

# CABOT INVESTOR PRESENTATION

FIRST QUARTER – FISCAL 2023



# Safe Harbor Statement

This presentation contains forward-looking statements based on management's current expectations, estimates and projections. All statements that address expectations or projections about the future, including statements about the Company's strategy for growth; the future growth rates for our Battery Materials and Inkjet product offerings; how we expect to achieve our growth targets; the benefits we expect from macroeconomic trends; when we expect additional manufacturing capacity for our Battery Materials growth vector to be on-line; our expectations for Adjusted EBITDA of our Battery Materials growth vector for fiscal 2022; the amount of capital we expect to invest in our Inkjet growth vector in the fiscal 2022-2024 period; when we expect to refinance our outstanding bonds that mature in July 2022, our strategy for achieving net zero carbon emissions by 2050, and our operating tax rate, are forward-looking statements. Forward-looking statements are based on our current expectations, assumptions, estimates and projections about Cabot's businesses and strategies, market trends and conditions, economic conditions and other factors. These statements are not guarantees of future performance and are subject to risks, uncertainties, potentially inaccurate assumptions, and other factors, some of which are beyond our control and difficult to predict. If known or unknown risks materialize, or should underlying assumptions prove inaccurate, our actual results could differ materially from past results and from those expressed in the forward-looking statement. Important factors that could cause our results to differ materially from those expressed in the forward-looking statements include, but are not limited to lower than expected demand for our products; the loss of one or more of our important customers; our inability to complete capacity expansions or other development projects; the timing of implementation and the enforcement of environmental regulations; our failure to develop new products or to keep pace with technological developments; patent rights of others; the timely commercialization of products under development (which may be disrupted or delayed by technical difficulties, market acceptance, competitors' new products, as well as difficulties in moving from the experimental stage to the production stage); changes in raw material costs; demand for our customers' products; competitors' reactions to market conditions; delays in the successful integration of structural changes, including acquisitions or joint ventures; the laws, regulations, policies and economic conditions, including inflation, interest and foreign currency exchange rates, of countries where we do business; and severe weather events that cause business interruptions, including plant and power outages or disruptions in supplier or customer operations. These factors are discussed more fully in the reports we file with the Securities and Exchange Commission, particularly our latest annual report on Form 10-K.

## **Non-GAAP Financial Measures and Explanations of Terms Used**

This presentation includes references to the following non-GAAP financial measures: adjusted EPS (earnings per share), adjusted EBITDA (earnings before interest, taxes, depreciation and amortization), adjusted EBIT (earnings before interest, taxes), adjusted EBITDA, total segment EBIT and EBIT margins, adjusted ROIC (return on invested capital), adjusted RONA (return on net assets), DFCF (discretionary free cash flow) and operating tax rate. The definitions of these non-GAAP financial measures, reconciliations to the most comparable GAAP financial measures, and explanations of other terms used are provided in the Appendix to this presentation.

# Cabot Corporation At-A-Glance

Global specialty chemicals and performance materials company

**1882**  
Founded

**Boston, MA**  
Headquarters

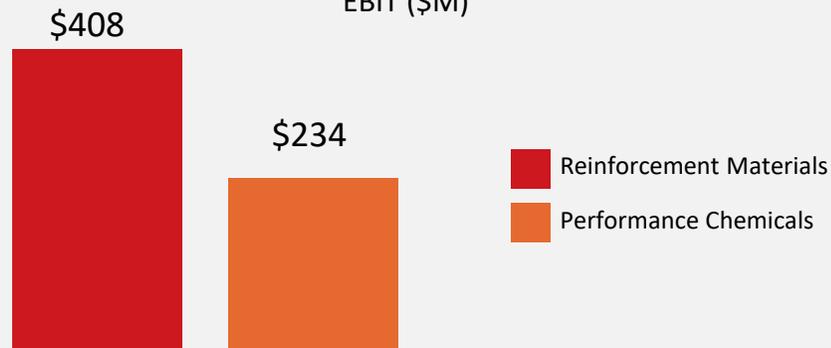
**~\$4.2B**  
Market Cap<sup>2</sup>

**~4,100**  
Employees<sup>2</sup>

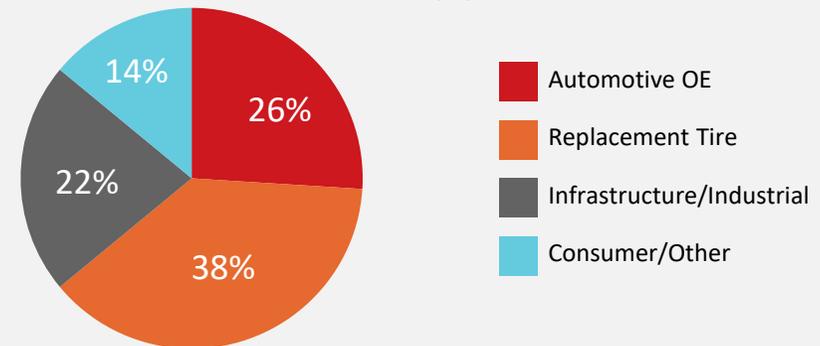
**35**  
Plant Locations<sup>2</sup>

**50+**  
Dividend History

## Business Segments<sup>1</sup>



## End Market Sectors<sup>2</sup>



# Fiscal Year 2022 Financial Highlights

**~\$4.3B**

Revenue

**\$6.28**

Adj. EPS<sup>1</sup>

**\$395M**

DFCF<sup>1</sup>

**\$728M**

Adj. EBITDA<sup>1</sup>

**17%**

Adj. EBITDA  
Margin<sup>1</sup>

**20%**

Adj. ROIC<sup>1</sup>

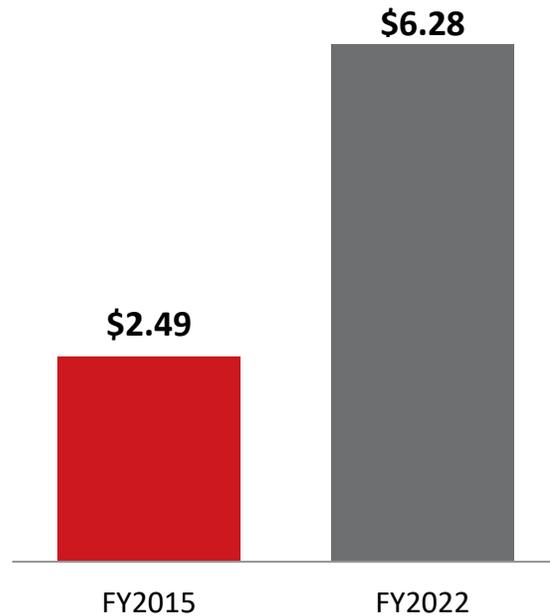


1. Non-GAAP measure – See Appendix

# Strong Earnings Growth with High ROIC

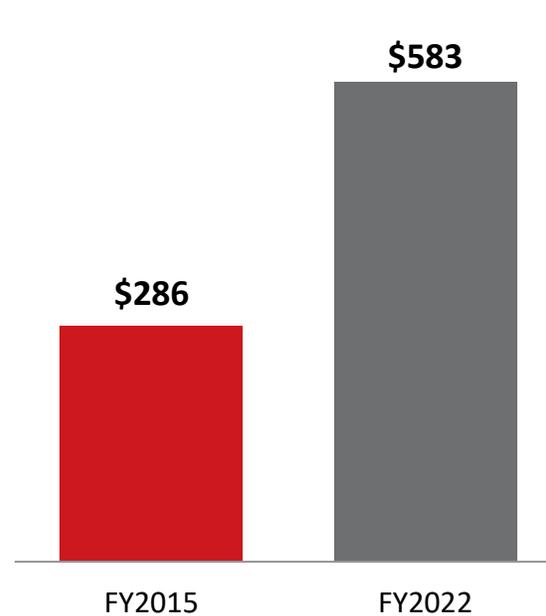
Adjusted EPS<sup>1</sup>  
(\$)

