DEFINITIONS

"Organic revenues" is a non-GAAP financial measure that excludes or has otherwise been adjusted for the impact of acquisitions, divestitures and structural changes, as applicable, and the impact of fluctuations in foreign currency exchange rates. Management believes the organic revenue (non-GAAP) growth measure provides users with useful supplemental information regarding the Company's ongoing revenue performance and trends by presenting revenue growth excluding the impact of foreign exchange as well as the impact of acquisitions, divestitures and structural changes.

"Comparable currency neutral operating income" is a non-GAAP financial measure that excludes or has otherwise been adjusted for items impacting comparability and the impact of fluctuations in foreign currency exchange rates. "Comparable operating margin" is a non-GAAP financial measure that excludes or has otherwise been adjusted for items impacting comparability. Management uses these non-GAAP financial measures to evaluate the Company's performance and make resource allocation decisions. Further, management believes the comparable currency neutral operating income (non-GAAP) growth measure and the comparable operating margin (non-GAAP) measure enhance its ability to communicate the underlying operating results and provide investors with useful supplemental information to enhance their understanding of the Company's underlying business performance and trends by improving their ability to compare our period-to-period financial results.

"Comparable EPS" and "comparable currency neutral EPS" are non-GAAP financial measures that exclude or have otherwise been adjusted for items impacting comparability. Comparable currency neutral EPS (non-GAAP) has also been adjusted for the impact of fluctuations in foreign currency exchange rates. Management uses these non-GAAP financial measures to evaluate the Company's performance and make resource allocation decisions. Further, management believes the comparable EPS (non-GAAP) and comparable currency neutral EPS (non-GAAP) growth measures enhance its ability to communicate the underlying operating results and provide investors with useful supplemental information to enhance their understanding of the Company's underlying business performance and trends by improving their ability to compare our period-to-period financial results.

"Free cash flow" is a non-GAAP financial measure that represents net cash provided by operating activities less purchases of property, plant and equipment. "Free cash flow excluding the IRS tax litigation deposit" is a non-GAAP financial measure that represents net cash provided by operating activities less purchases of property, plant and equipment and excludes the Company's IRS tax litigation deposit that was paid in 2024. "Projected free cash flow excluding the fairlife contingent consideration payment" is a non-GAAP financial measure that represents net cash provided by operating activities less purchases of property, plant and equipment and excludes the Company's latest estimate of the fairlife contingent consideration payment that will be paid in 2025. Management uses these non-GAAP financial measures to evaluate the Company's performance and make resource allocation decisions.

"Adjusted free cash flow" is a non-GAAP financial measure that represents net cash provided by operating activities less purchases of property, plant and equipment and excludes the Company's IRS tax litigation deposit that was paid in 2024, the payment of transition tax resulting from the 2017 Tax Cuts and Jobs Act, and other significant cash inflows/outflows that are unusual in nature and/or infrequent in occurrence that we believe do not reflect the Company's underlying liquidity. Management believes adjusted free cash flow (non-GAAP) is useful to investors, analysts and others to evaluate the underlying cash flow the Company generates after investing in property, plant and equipment.

"Adjusted free cash flow conversion ratio" is a non-GAAP financial measure that is calculated by dividing adjusted free cash flow (non-GAAP) by adjusted net income attributable to shareowners of The Coca-Cola Company (non-GAAP). Management uses these non-GAAP measures when making capital allocation decisions. Management believes the free cash flow conversion ratio (non-GAAP) and the adjusted free cash flow conversion ratio (non-GAAP) are useful to investors, analysts and others to evaluate the amount of our underlying earnings that we are able to convert into cash.

"Dividends as a percentage of adjusted free cash flow" is a non-GAAP financial measure that is calculated by dividing adjusted free cash flow (non-GAAP) by dividends paid to shareowners of The Coca-Cola Company. Management uses this non-GAAP measure when making capital allocation decisions.

"Net operating profit" is a non-GAAP financial measure that represents the sum of operating income and equity income (loss) - net. "Comparable net operating profit" is a non-GAAP financial measure that excludes or has otherwise been adjusted for items impacting comparability. "Comparable net operating profit after taxes (NOPAT)" is a non-GAAP financial measure that has been adjusted for taxes using the comparable effective tax rate (non-GAAP).

