9%)
Total Segment Net Sales and Hemlock and Emerging Growth Businesses	\$3,733	\$3,604	\$3,459	4%	8%

Segment Net Income \$ in millions	Q3 2024	Q2 2024	Q3 2023	Q/Q	Y/Y
Optical Communications	\$175	\$143	\$91	22%	92%
Display Technologies	\$285	\$258	\$242	10%	18%
Specialty Materials	\$72	\$63	\$72	14%	—
Environmental Technologies	\$75	\$97	\$99	(23%)	(24%)
Life Sciences	\$15	\$17	\$13	(12%)	15%
Hemlock and Emerging Growth Businesses	(\$12)	(\$23)	(\$8)	48%	(50%)
Total Segment Income and Hemlock and Emerging Growth Businesses	\$610	\$555	\$509	10%	20%

Optical Communications - Prior results have been recast to conform to the current period presentation. Reclassifications between Carrier and Enterprise reflect how customers are utilizing Corning products in their deployments. See below for recast 2023 amounts.

Segment Net Sales \$ in millions	Q1 2023	Q2 2023	Q3 2023	Q4 2023	YTD
Optical Communications	\$1,125	\$1,066	\$918	\$903	\$4,012
Carrier Network	\$794	\$765	\$579	\$548	\$2,686
Enterprise Network	\$331	\$301	\$339	\$355	\$1,326

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Year-to-Date Core Performance

\$ in millions, except EPS	YTD	YTD
	Q3 2024	Q3 2023
Core Net Sales	\$10,595	\$10,308
Core Gross Margin	\$4,029	\$3,727
Gross Margin %	38%	36%
Core SG&A	\$1,414	\$1,252
% of Sales	13%	12%
Core RD&E	\$802	\$766
% of Sales	8%	7%
Core Operating Margin	\$1,813	\$1,709
Operating Margin %	17%	17%
Core Gross Equity Earnings	\$29	\$31
Core Net Profit Before Taxes	\$1,586	\$1,494
Core Net Income attributable to Corning Incorporated	\$1,202	\$1,124
Core EPS	\$1.38	\$1.31
Weighted-Average Shares Outstanding	868	858

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Year-to-Date Operating Performance by Segment

Segment Net Sales	YTD	YTD	Y/Y
\$ in millions	Q3 2024	Q3 2023	
Optical Communications	\$3,289	\$3,109	6%
Carrier Network	\$1,996	\$2,138	(7%)
Enterprise Network	\$1,293	\$971	33%
Display Technologies	\$2,901	\$2,663	9%
Specialty Materials	\$1,503	\$1,392	8%
Environmental Technologies	\$1,268	\$1,337	(5%)
Automotive	\$822	\$837	(2%)
Diesel	\$446	\$500	(11%)
Life Sciences	\$729	\$717	2%
Hemlock and Emerging Growth Businesses	\$905	\$1,090	(17%)
Total Segment Net Sales and Hemlock and Emerging Growth Businesses	\$10,595	\$10,308	3%

Segment Net Income	YTD	YTD	Y/Y
\$ in millions	Q3 2024	Q3 2023	
Optical Communications	\$418	\$390	7%
Display Technologies	\$744	\$610	22%
Specialty Materials	\$179	\$144	24%
Environmental Technologies	\$277	\$288	(4%)
Life Sciences	\$45	\$33	36%
Hemlock and Emerging Growth Businesses	(\$45)	\$34	*
Total Segment Net Income and Hemlock and Emerging Growth Businesses	\$1,618	\$1,499	8%

* Not Meaningful

Optical Communications - Prior results have been recast to conform to the current period presentation. Reclassifications between Carrier and Enterprise reflect how customers are utilizing Corning products in their deployments.

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Adjusted Free Cash Flow Reconciliation

\$ in millions	Q3 2024	Q3 2023	YTD	YTD
			Q3 2024	Q3 2023
Cash flows from operating activities	\$699	\$722	\$1,316	\$1,292
Realized gains on translated earnings contracts and other	\$71	\$93	\$239	\$270
Translation losses on cash balances		(\$8)		(\$58)
Adjusted cash flows from operating activities	\$770	\$807	\$1,555	\$1,504
Less: Capital expenditures	\$217	\$341	\$711	\$1,111
Adjusted free cash flow	\$553	\$466	\$844	\$393

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Reconciliation of Non-GAAP to GAAP Financial Measures

Q3 2024	Sales	Gross Margin	Gross Margin %	SG&A	RD&E	Operating Income	Operating Margin %	Equity Earnings	(Loss) Income Before Income Taxes	Net (Loss) Income attributable to Corning Incorporated	Tax Rate (a)	Per Share
As Reported - GAAP	\$3,391	\$1,137	33.5%	\$510	\$294	\$302	8.9%	\$2	(\$92)	(\$117)	(3.3%)	(\$0.14)
Constant-currency adjustment	342	256		3		253		5	258	239		0.28
Translation loss on Japanese yen-denominated debt									107	82		0.10
Translated earnings contract loss									157	121		0.14
Acquisition-related costs				1		30			32	23		0.03
Discrete tax items and other tax-related adjustments										(14)		(0.02)
Restructuring, impairment, and other charges and credits		47		(13)	(7)	67			134	125		0.15
Pension mark-to-market adjustment				(9)	(2)	11			(20)	(15)		(0.02)
Loss on investments									7	7		0.01
Loss on sale of assets		3				3			3	2		0.00
Litigation, regulatory and other legal matters		20		4		16			16	12		0.01
Core performance measures	\$3,733	\$1,463	39.2%	\$496	\$285	\$682	18.3%	\$7	\$602	\$465	19.1%	\$0.54

(a) The calculation of the effective tax rate for GAAP and Core excludes net income attributable to non-controlling interest of approximately \$22 million and \$23 million, respectively.

Q3 2024 YTD	Sales	Gross Margin	Gross Margin %	SG&A	RD&E	Operating Income	Operating Margin %	Equity Earnings	Income Before Income Taxes	Net Income attributable to Corning Incorporated	Tax Rate (a)	Per Share
As Reported - GAAP	\$9,617	\$3,079	32.0%	\$1,432	\$814	\$742	7.7%	\$18	\$376	\$196	33.0%	\$0.23
Constant-currency adjustment	978	749		10	1	738		11	751	604		0.70
Translation gain on Japanese yen-denominated debt									(28)	(21)		(0.02)
Translated earnings contract loss									91	70		0.05
Acquisition-related costs				1	(1)	91			96	69		0.08
Discrete tax items and other tax-related adjustments										5		0.01
Restructuring, impairment, and other charges and credits		168		(18)	(7)	193			263	248		0.29
Pension mark-to-market adjustment				(20)	(5)	25			(6)	(4)		(0.00)
Loss on investments									19	18		0.02
Loss on sale of assets		13				13			13	9		0.01
Litigation, regulatory and other legal matters		20		9		11			11	8		0.01
Core performance measures	\$10,595	\$4,029	38.0%	\$1,414	\$802	\$1,813	17.1%	\$29	\$1,586	\$1,202	20.4%	\$1.38

(a) The calculation of the effective tax rate for GAAP and Core excludes net income attributable to non-controlling interest of approximately \$56 million and \$61 million, respectively.

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

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