+14%  
CAGR



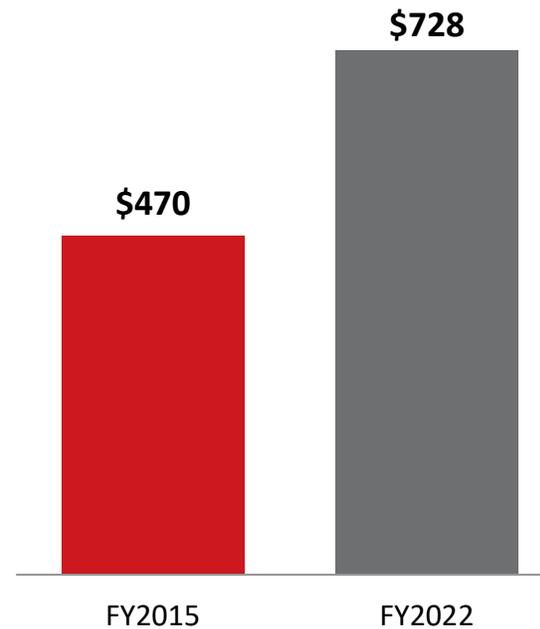
Adjusted EBIT<sup>1</sup>  
(\$M)

+11%  
CAGR

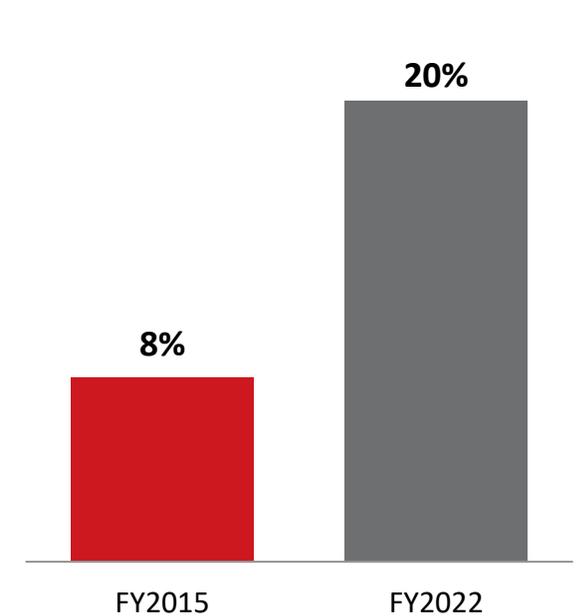


Adjusted EBITDA<sup>1</sup>  
(\$M)

+6%  
CAGR



Adjusted ROIC<sup>1</sup>  
(\$M)



Driven by Successful Execution of Strategy

# Creating for Tomorrow

## Q1 2023 Highlights

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First quarter results in line with expectations; adjusted EPS<sup>1</sup> of \$0.98 and diluted EPS of \$0.93

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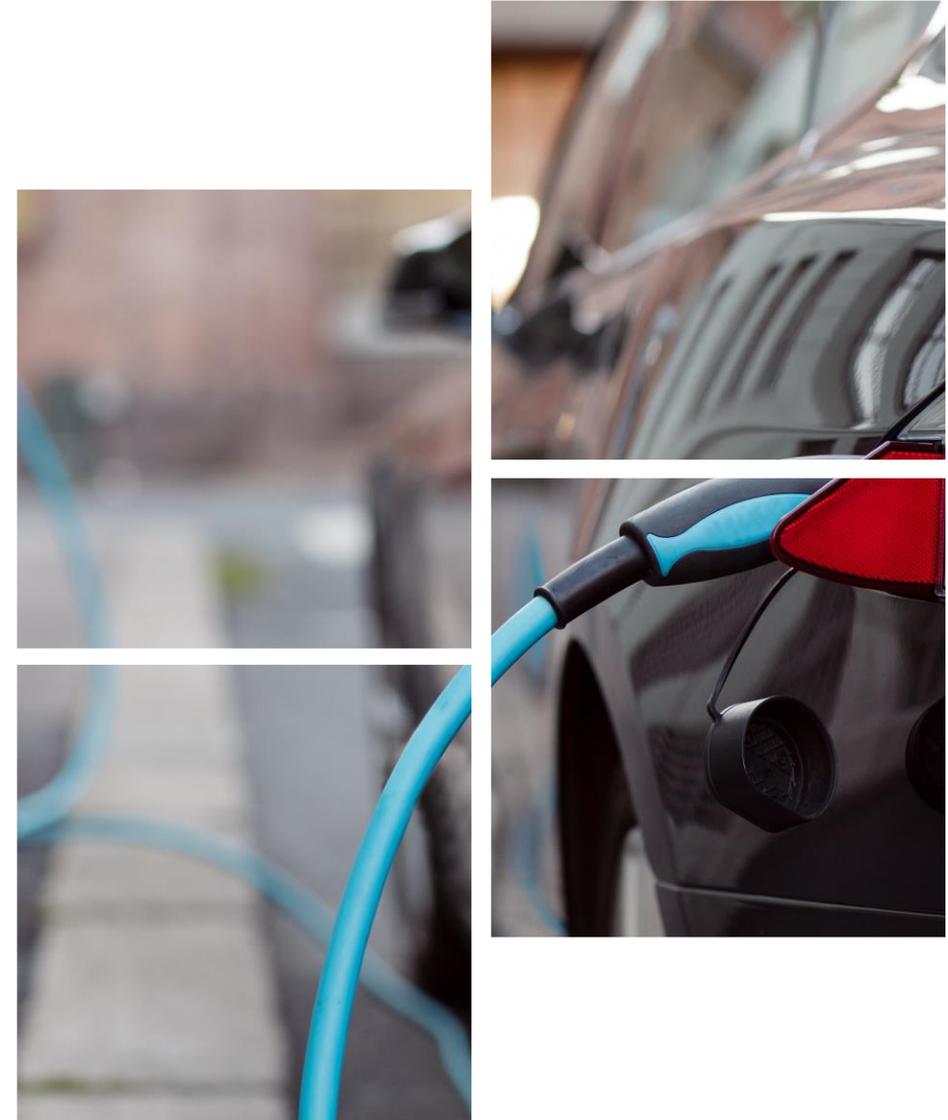
Reinforcement Materials segment EBIT of \$94M; up 11% compared to the same quarter in the prior year

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Finalized calendar year 2023 Reinforcement Materials customer agreements above prior expectations with approximately \$100 million annualized EBIT improvement expected

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Battery Materials product line year-over-year volume growth of 63%; recently announced plans to invest approximately \$200M to expand U.S. manufacturing capacity over the next five years



# Q1 2023 Financial Highlights



## Adjusted EPS<sup>1</sup>

**\$0.98**

Diluted EPS \$0.93

## Discretionary Free Cash Flow<sup>1</sup>

**\$63 million**

Cash flow from operations of \$52M

## Cash

**\$190 million**

## Capex

**\$35 million**

Fiscal '23 expected to be approximately \$300M

## Liquidity

**\$1.1 billion**

Net Debt to EBITDA of 1.8x<sup>1</sup>

## Operating Tax Rate<sup>1</sup>

**25% YTD**

FY'23 forecast range of 24%-26%

# Reinforcement Materials at a Glance

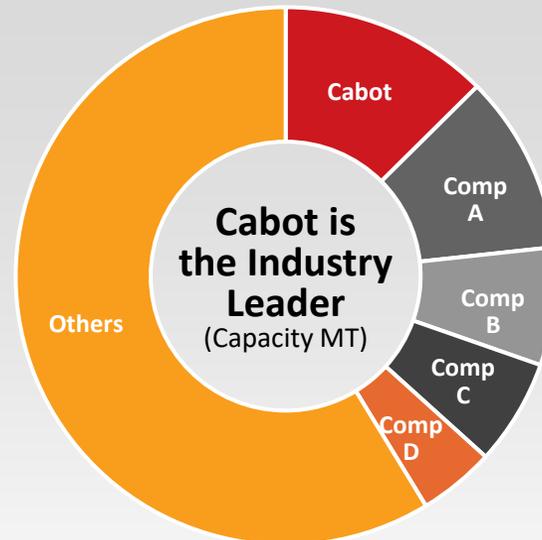
## Key Products

- ◆ Reinforcing carbons provide durability to rubber goods
- ◆ E2C™ solutions deliver higher levels of rubber performance