"Comparable effective tax rate" is a non-GAAP financial measure that represents the effective income tax rate on income before income taxes, which excludes or has otherwise been adjusted for items impacting comparability.

"Invested capital" is a non-GAAP financial measure that is calculated by subtracting total cash, cash equivalents, short-term investments and marketable securities from the sum of total debt (non-GAAP) and total equity.

"Return on invested capital (ROIC)" is a non-GAAP financial measure that is calculated by dividing comparable NOPAT (non-GAAP) by average invested capital (non-GAAP). Management uses this non-GAAP financial measure to evaluate the Company's performance and make capital allocation decisions.

"Gross debt" is a non-GAAP financial measure that represents the sum of loans and notes payable, current maturities of long-term debt, and long-term debt. Gross debt (non-GAAP) is also known as "total debt" (non-GAAP).

"Net debt" is a non-GAAP financial measure that is calculated by subtracting total cash, cash equivalents, short-term investments and marketable securities from gross debt (non-GAAP). "Net debt at the high-end of target" is a non-GAAP financial measure that is calculated by multiplying comparable EBITDA (non-GAAP) by net debt leverage (non-GAAP) at the high-end of the Company's long-term net debt leverage target. The Company's long-term target for net debt leverage (non-GAAP) is 2.0 to 2.5 times comparable EBITDA (non-GAAP).

"EBITDA" is a non-GAAP financial measure that represents earnings before interest, taxes, depreciation, amortization and other income (loss) - net. "Comparable EBITDA" is a non-GAAP financial measure that excludes or has otherwise been adjusted for items impacting comparability.

"Net debt leverage" is a non-GAAP financial measure that is calculated by dividing net debt (non-GAAP) by comparable EBITDA (non-GAAP). "Net debt leverage including the estimated 2025 fairlife contingent consideration payment" is a non-GAAP financial measure that is calculated by dividing net debt including the estimated 2025 fairlife contingent consideration payment (non-GAAP) by comparable EBITDA (non-GAAP). Management uses these non-GAAP financial measures to evaluate the Company's capital allocation decisions.

"Debt capacity" is a non-GAAP financial measure this is calculated by subtracting net debt (non-GAAP) from net debt at the high-end of target (non-GAAP). Management uses this non-GAAP financial measure to evaluate the Company's capital allocation decisions.

"Net share repurchases" is a non-GAAP financial measure that reflects the net amount of purchases of stock for treasury after considering proceeds from the issuances of stock, and as applicable, the net change in stock issuance receivables (related to employee stock options exercised but not settled prior to the end of the period) and the net change in treasury stock payables (for treasury shares repurchased but not settled prior to the end of the period).

(UNAUDITED)

Organic Revenues:

	Less: Adjustments to Reported Net Revenues			
Percent Change	Reported Net Revenues (GAAP)	Currency Impact	Impact of Acquisitions, Divestitures and Structural Changes, Net	Organic Revenues (Non-GAAP)
2020	(11)	(2)	0	(9)
2021	17	1	0	16
2022	11	(7)	2	16
2023	6	(4)	(1)	12
2024	3	(5)	(4)	12

5		9
	· · · · · · · · · · · · · · · · · · ·	

Note: Certain rows may not add due to rounding.

(UNAUDITED)

Earnings Per Share:

Reported (GAAP)

Items Impacting Comparability
Comparable (Non-GAAP)

Reported (GAAP)

Items Impacting Comparability
Comparable (Non-GAAP)

Percent Change — Reported EPS

Percent Change — Comparable EPS (Non-GAAP)

Five-Year Average Percent Change — Reported EPS

Five-Year Average Percent Change — Comparable EPS (Non-GAAP)

	Year Ended December 31, 2020	Year Ended December 31, 2021	Year Ended December 31, 2022	Year Ended December 31, 2023	Year Ended December 31, 2024		
\$	1.79	\$ 2.25	\$ 2.19	\$ 2.47	\$ 2.46		
1_	0.16	0.07	0.30	0.21	0.42		
\$	1.95	\$ 2.32	\$ 2.48	\$ 2.69	\$ 2.88		