## Industry Environment

- ◆ Long-term reinforcing carbon demand CAGR of 2-3% globally, with strongest growth rates in India and Southeast Asia
- ◆ Limited supply-side capacity expansions announced leading to tightening industry utilization
- ◆ Stricter environmental requirements increasing barriers to entry
- ◆ Business is largely make-in-region, sell-in-region, thus insulated from global supply chain disruptions

## Competitive Landscape<sup>1</sup>



### Competitive Advantages:

- ◆ Broad global footprint to best serve global customers and help regional customers expand
- ◆ Technology leadership for efficient production and high-performance products
- ◆ Energy centers that produce power with no additional emissions
- ◆ Investment in E2C™ solutions as differentiated growth platform for the future

## Key Applications

### Tires



### Auto Weather-Stripping



### Belts, Hoses, Seals



### Mining Equipment



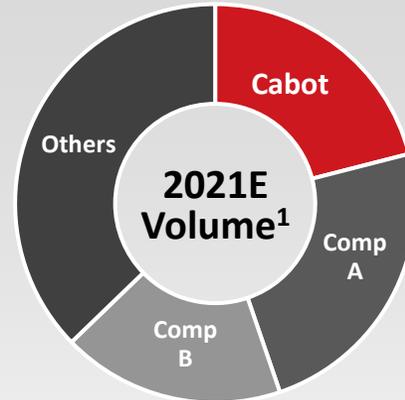
1. Source: Notch Carbon Black World Data Book; Cabot estimates; Competitors include: Birla, Black Cat, Orion, Tokai

# Specialty Carbons at a Glance

## Overview

- ◆ Global elevated growth driven by electrification, infrastructure, digitalization
- ◆ EV penetration accelerating as automakers shift to EVs
- ◆ Continued pull for expanded additive performance and functionality in existing and emerging applications
- ◆ Customers demanding products from responsible suppliers with demonstrated track record on sustainability
- ◆ High industry utilizations yield favorable returns

## Competitive Landscape



### Competitive Advantages:

- ◆ A leading global producer of specialty carbons
- ◆ Most comprehensive global conductive carbon portfolio, including carbon black, carbon nanotubes and nanostructures
- ◆ Downstream integration accelerates innovation and commercialization

## Key Industries

### Industrial/Infrastructure



- ◆ MV/HV Cables
- ◆ Pressure Pipes
- ◆ Industrial Coatings

### Automotive



- ◆ Batteries
- ◆ Plastics/Synthetic Fiber
- ◆ Coatings

### Consumer



- ◆ Displays
- ◆ ESD/Electronics
- ◆ Synthetic Fiber

### Advanced Product Functionality:

*Conductivity, UV resistance, processibility, jetness, blue undertone, tint strength, rheology control, optical density, CO<sub>2</sub> adsorption, reinforcement*

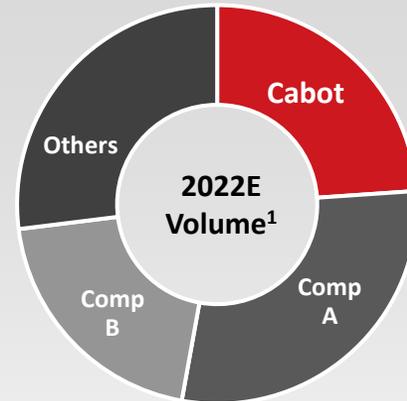
1. Source: Cabot estimates; Competitors include: Birla, Orion

# Fumed Metal Oxides at a Glance

## Overview

- ◆ Global, GDP+ growth driven by building & construction, digitalization, and alternative energy
- ◆ Scarcity of feedstock, expertise and scale create significant barriers to entry
- ◆ Customers demanding products from suppliers with sustainable supply chains
- ◆ Increasing industry utilizations and long term growth in upstream industry yield favorable investment environment

## Competitive Landscape



### Competitive Advantages:

- ◆ Leading global producer of fumed silica
- ◆ #1 in China, the largest and fastest growing market for fumed silica
- ◆ Strong fence-line partnerships in silicone value chain, a GDP+ industry and largest consumer of fumed silica

## Key Industries

### Industrial/Infrastructure



- ◆ Bonding pastes
- ◆ Adhesives & Composites
- ◆ Elastomers

### Automotive



- ◆ Structural Adhesives
- ◆ Silicone Elastomer
- ◆ Sealant & Coatings

### Consumer



- ◆ Silicone Elastomers & DIY Sealants
- ◆ Chemical mechanical planarization (CMP)
- ◆ Digital Printing

### Advanced Product Functionality:

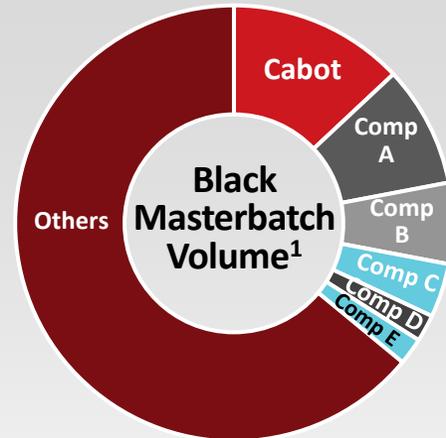
*Rheology control, reinforcement, optical transparency, polishing, surface tension control, anti-blocking, flow aid, catalyst support, tribocharging control*

# Specialty Compounds at a Glance

## Overview

- ◆ End-users from diverse set of GDP+ markets
- ◆ Customer base consolidating and looking for global partners
- ◆ Highly fragmented landscape with consolidation opportunities
- ◆ End-user demand for sustainability is accelerating
- ◆ Cabot has the scale and capability to differentiate

## Competitive Landscape



### Competitive Advantages:

- ◆ Focused on black: largest global manufacturer of black masterbatch (MB) with low-cost, high-throughput assets
- ◆ Strong brand and customer loyalty built on black plastics expertise
- ◆ Only backward-integrated MB supplier capturing market asymmetries and integrated site economics

## Key Industries

### Automotive



### Agriculture



### Infrastructure



### Consumer / E&E



### Packaging



1. Source: AMI CY20; Competitors include: Ampacet, Avient, Hubron, MDI, RTP

# Inkjet at a Glance

## Overview

- ◆ Major trend away from analog to digital printing supports shorter runs allowing more customization and less waste
- ◆ Graphic Arts printing is now ~20% digital due to smaller run printing for books and customization of other print
- ◆ Packaging in early stages of shift to digital and represents significant growth opportunity; Corrugated packaging expected to be first market to shift
- ◆ Inkjet winning share at expense of laser in shared office environment due to lower cost in use, sustainability and reliability advantages

## Competitive Landscape



### Competitive Advantages:

- ◆ Only player in proprietary "small molecule" technology
- ◆ Broadest technology platform
- ◆ Incumbency at leading OEMs in Corrugated Packaging

## Key Segments

### Packaging



### Graphic Arts



### Shared Office



### Work-from-home



1. Source: Cabot estimates; Competitors include DIC, FFIC, Kao, Orient

# Leveraging Sustainable Competitive Advantages

## How We Win



### Unparalleled Global Footprint

- ◆ Exceptional Talent: global perspective with local expertise
- ◆ Leading Assets: Broad flexibility through global manufacturing network
- ◆ A “Best Operator” in China with strong footprint



### Leadership in Sustainability

- ◆ Collaborate with customers to develop innovative, sustainable solutions
- ◆ Commitment to circularity in our operations
- ◆ *Newsweek* magazine “America’s Most Responsible Companies 2023”
- ◆ *Investor’s Business Daily’s* 100 Best ESG Companies of 2022



### Innovative Product Leadership

- ◆ Long history of innovation and strong brands aligned with favorable end markets
- ◆ #1 or #2 in all of our businesses
- ◆ Deep application knowledge to meet complex customer requirements
- ◆ Complementary upstream and downstream positions



### Ability to Capitalize on High-Growth Markets

- ◆ Uniquely positioned with conductive carbon additive technology
- ◆ Well-positioned to capture high-growth opportunities
  - Lithium-ion batteries
  - Digital conversion of industrial printing applications
  - Evolving mobility landscape