	Year Ended December 31, 2019	Year Ended December 31, 2020		Year Ended December 31, 2021		Year Ended December 31, 2022	Year Ended December 31, 2023		
;	\$ 2.07	\$ 1.79	\$	2.25	\$	2.19	\$	2.47	
١.	0.04	0.16	_	0.07	_	0.30	_	0.21	
	\$ 2.11	\$ 1.95	\$	2.32	\$	2.48	\$	2.69	

Year Ended December 31, 2020	Year Ended December 31, 2021	Year Ended December 31, 2022	Year Ended December 31, 2023	Year Ended December 31, 2024		
(13)	26	(3)	13	0		
(8)	19	7	8	7		

5	
7	

Note: Certain columns may not add due to rounding. Certain percentages may not recalculate using the rounded dollar amounts provided.

(UNAUDITED) (In millions)

Free Cash Flow:

Net Cash Provided by Operating Activities (GAAP)
Purchases of Property, Plant and Equipment (GAAP)

Free Cash Flow (Non-GAAP)
Plus: IRS Tax Litigation Deposit

Free Cash Flow Excluding the IRS Tax Litigation Deposit (Non-GAAP)

 ar Ended ber 31, 2024
\$ 6,805 (2,064)
4,741
 6,041
\$ 10.782

(UNAUDITED)

Earnings Per Share:

Reported (GAAP)

Items Impacting Comparability
Comparable (Non-GAAP)

	Year Ended December 31, 2024	Year Ended December 31, 2023	Year Ended December 31, 2022	Year Ended December 31, 2021	Year Ended December 31, 2020	Year Ended December 31, 2019	Year Ended December 31, 2018	Year Ended December 31, 2017	
	2.46	\$ 2.47	\$ 2.19	\$ 2.25	\$ 1.79	\$ 2.07	\$ 1.50	\$ 0.29	
١.	0.42	0.21	0.30	0.07	0.16	0.04	0.60	1.64	
Ŀ	\$ 2.88	\$ 2.69	\$ 2.48	\$ 2.32	\$ 1.95	\$ 2.11	\$ 2.08	\$ 1.92	

Reported (GAAP)

Items Impacting Comparability
Comparable (Non-GAAP)

Year Ended Year Ended December 31, 2016 December 31, 2015		Year Ended December 31, 2014		Year Ended December 31, 2013		Year Ended December 31, 2012		Year Ended December 31, 2011		Year Ended December 31, 2010		
\$ 1.49	\$	1.67	\$	1.60	\$	1.90	\$	1.97	\$	1.85	\$	2.53
0.42		0.34		0.45		0.16	_	0.06		0.07		(0.79)
\$ 1.91	\$	2.00	\$	2.04	\$	2.08	\$	2.01	\$	1.92	\$	1.74

Note: Certain columns may not add due to rounding.

(UNAUDITED) (In billions)

Year Ending

Projected 2025 Free Cash Flow Excluding the fairlife Contingent Consideration Payment:

	Decem	nber 31, 2025
Projected GAAP Net Cash Provided by Operating Activities	\$	5.6
Plus: fairlife Contingent Consideration Payment		6.1
Projected Cash Flow from Operations Excluding the fairlife Contingent Consideration Payment (Non-GAAP)		11.7
Projected GAAP Purchases of Property, Plant and Equipment		(2.2)
Projected Free Cash Flow Excluding the fairlife Contingent Consideration Payment (Non-GAAP)	\$	9.5

(UNAUDITED)

Operating Margin:

Reported Operating Margin (GAAP)

Items Impacting Comparability (Non-GAAP) Comparable Operating Margin (Non-GAAP)

Year Ended December 31, 2024	Year Ended December 31, 2017	Basis Point Growth (Decline)		
21.23%	21.42%	(19)		
(8.80%)	(5.10%)			
30.03%	26.52%	351		

(UNAUDITED) (In millions)

Free Cash Flow:

Net Cash Provided by Operating Activities

Purchases of Property, Plant and Equipment

Free Cash Flow (Non-GAAP)

Year Ended	Year Ended Year Ended		Year Ended	Year Ended	Year Ended		
December 31, 2018	December 31, 2019	ember 31, 2019 December 31, 2020 I		December 31, 2022	December 31, 2023		
\$ 7,627	\$ 10,471	\$ 9,844	\$ 12,625	\$ 11,018	\$ 11,599		
(1,548)	(2,054)	(1,177)	(1,367)	(1,484)	(1,852)		
\$ 6,079	\$ 8,417	\$ 8,667	\$ 11,258	\$ 9,534	\$ 9,747		

(UNAUDITED) (In millions)

Free Cash Flow and Adjusted Free Cash Flow Conversion Ratio:

	Year Ended
	December 31, 2024
Net Cash Provided by Operating Activities	\$ 6,805
Purchases of Property, Plant and Equipment	(2,064)
Free Cash Flow (Non-GAAP)	4,741
Plus / (Less):	
IRS Tax Litigation Deposit	6,041
Transition Tax Payments	964
M&A-Related Payments ¹	566
Cash Payments of (Receipts from) Pension Plan Contributions ²	(479)
Other Nonoperating Tax Payments / (Benefits) ³	(323)
Adjusted Free Cash Flow (Non-GAAP)	\$ 11,510
Net Income Attributable to Shareowners of The Coca-Cola Company	\$ 10,631
Noncash / Nonoperating Items Impacting Comparability:	
Asset Impairments	698
Equity Investees	90
Transaction Gains/Losses	1,045
Restructuring	-
Other Items	(238)
Certain Tax Matters	128
Adjusted Net Income Attributable to Shareowners of The Coca-Cola Company (Non-GAAP)	\$ 12,354
Cash Flow Conversion Ratio ⁴	64%
Free Cash Flow Conversion Ratio (Non-GAAP) ⁵	38%
Adjusted Free Cash Flow Conversion Ratio (Non-GAAP) ⁶	

¹ Includes income tax payments related to refranchising activities.

² Includes surplus international plan assets transferred from pension trusts to general assets of the Company.

³ Includes tax credits and other tax benefits received from investments in limited partnerships that receive tax credits and other tax benefits by constructing, owning and operating alternative energy generation facilities.

⁴ Cash flow conversion ratio is calculated by dividing net cash provided by operating activities by net income attributable to shareowners of The Coca-Cola Company.

⁵ Free cash flow conversion ratio is calculated by dividing free cash flow by adjusted net income attributable to shareowners of The Coca-Cola Company.

⁶ Adjusted free cash flow conversion ratio is calculated by dividing adjusted free cash flow by adjusted net income attributable to shareowners of The Coca-Cola Company.

(UNAUDITED) (In millions)

Year Ended

Dividends as a Percentage of Adjusted Free Cash Flow:

	Decem	ber 31, 2024
Net Cash Provided by Operating Activities	\$	6,805
Purchases of Property, Plant and Equipment		(2,064)
Free Cash Flow (Non-GAAP)		4,741
Plus / (Less):		
IRS Tax Litigation Deposit		6,041
Transition Tax Payments		964
M&A-Related Payments ¹		566
Cash Payments of (Receipts from) Pension Plan Contributions ²		(479)
Other Nonoperating Tax Payments / (Benefits) ³		(323)
Adjusted Free Cash Flow (Non-GAAP)	\$	11,510
Dividends	\$	8,359
Dividends as a Percentage of Net Cash Provided by Operating Activities ⁴		123%
Dividends as a Percentage of Adjusted Free Cash Flow (Non-GAAP) ⁵		73%

¹ Includes income tax payments related to refranchising activities.

² Includes surplus international plan assets transferred from pension trusts to general assets of the Company.

³ Includes tax credits and other tax benefits received from investments in limited partnerships that receive tax credits and other tax benefits by constructing, owning and operating alternative energy generation facilities.