# Positioned to Capitalize on Key Macro Trends

## Portfolio of High Growth Emerging Businesses



### Changing Mobility Landscape



### Increasing Focus on Sustainability



### Becoming a More Connected World

## Trends

- ◆ Shift to electric vehicles
  - ◆ Growth in global miles driven
  - ◆ Light-weighting to drive fuel economy & EV range
  - ◆ Sensors to enhance vehicle safety and capability
- 

- ◆ Customers are innovating to deliver more sustainable products
  - ◆ Increasing circularity of supply chains
- 

- ◆ Digitalization of everything
- ◆ Growth and upgrade of the power distribution infrastructure

## Cabot Solutions

- ◆ **Battery materials** for EV li-ion batteries
  - ◆ **Specialty compounds** for EMI shielding
  - ◆ **E2C™** solutions for longer life tires
- 

- ◆ **Specialty compounds** for drip irrigation pipe
  - ◆ **Specialty carbons** for environmentally friendly dope dyed fiber
  - ◆ **Fumed Silica** for structural adhesives for wind turbine blades
- 

- ◆ **Inkjet Colorants** for digital printing in packaging and commercial applications
- ◆ **Specialty carbons** for high resolution displays and touchscreen applications
- ◆ **Specialty carbons** for reliable power cables

# Cabot is a Recognized Leader in Sustainability



Sustainability is Integrated into Every Facet of Our Business

# Executing our “Creating for Tomorrow” Strategy

## Continued recognition for our commitment to ESG leadership

Awards and Recognition	
	<p>Named one of America’s Most Responsible Companies 2023 by <i>Newsweek</i> magazine; This is the third consecutive year of recognition for Cabot</p>
	<p>Recognized as one of <i>Investor’s Business Daily’s</i> 100 Best ESG Companies of 2022; Placed in top three in the Chemicals category</p>
	<p>Achieved Platinum rating for sustainability from EcoVadis in 2023; Cabot ranked among top 1% of chemical companies for third consecutive year</p>
	<p>Named one of America’s Greatest Workplaces for Diversity 2023 by <i>Newsweek</i> magazine</p>
	<p>E2C™ solutions named to <i>European Rubber Journal’s</i> “Top 10 Elastomers for Sustainability” List for second time</p>





# Our Net Zero Ambition

We support the objectives established by the Paris Climate Agreement and will set ambitious goals to enable us to achieve net zero carbon emissions by 2050

## Transparency

- ◆ **Transparency** of reporting and disclosures that are aligned with recognized frameworks
  - ◆ CDP & GRI
  - ◆ Task Force on Climate-Related Financial Disclosures (TCFD)
  - ◆ Sustainability Accounting Standards Board (SASB)

## Our Pathway

- ◆ Continue to make progress on our **2025 Sustainability Goals**
- ◆ Develop **interim targets** to achieve net zero ambition by 2050

## Our Approach

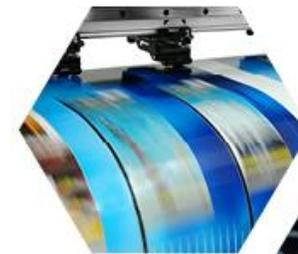
- ◆ **Drive yield improvements** and **CO2 reduction programs**
- ◆ **Invest** in waste heat recovery, improve energy efficiency and increase the use of renewable energy
- ◆ **Increase circularity** in our operations
- ◆ Accelerate efforts to explore **new and innovative technologies** to reduce our footprint

**We Expect to Achieve Net-Zero in 2050 through Collaboration, Innovation and Public Policy**



# OUR PURPOSE

Creating materials that improve daily life and enable a more sustainable future



# Our Strategy | *Creating for Tomorrow*

*Leveraging our strengths to lead in performance and sustainability—  
today and into the future*



## **GROW**

### **Investing for advantaged growth**

- ◆ Leverage and expand global reach to support customers and capture growth
- ◆ Enhance product portfolio to drive improved margin profile
- ◆ Execute strategic, tuck-in acquisitions in key growth markets
- ◆ Invest in differentiated capacity expansions
- ◆ Investments guided by ROIC discipline



## **INNOVATE**

### **Developing innovative products and processes that enable a better future**

- ◆ Develop new products and processes that address sustainability opportunities
- ◆ Advance product portfolio to capture sales in higher margin, higher growth applications
- ◆ Focus on key areas of value chain to create maximum value
- ◆ Advance our application and formulation capabilities to deliver customer value



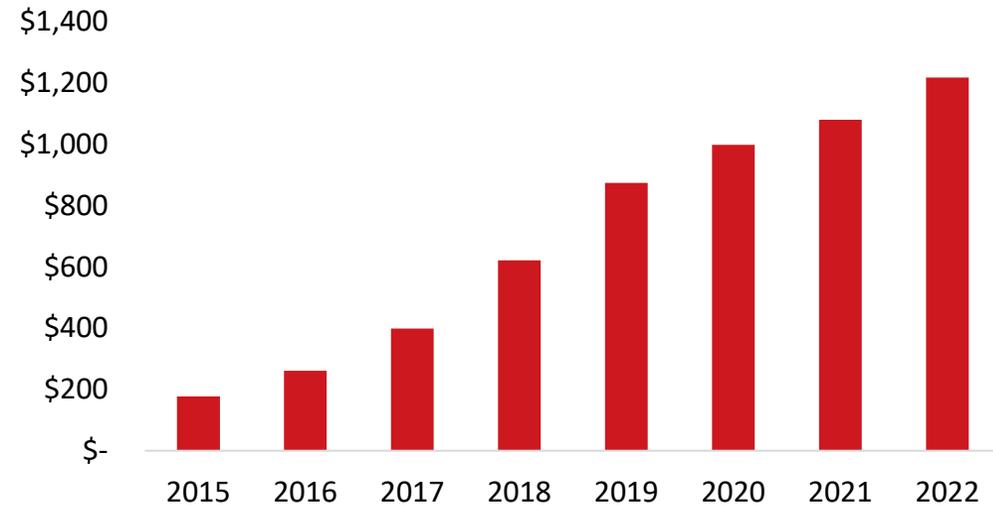
## **OPTIMIZE**

### **Driving continuous improvement in everything we do**

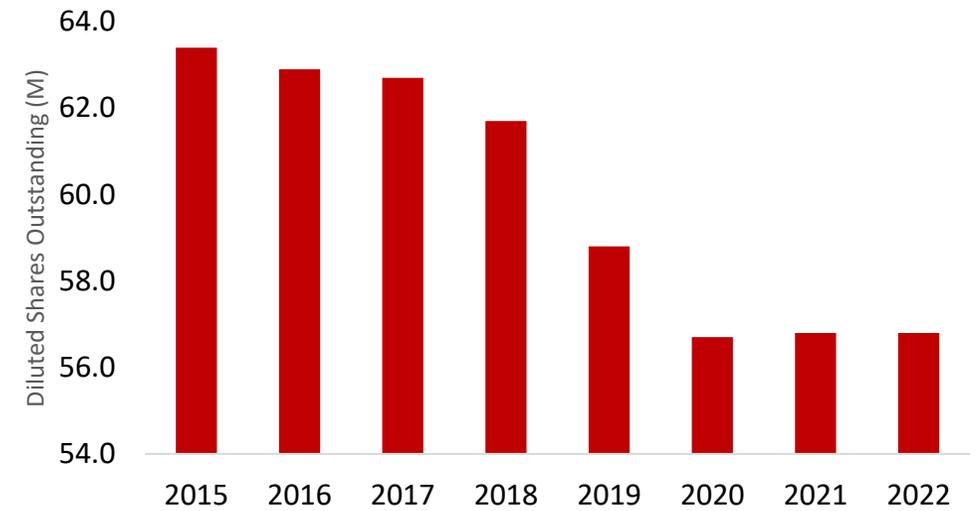
- ◆ Support customers through world-class manufacturing with an improved environmental footprint
- ◆ Deploy capital efficiently
- ◆ Lead in cost competitiveness
- ◆ Leverage digital technologies to improve efficiency and business performance
- ◆ Deliver effective global business services through scale, end-to-end process management and digital enablement