⁴ Dividends as a percentage of net cash provided by operating activities is calculated by dividing net cash provided by operating activities by dividends paid to shareowners of The Coca-Cola Company.

⁵ Dividends as a percentage of adjusted free cash flow is calculated by dividing adjusted free cash flow by dividends paid to shareowners of The Coca-Cola Company.

(UNAUDITED) (In millions)

Net Operating Profit After Taxes (NOPAT):

		Year Ended December 31, 2015	
Operating income Equity income (loss) — net	\$	8,787 489	
Net operating profit (Non-GAAP) Items impacting comparability		9,276 1,556	
Comparable net operating profit (Non-GAAP)	\$	10,832	
Comparable effective tax rate (Non-GAAP)		22.5%	
Comparable net operating profit after taxes (NOPAT) (Non-GAAP)	\$	8,395	

Invested Capital:

Loans and notes payable Current maturities of long-term debt Long-term debt
Total debt (Non-GAAP) Total equity Less:
Total cash, cash equivalents and short-term investments
Marketable securities
Invested capital (Non-GAAP)

	2015 Two-Year Average	As of December 31, 2014	As of December 31, 2015	
\$	16,130	\$ 19,130	\$ 13,129	
	3,113	3,550	2,676	
l _	23,661	19,010	28,311	
	42,903	41,690	44,116	
	28,163	30,561	25,764	
	16,821 3,967	18,010 3,665	15,631 4,269	
\$	50,278	\$ 50,576	\$ 49,980	

2015 Return on Invested Capital (ROIC):

Return on invested capital (ROIC) (Non-GAAP) ¹ 16.7%

¹ Return on invested capital is calculated by dividing comparable net operating profit after taxes by invested capital.

(UNAUDITED) (In millions)

Net Operating Profit After Taxes (NOPAT):

		Year Ended December 31, 2024	
Operating income Equity income (loss) — net	\$	9,992 1,770	
Net operating profit (Non-GAAP) Items impacting comparability		11,762 4,185	
Comparable net operating profit (Non-GAAP)	\$	15,947	
Comparable effective tax rate (Non-GAAP)		18.6%	
Comparable net operating profit after taxes (NOPAT) (Non-GAAP)	\$	12,981	

Invested Capital:

Loans and notes payable Current maturities of long-term debt Long-term debt
Total debt (Non-GAAP) Total equity
<u>Less:</u>
Total cash, cash equivalents and short-term investments Marketable securities
Invested capital (Non-GAAP)

2024 Two-Year Average	As of December 31, 2023	As of December 31, 2024	
\$ 3,028	\$ 4,557	\$ 1,499	
1,304 38,961	1,960 35,547	648 42,375	
43,293	42,064	44,522	
26,926	27,480	26,372	
12,606 1,512	12,363 1,300	12,848 1,723	
\$ 56,101	\$ 55,881	\$ 56,323	

2024 Return on Invested Capital (ROIC):

Return on invested capital (ROIC) (Non-GAAP) ¹

23.1%

¹ Return on invested capital is calculated by dividing comparable net operating profit after taxes by invested capital.

(UNAUDITED)

(In millions except net debt leverage)

Gross Debt and Net Debt:

December 31, 2015 Cash and cash equivalents 7,309 Short-term investments 8,322 Marketable securities 4,269 Total cash, cash equivalents, short-term investments and marketable securities (Non-GAAP) 19,900 \$ 13,129 Loans and notes payable **Current maturities of long-term debt** 2,676 28,311 Long-term debt 44,116 Gross debt (Non-GAAP)

Net debt (Non-GAAP) 1

Year Ended

24,216

As of

EBITDA:

	December 31, 2015	
Income before income taxes	\$	9,605
Less income items:		
Interest income		613
Other income (loss) — net		572
Add expense items:		
Interest expense		856
Depreciation and amortization	-	1,970
Earnings before interest, taxes, depreciation and amortization (EBITDA) (Non-GAAP)	\$	11,246
Items impacting comparability		1,556
Comparable EBITDA (Non-GAAP)	\$	12,802

Net Debt Leverage:

Net debt (Non-GAAP) Comparable EBITDA (Non-GAAP) Net debt leverage (Non-GAAP)

As of and Year Ended December 31, 2015		
\$	24,216	
\$	12,802	
	1.9x	

<u>Debt Capacity to 2.5x Net Debt Leverage:</u>

Comparable EBITDA (Non-GAAP)
Net debt leverage at the high-end of target (Non-GAAP)
Net debt at the high-end of target (Non-GAAP) ²
Debt capacity (Non-GAAP) ³

As of and Year Ended December 31, 2015		
\$	12,802	
	2.5x	
\$	32,005	
\$	7,789	

² Net debt at the high-end of target is calculated by multiplying comparable EBITDA by net debt leverage at the high-end of target.

¹ Net debt is calculated by subtracting total cash, cash equivalents, short-term investments and marketable securities from gross debt.

³ Debt capacity is calculated by subtracting net debt from net debt at the high-end of target.

(UNAUDITED)

(In millions except net debt leverage)

Gross Debt and Net Debt:

	Α	IS OT
		er 31, 2024
Cash and cash equivalents	\$	10,828
Short-term investments		2,020
Marketable securities		1,723
Total cash, cash equivalents, short-term investments and marketable securities (Non-GAAP)	\$	14,571
Loans and notes payable	\$	1,499
Current maturities of long-term debt		648
Long-term debt		42,375
Gross debt (Non-GAAP)	\$	44,522
Net debt (Non-GAAP) ¹	\$	29,951
Plus: Estimated 2025 fairlife contingent consideration payment (Non-GAAP)		6,100
Net debt including the estimated 2025 fairlife contingent consideration payment (Non-GAAP)	\$	36,051

¹ Net debt is calculated by subtracting total cash, cash equivalents, short-term investments and marketable securities from gross debt.

Year Ended

As of and Year Ended

EBITDA:

		December 31, 2024	
Income before income taxes	\$	13,086	
Less income items:			
Interest income		988	
Other income (loss) — net		1,992	
Add expense items:			
Interest expense		1,656	
Depreciation and amortization		1,075	
Earnings before interest, taxes, depreciation and amortization (EBITDA) (Non-GAAP)	\$	12,837	
Items impacting comparability		4,185	
Comparable EBITDA (Non-GAAP)	\$	17,022	

Net Debt Leverage:

	 d Year Ended ber 31, 2024
Net debt (Non-GAAP)	\$ 29,951
Comparable EBITDA (Non-GAAP)	\$ 17,022
Net debt leverage (Non-GAAP)	1.8x
Net debt including the estimated 2025 fairlife contingent consideration payment (Non-GAAP)	\$ 36,051
Comparable EBITDA (Non-GAAP)	\$ 17,022
Net debt leverage including the estimated 2025 fairlife contingent consideration payment (Non-GAAP)	2.1x

Debt Capacity to 2.5x Net Debt Leverage:

Comparable EBITDA (Non-GAAP)December 31, 2024Net debt leverage at the high-end of target (Non-GAAP)\$ 17,022Net debt at the high-end of target (Non-GAAP)2.5xDebt capacity (Non-GAAP)\$ 42,555Debt capacity (Non-GAAP)\$ 12,604

² Net debt at the high-end of target is calculated by multiplying comparable EBITDA by net debt leverage at the high-end of target.

³ Debt capacity is calculated by subtracting net debt from net debt at the high-end of target.

(UNAUDITED) (In millions)

Net Operating Profit After Taxes (NOPAT):

	Year Ended December 31, 2021	
Operating income Equity income (loss) — net	\$	10,308 1,438
Net operating profit (Non-GAAP) Items impacting comparability		11,746 814
Comparable net operating profit (Non-GAAP)	\$	12,560
Comparable effective tax rate (Non-GAAP)		18.6%
Comparable net operating profit after taxes (NOPAT) (Non-GAAP)	\$	10,228

Invested Capital:

Loans and notes payable Current maturities of long-term debt Long-term debt
Total debt (Non-GAAP) Total equity
Less:
Total cash, cash equivalents and short-term investments Marketable securities
Invested capital (Non-GAAP)

2021 Two-Year Average		As of December 31, 2020	As of December 31, 2021	
\$	2,745	\$ 2,183	\$ 3,307	
	912	485	1,338	
39,121		40,125	38,116	
	42,778	42,793	42,761	
	23,072	21,284	24,860	
	9,746 2,024	8,566 2,348	10,926 1,699	
\$	54,080	\$ 53,163	\$ 54,996	

2021 Return on Invested Capital (ROIC):

Return on invested capital (ROIC) (Non-GAAP) ¹

18.9%

¹ Return on invested capital is calculated by dividing comparable net operating profit after taxes by invested capital.