# Returned over \$1B to Shareholders 2015-2022

((\$M)) **Cumulative Dividends and Share Repurchases**



**Diluted Shares Outstanding**

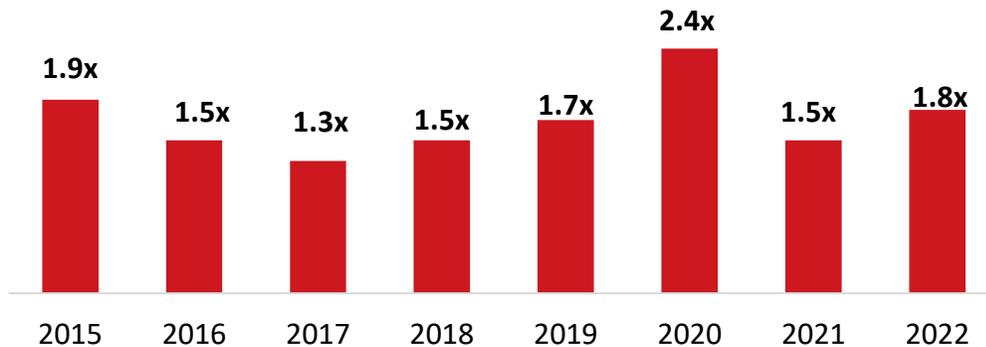


- ◆ Dividends and repurchases totaled 58% of DFCF<sup>1</sup> from FY'15-22
- ◆ Reduced share count by 12% since 2015

**Dividends and Repurchases Remain a Core Part of Our Capital Allocation Framework**

# Disciplined Balance Sheet Management

## Net Debt/Adjusted EBITDA<sup>1</sup>



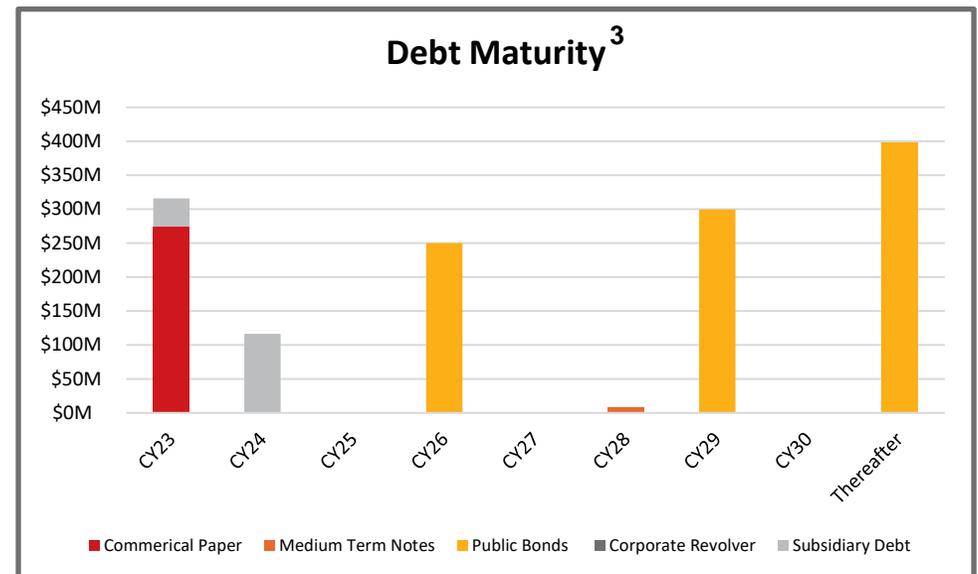
## Key Financial Metrics<sup>2</sup>

TTM Adjusted EBITDA <sup>1</sup>	\$728M
Cash Balance	\$206M
Gross Debt	\$1,443M
TTM DFCF <sup>1</sup>	\$395M

## Liquidity/Credit Ratings

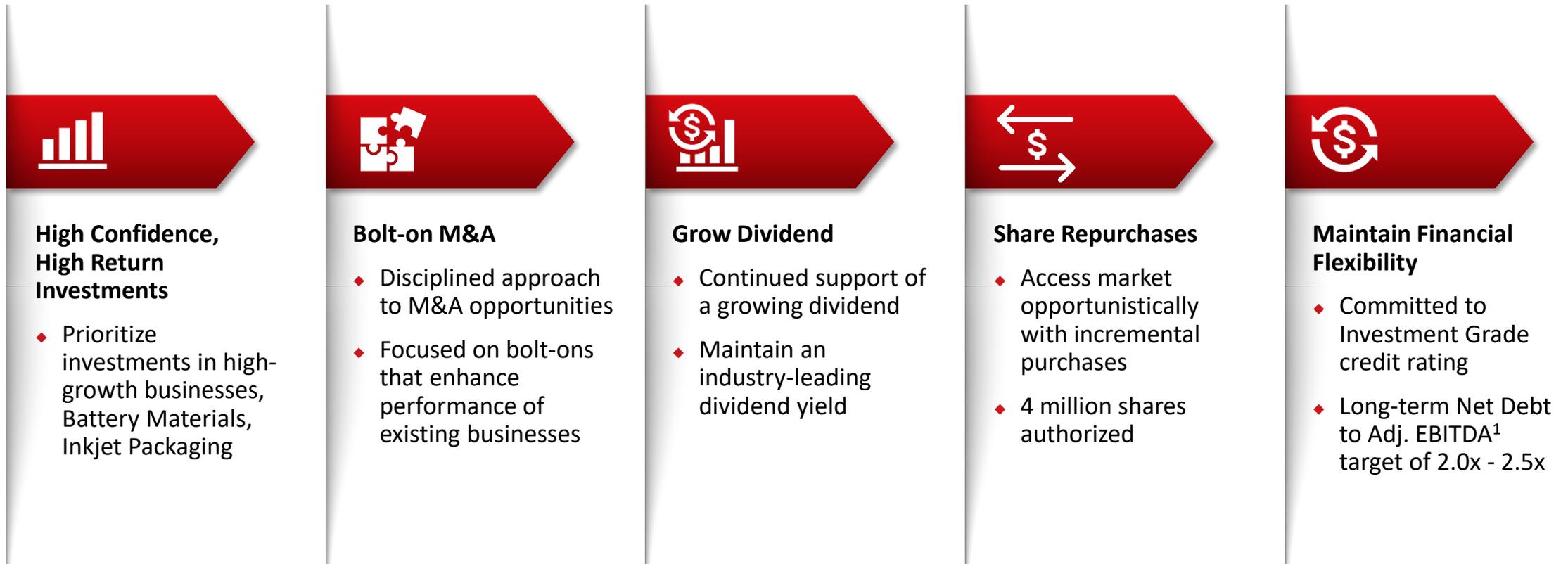
- ◆ Significant liquidity (\$1.3B); \$1B untapped on corporate credit facility<sup>2</sup>
- ◆ No Bond maturities until 2026
- ◆ Committed to maintaining Investment Grade credit rating (S&P: BBB Stable; Moody's: Baa2 Stable)

## Debt Maturity<sup>3</sup>



# Capital Allocation Framework

Supports *Creating for Tomorrow* Growth Strategy



**Disciplined Execution with a Flexible Balance Sheet**

# Growth Vector | Battery Materials

50%+ Forecasted EBIT CAGR Through 2024



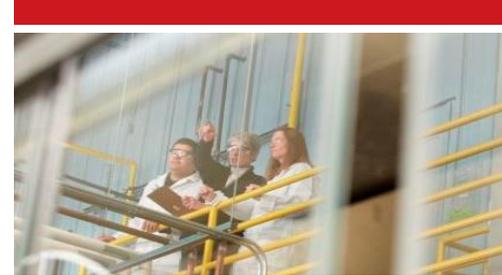
## ~30% 10-year anticipated market demand CAGR

Strong demand for CCA driven by lithium-ion batteries for EVs



## Distinguished commercial position

Commercial sales to 6 of top 8 battery makers with new product programs progressing at all 8; broad product offerings with specialty carbons, CNTs, CNS, fumed alumina



## Global network to enable expansion

Manufacturing plants, R&D facilities and commercial and technical experts to support customers



## Performance track record

FY22 EBITDA of \$29 million; FY23 forecasted EBITDA in the range of \$45-50 million

**Battery Materials Expected to be Significant Growth Driver for Cabot**

# Next Phase of Battery Materials Investments

U.S. expansion announced to meet growing demand

## Capacity Plans Enable Continued Growth

### U.S expansion plans recently announced to meet growing demand

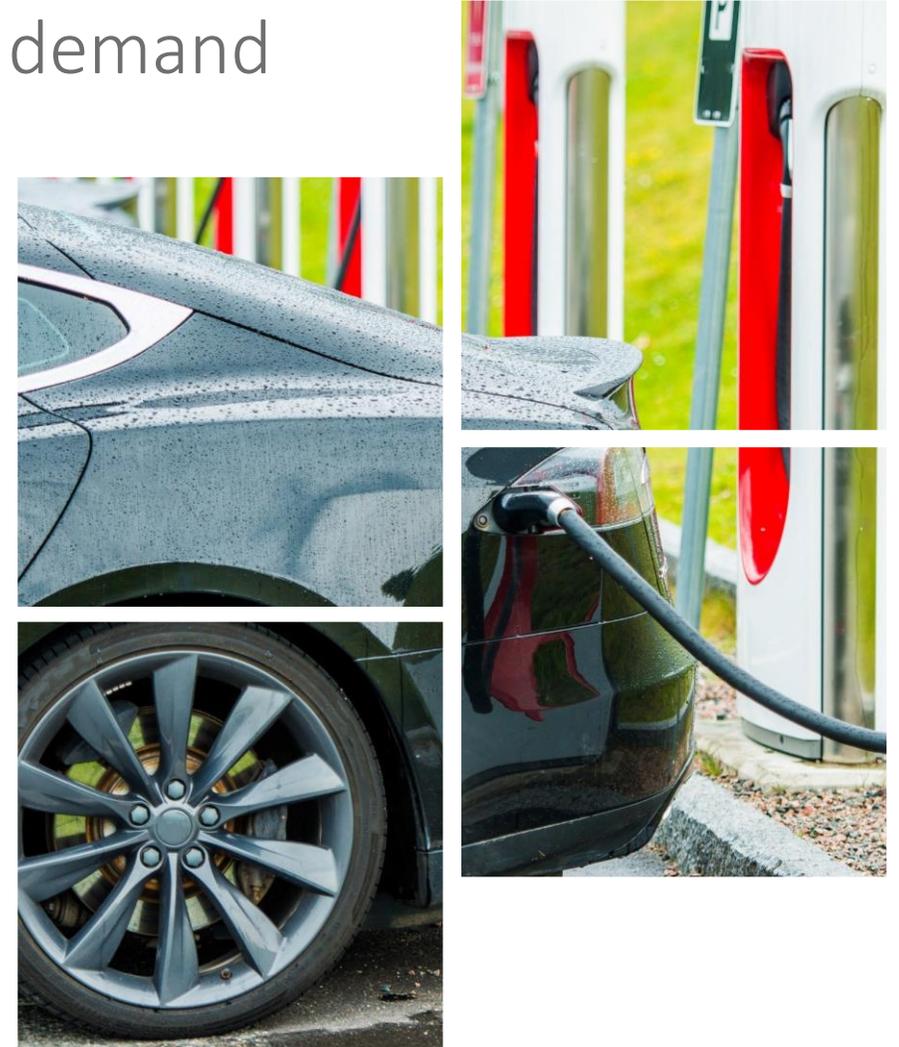
- ◆ 5-Year Plan to invest approximately \$200 million in the U.S.
- ◆ Includes 15,000 metric tons of conductive carbons annually at existing Texas plant
- ◆ Additional new CNT powder and dispersion capacity

### Capacity additions announced at investor day remain on track

- ◆ Enables 50%+ volume growth target

### Investments strengthen global leadership position in Battery Materials

- ◆ Adds to our existing CCA capacity in the U.S., Europe and Asia
- ◆ Provides sufficient capacity to drive growth
- ◆ Supports regionalization of the EV materials supply chain in the U.S.



# Growth Vector | Inkjet

## 25%+ Forecasted EBIT CAGR Through 2024



### Digitization drives significant inkjet demand

Revenue expected to grow 20%+ CAGR from FY21- FY24



### Commercial and packaging segments driving growth

Leading position due to technical capabilities and breadth; tracking 50%+ share in corrugated packaging



### Investments for increased capacity aligned with demand growth

Expect to spend \$55M in capex over next 3 years to increase scale of existing U.S. facility and begin work on next manufacturing location



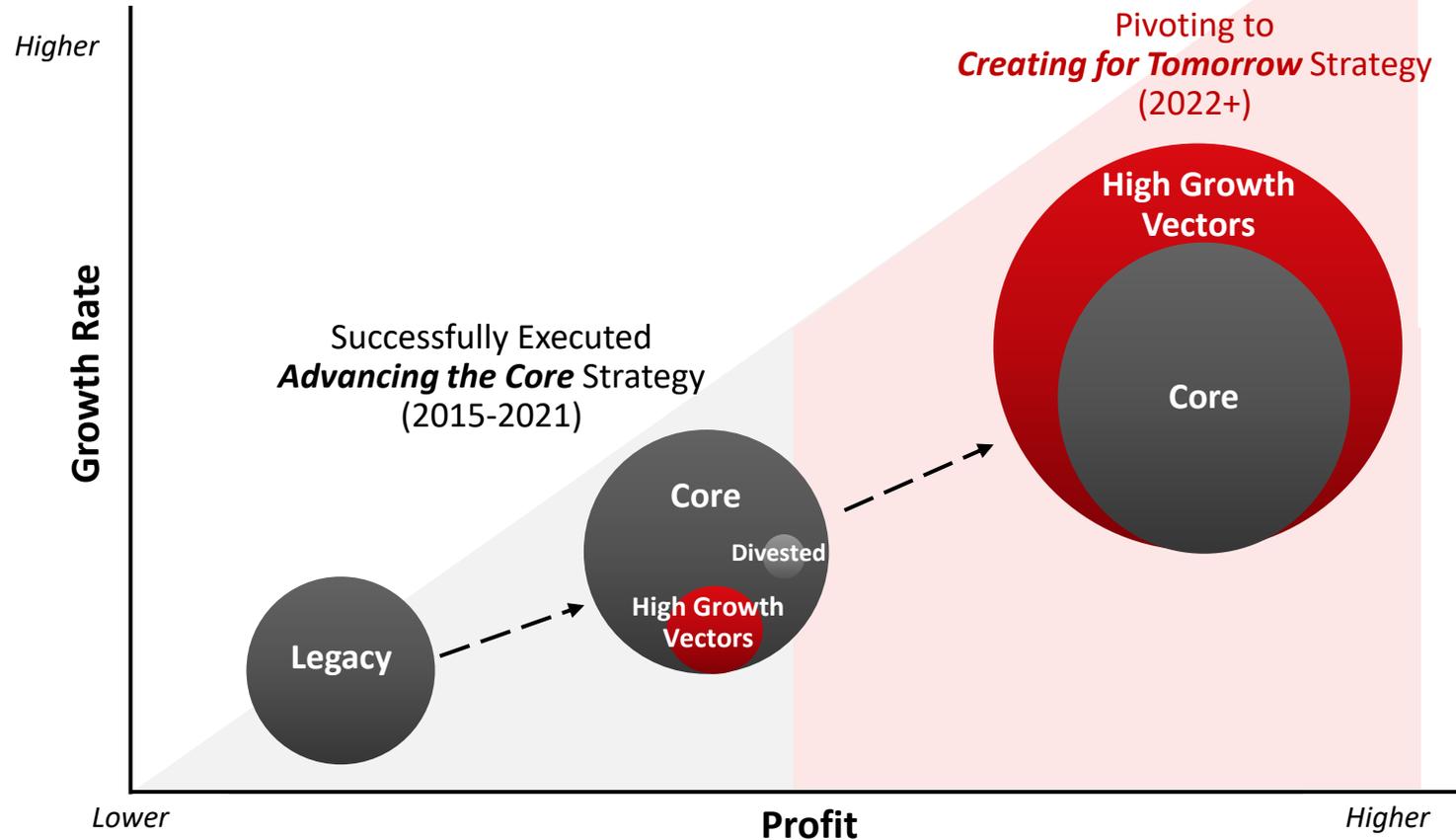
### High-growth, high-ROA business

Anticipate 25%+ EBIT growth (CAGR) from FY21-FY24 with 30%+ RONA

Digitization in Commercial and Packaging Driving Potential for Transformative Growth