(UNAUDITED) (In millions)

Net Operating Profit After Taxes (NOPAT):

	Year Ended December 31, 2022	
Operating income Equity income (loss) — net	\$	10,909 1,472
Net operating profit (Non-GAAP) Items impacting comparability		12,381 1,470
Comparable net operating profit (Non-GAAP)	\$	13,851
Comparable effective tax rate (Non-GAAP)		19.0%
Comparable net operating profit after taxes (NOPAT) (Non-GAAP)	\$	11,216

Invested Capital:

Loans and notes payable Current maturities of long-term debt Long-term debt
Total debt (Non-GAAP) Total equity
Less:
Total cash, cash equivalents and short-term investments Marketable securities
Invested capital (Non-GAAP)

2022 Two-Year Average	As of December 31, 2021	As of December 31, 2022	
\$ 2,840	\$ 3,307	\$ 2,373	
869 37,247	1,338 38,116	399 36,377	
40,955	42,761	39,149	
25,343	24,860	25,826	
10,744 1,384	10,926 1,699	10,562 1,069	
\$ 54,170	\$ 54,996	\$ 53,344	

2022 Return on Invested Capital (ROIC):

Return on invested capital (ROIC) (Non-GAAP) ¹

20.7%

¹ Return on invested capital is calculated by dividing comparable net operating profit after taxes by invested capital.

(UNAUDITED) (In millions)

Net Operating Profit After Taxes (NOPAT):

		Year Ended December 31, 2023	
Operating income Equity income (loss) — net	\$	11,311 1,691	
Net operating profit (Non-GAAP) Items impacting comparability		13,002 2,184	
Comparable net operating profit (Non-GAAP)	\$	15,186	
Comparable effective tax rate (Non-GAAP)		19.0%	
Comparable net operating profit after taxes (NOPAT) (Non-GAAP)	\$	12,301	

Invested Capital:

Loans and notes payable Current maturities of long-term debt Long-term debt
Total debt (Non-GAAP) Total equity
<u>Less:</u>
Total cash, cash equivalents and short-term investments Marketable securities
Invested capital (Non-GAAP)

2023 Two-Year Average		As of December 31, 2022	As of December 31, 2023	
\$ 3,465		\$ 2,373	\$ 4,557	
	1,180	399	1,960	
35,962		36,377	35,547	
	40,607	39,149	42,064	
	26,653	25,826	27,480	
	11,463 1,185	10,562 1,069	12,363 1,300	
\$	54,612	\$ 53,344	\$ 55,881	

2023 Return on Invested Capital (ROIC):

Return on invested capital (ROIC) (Non-GAAP) $^{\rm 1}$

22.5%

¹ Return on invested capital is calculated by dividing comparable net operating profit after taxes by invested capital.

(UNAUDITED) (In millions)

Net Share Repurchases:

Reported (GAAP):
Issuances of Stock

Purchases of Stock for Treasury

Net Change in Stock Issuance Receivables ¹

Net Share Issuances (Repurchases) (Non-GAAP)

Year Ended December 31, 2020	Year Ended December 31, 2021	Year Ended December 31, 2022	Year Ended December 31, 2023	Year Ended December 31, 2024
\$ 647	\$ 702	\$ 837	\$ 539	\$ 747
(118 <u>)</u>	(111)			(1,795)
\$ 535	\$ 591	(5) \$ (586)		\$ (1,055)

¹ Represents the net change in receivables related to employee stock options exercised but not settled prior to the end of the year.