# Creating for Tomorrow

## Path Ahead for Value Creation



### Valuation Creation Roadmap

<b>High growth vectors</b>
● Battery Materials, Inkjet and E2C™ solutions
<b>Core</b>
● Reinforcement Materials, Specialty Carbons, Specialty Compounds, Fumed Metal Oxides
<b>Divested businesses</b>
● Specialty Fluids, Purification Solutions
<i>*Note: Size of bubbles illustrative of potential market value</i>

Creating Value by Investing in Higher Growth, Higher Margin Businesses

# Appendix

# Use of Non-GAAP Financial Measures

This presentation includes references to adjusted earnings per share (EPS), total segment EBIT, segment EBITDA, adjusted EBITDA, adjusted return on invested capital (ROIC), discretionary free cash flow (DFCF) and operating tax rate, which are non-GAAP measures. Reconciliations of Adjusted EPS to net income (loss) per share attributable to Cabot Corporation, the most directly comparable GAAP financial measure, Total Segment EBIT, Total Segment EBITDA, and Adjusted EBITDA to income (loss) from continuing operations before income taxes and equity in earnings of affiliated companies, the most directly comparable GAAP financial measure of each such non-GAAP measure, operating tax rate to effective tax rate, the most directly comparable GAAP financial measure and Free Cash Flow and Discretionary Free Cash Flow to Cash flow from operating activities, the most directly comparable GAAP financial measure, are included in the following slides.

Cabot does not provide an expected GAAP EPS range or reconciliation of the Adjusted EPS range with an expected GAAP EPS range because, without unreasonable effort, we are unable to predict with reasonable certainty the matters we would allocate to “certain items,” including unusual gains and losses, costs associated with future restructurings, acquisition-related expenses and litigation outcomes. These items are uncertain, depend on various factors, and could have a material impact on GAAP EPS in future periods.

This presentation includes forecasted “total segment EBIT” but does not include a reconciliation to the most directly comparable GAAP financial measure income (loss) from continuing operations before income taxes and equity in earnings of affiliated companies because, without unreasonable effort, we are unable to predict with reasonable certainty the matters we would allocate to “certain items,” including unusual gains and losses, costs associated with future restructurings, acquisition-related expenses and litigation outcomes.

This presentation also includes our forecast of the range of our “operating tax rate” which represents the tax rate on our recurring operating results. This rate excludes discrete tax items, which are included in the effective tax rate. Discrete tax items are comprised of (i) unusual or infrequent items, (ii) items related to uncertain tax positions, and (iii) other tax items, such as the impact from the timing of losses in certain jurisdictions and cumulative tax rate adjustments. The operating tax rate also excludes the impact of the items of expense and income we identify as certain items on both our operating income and the tax provision. Management believes that the operating tax rate is useful supplemental information because it helps our investors compare our tax rate year to year on a consistent basis and to understand what our tax rate on current operations would be without the impact of these items.

Cabot does not provide a forward-looking reconciliation of the operating tax rate range with an effective tax rate range because, without unreasonable effort, we are unable to predict with reasonable certainty the matters we would allocate to “certain items,” including unusual gains and losses, costs associated with future restructurings, acquisition-related expenses and litigation outcomes. These items are uncertain, depend on various factors, and could have a material impact on the effective tax rate in future periods.

To calculate “Discretionary Free Cash Flow” we deduct sustaining and compliance capital expenditures and changes in Net Working Capital from cash flow from operating activities. To calculate “Free Cash Flow” we deduct capital expenditures as disclosed in the consolidated statement of cash flows (as Additions to property, plant and equipment) from cash flow from operating activities.

# Use of Non-GAAP Financial Measures

## Explanation of Terms Used

EBITDA Margin by product line is calculated by dividing estimated net income (loss), including depreciation and amortization, by estimated revenues

Adjusted return on net assets (“adjusted RONA”) by product line presented for the Performance Chemicals segment is calculated by dividing the twelve months’ estimated adjusted net income (loss) (a non-GAAP numerator) by adjusted net assets (a non-GAAP denominator). In the numerator, we estimate the product line’s portion of Segment EBIT, a GAAP measure, and reduce that by estimated allocations of interest income and expense, unallocated corporate costs and general unallocated income and expense. The denominator consists of estimates of our year-end operating assets for the product line, which are: net property, plant and equipment; adjusted net working capital; and investments in equity affiliates.

Net Working Capital - The term “net working capital” includes accounts receivable, inventory and accounts payable and accrued expenses.

# Non-GAAP Financial Measures

## Total Segment EBIT and Adjusted EBITDA

Our Chief Operating Decision Maker uses segment income (loss) from continuing operations before interest and taxes (which we refer to as segment “EBIT”) to evaluate the operating results of each segment and to allocate resources to the segments. We believe Total segment EBIT, which reflects the sum of EBIT from our 2 reportable segments, provides useful supplemental information for our investors as it is an important indicator of the Company’s operational strength and performance, allows investors to see our results through the eyes of management, and provides context for our discussion of individual business segment performance. Total segment EBIT is a non-GAAP financial measure and should not be considered an alternative for Income (loss) from continuing operations before income taxes and equity in earnings of affiliated companies, which is the most directly comparable GAAP financial measure. In calculating Total segment EBIT, we exclude from our income (loss) from continuing operations before income taxes and equity in earnings of affiliated companies: (i) items of expense and income that management does not consider representative of our fundamental on-going segment results, which we refer to as “certain items”, and (ii) items that, because they are not controlled by the business segments and primarily benefit corporate objectives, are not allocated to our business segments, such as interest expense and other corporate costs, which include unallocated corporate overhead expenses such as certain corporate salaries and headquarter expenses, plus costs related to special projects and initiatives, which we refer to as “other unallocated items”. Management believes excluding the items identified as certain items facilitates operating performance comparisons from period to period by eliminating the differences caused by the existence and timing of certain expenses and income items that would not otherwise be apparent on a GAAP basis. Investors should consider the limitations associated with this non-GAAP measure, including the potential lack of comparability of this measure from one company to another. A reconciliation of Total segment EBIT to Income (loss) from continuing operations before income taxes and equity in earnings of affiliated companies is below.

<i>Dollars in millions</i>	<b>Q4 FY2022</b>	<b>Q4 FY2021</b>	<b>Fiscal 2022</b>	<b>Fiscal 2021</b>
<b>Income (loss) before income taxes and equity in earnings of affiliated companies</b>	<b>\$ 129</b>	<b>\$ 66</b>	<b>\$ 335</b>	<b>\$ 406</b>
Less: Certain items	2	(27)	(183)	(34)
Less: Other Unallocated items	(31)	(23)	(124)	(110)
<b>Total Segment EBIT</b>	<b>\$ 158</b>	<b>\$ 116</b>	<b>\$ 642</b>	<b>\$ 550</b>
Plus: Total Depreciation & Amortization excluding corporate depreciation	35	43	145	160
Plus: Adjustments to Depreciation	-	(2)	-	(1)
Less: Unallocated corporate costs before corporate depreciation	15	14	59	57
<b>Adjusted EBITDA</b>	<b>\$ 178</b>	<b>\$ 143</b>	<b>\$ 728</b>	<b>\$ 652</b>

# Non-GAAP Reconciliations

## Adjusted EPS

Per Share/Fiscal Year	FY 2015 <sup>1</sup>	FY2022
Net income (loss) per share attributable to Cabot Corporation	\$ (5.49)	\$ 3.62
Less: Net income (loss) per share from discontinued operations	0.02	-
Net income (loss) per share from continuing operations	(5.51)	3.62
Less: Certain items per share and dilutive impact of shares	(8.00)	(2.66)
<b>Adjusted earnings per share</b>	<b>\$ 2.49</b>	<b>\$ 6.28</b>

1. Amounts have been recast to reflect the retrospective application of the Company's election to change its inventory valuation method of accounting for its U.S. carbon black inventories from the last-in, first-out ("LIFO") method to the first-in, first-out ("FIFO") method.

	Fiscal 2023 <sup>(A)</sup>				
	Dec. Q	Mar. Q	June Q	Sept. Q	FY 2023
<b>Reconciliation of Adjusted EPS to GAAP EPS</b>					
Net income (loss) per share attributable to Cabot Corporation	\$ 0.93	\$ —	\$ —	\$ —	\$ 0.93
Less: Certain items after tax per share	(0.05)	—	—	—	(0.05)
<b>Adjusted earnings (loss) per share</b>	<b>\$ 0.98</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 0.98</b>
	Fiscal 2022 <sup>(A)</sup>				
	Dec. Q	Mar. Q	June Q	Sept. Q	FY 2022
<b>Reconciliation of Adjusted EPS to GAAP EPS</b>					
Net income (loss) per share attributable to Cabot Corporation	\$ (1.57)	\$ 1.84	\$ 1.69	\$ 1.64	\$ 3.62
Less: Certain items after tax per share	(2.86)	0.15	(0.04)	0.09	(2.66)
<b>Adjusted earnings (loss) per share</b>	<b>\$ 1.29</b>	<b>\$ 1.69</b>	<b>\$ 1.73</b>	<b>\$ 1.55</b>	<b>\$ 6.28</b>

<sup>(A)</sup> Per share amounts are calculated after tax.

# Non-GAAP Reconciliations

## Adjusted EBIT, Adjusted EBITDA and Adjusted EBITDA Margin

Dollars in Millions/Fiscal Year	FY 2015 <sup>1</sup>	FY 2022
Income (loss) from continuing operations before income taxes and equity in earnings of affiliated companies	\$ (399)	\$ 335
Interest expense	53	56
Certain items	617	183
General unallocated (income) expense	11	(1)
Equity in earnings of affiliated companies	4	10
<b>Adjusted EBIT</b>	<b>286</b>	<b>583</b>
Total Depreciation & Amortization	183	145
Adjustments to Depreciation <sup>(2)</sup>	1	-
<b>Adjusted EBITDA</b>	<b>\$ 470</b>	<b>\$ 728</b>
Net sales and other operating revenues	2,871	4,321
<b>Adjusted EBITDA Margin</b>	<b>16%</b>	<b>17%</b>

1. Amounts have been recast to reflect the retrospective application of the Company's election to change its inventory valuation method of accounting for its U.S. carbon black inventories from the last-in, first-out ("LIFO") method to the first-in, first-out ("FIFO") method.
2. (Adjustments to depreciation includes the addition of the depreciation expense of a contractual joint venture in Purification Solutions and Corporate depreciation less accelerated depreciation expense not allocated to a business.

# Non-GAAP Reconciliations

## Segment EBITDA and Segment EBITDA Margin

(\$M)/Fiscal Year	FY 2015	FY 2022
Reinforcement Materials EBIT	\$ 143	\$ 408
Plus: Depreciation & Amortization	83	70
<b>Reinforcement Materials EBITDA</b>	<b>\$ 226</b>	<b>\$ 478</b>
Reinforcement Materials Sales	1,507	2,575
<b>Reinforcement Materials EBITDA Margin</b>	<b>15%</b>	<b>19%</b>
Performance Chemicals EBIT	\$ 178	\$ 234
Plus: Depreciation & Amortization	54	72
<b>Performance Chemicals EBITDA</b>	<b>\$ 232</b>	<b>\$ 306</b>
Performance Chemicals Sales	927	1,372
<b>Performance Chemicals EBITDA Margin</b>	<b>25%</b>	<b>22%</b>

# Non-GAAP Reconciliations

## Adjusted Return on Invested Capital (ROIC)

(\$M)/Fiscal Year	FY 2015 <sup>1</sup>	FY 2022
<b>Numerator - Adjusted net income (loss):</b>		
Net income (loss) attributable to Cabot Corporation	\$ (334)	\$ 209
Less: Certain items, net of tax benefit (provision)	(510)	(151)
Less: Net income attributable to noncontrolling interests	(8)	(34)
Less: Net Interest income and expense, net of tax <sup>(2)</sup>	(36)	(33)
<b>Adjusted net income (loss)</b>	<b>\$ 220</b>	<b>\$ 427</b>
<b>Denominator - Adjusted invested capital <sup>(3)</sup>:</b>		
Total Cabot Corporation stockholders' equity	\$ 1,604	\$ 890
Plus: Noncontrolling interests	113	145
Plus: Total Debt	1,095	1,334
Plus: Purification Solutions impairment charges, net of tax	(193)	(167)
Less: Cash and cash equivalents	82	195
Less: Certain items, net of tax <sup>(4)</sup>	(212)	(156)
<b>Adjusted invested capital</b>	<b>\$ 2,749</b>	<b>\$ 2,163</b>
<b>Adjusted return on invested capital</b>	<b>8%</b>	<b>20%</b>

1. Amounts have not been recast to reflect the retrospective application of the Company's election to change its inventory valuation method of accounting for its U.S. carbon black inventories from the last-in, first-out ("LIFO") method to the first-in, first-out ("FIFO") method.
2. Tax on interest expense and interest income is calculated using the Company's fiscal 2015 and 2022 actual operating tax rates of 26% and 25% respectively.
3. Each component of adjusted invested capital is calculated by averaging the previous five quarter ending balances.
4. Four quarter certain items rolling average

# Non-GAAP Reconciliations

## Operating Tax Rate & Net Debt to Adjusted EBITDA

(\$M)/Fiscal Year	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Current portion of long-term debt & Short-term borrowings	\$ 23	\$ 8	\$ 263	\$ 284	\$ 40	\$ 21	\$ 445	\$ 354
Long-term debt	970	918	661	719	1,024	1,094	717	1,089
Total Debt	993	926	924	1,003	1,064	1,115	1,162	1,443
Less: Cash	77	200	280	175	169	151	168	206
Net Debt	916	726	644	828	895	964	994	1,237
Adjusted EBITDA	470	489	514	571	541	399	652	728
<b>Net Debt to Adjusted EBITDA</b>	<b>1.9</b>	<b>1.5</b>	<b>1.3</b>	<b>1.5</b>	<b>1.7</b>	<b>2.4</b>	<b>1.5</b>	<b>1.7</b>

Three months ended December 31	2022	
	(Provision) / Benefit for Income Taxes	Rate
<i>Dollars in millions (unaudited)</i>		
Effective Tax Rate	\$ (20)	24%
Less: Non-GAAP tax adjustments <sup>(A)</sup>	1	
Operating tax rate <sup>(C) (D)</sup>	\$ (21)	25%

1. Non-GAAP tax adjustments are made to arrive at the operating tax provision. It includes the income tax (expense) benefit on certain items, discrete tax items, and, on a quarterly basis the timing of losses in certain jurisdictions. The income tax (expense) benefit on certain items is determined using the applicable rates in the taxing jurisdictions in which the certain items occurred and includes both current and deferred income tax (expense) benefit based on the nature of the certain items. Discrete tax items include, but are not limited to, changes in valuation allowance, uncertain tax positions, and other tax items, such as the tax impact of legislative changes.

# Non-GAAP Reconciliations

## Discretionary Free Cash Flow (DFCF)

(\$M)/Fiscal Year	FY 2022
Cash flow from operating activities	\$ 100
Less: Changes in net working capital	(431)
Less: Sustaining and compliance capital expenditures	136
<b>Discretionary Free Cash Flow</b>	<b>\$ 395</b>

<i>Dollars in millions</i>	Q1 FY2023	Q1 FY2022
Cash flow from operating activities <sup>(A)</sup>	\$ 52	\$ (49)
Less: Additions to property, plant and equipment	35	30
<b>Free cash flow</b>	<b>\$ 17</b>	<b>\$ (79)</b>
Plus: Additions to property, plant and equipment	35	30
Less: Changes in net working capital <sup>(B)</sup>	(34)	(143)
Less: Sustaining and compliance capital expenditures	23	22
<b>Discretionary free cash flow</b>	<b>\$ 63</b>	<b>\$ 72</b>

A. As provided in the Condensed Consolidated Statement of Cash Flows.

B. Defined as changes in accounts receivable, inventory and accounts payable and accrued liabilities as presented on the Condensed Consolidated Statement of Cash Flows.