



2024 Baird Industrial Conference

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Chairman of the Board, President, and Chief Executive Officer

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Non-GAAP Financial Measures

Within this presentation, the Company reports certain non-GAAP financial measures including adjusted revenue CAGR, which excludes revenue from the divested product lines. The Company has included each of these non-GAAP measures in order to provide additional information regarding our underlying operating results and comparable year-over-year performance. Such information is supplemental to information presented in accordance with GAAP and is not intended to represent a presentation in accordance with GAAP. These non-GAAP measures should not be considered in isolation. Rather, they should be considered together with GAAP measures and the rest of the information included in this report. Management internally reviews each of these non-GAAP measures to evaluate performance on a comparative period-to-period basis and to gain additional insight into underlying operating and performance trends, and the Company believes the information can be beneficial to investors for the same purposes. These non-GAAP measures may not be comparable to similarly titled measures used by other companies.

Forward Looking Statements

This presentation contains statements that may constitute “forward-looking statements” within the meaning of Federal securities laws including under “2019 Onward” in this presentation. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, and other factors concerning the Company’s operations and business environment. Important factors that could cause actual results to differ materially from those suggested by these forward-looking statements and that could adversely affect the Company’s future financial performance include the following: the Company’s ability to manage general business, economic, and capital market conditions, including actions taken by customers in response to such market conditions, and the impact of recessions and economic downturns; the impact of macroeconomic and geopolitical volatility, including inflation and shortages impacting the availability and cost of raw materials, energy, and other supplies, disruptions and delays in the Company’s supply chain, and the conflicts between Russia and Ukraine and Israel and Hamas and other parties in the Middle East; the availability and cost of labor, logistics, and transportation; the pace and nature of new product introductions by the Company and the Company’s customers; the Company’s ability to anticipate and respond to changing consumer preferences and changing technologies; the Company’s ability to successfully implement its growth strategies; the outcome of the Company’s various productivity-improvement and cost-reduction efforts, acquisition and divestiture activities, and Portfolio Optimization Plan; industry, regulatory, legal, and economic factors related to the Company’s domestic and international business; the effects of tariffs, trade barriers, and disputes; growth in markets for products in which the Company competes; industry and customer acceptance of price increases; actions by competitors; the Company’s ability to enhance its innovation efforts and drive cost efficiencies; currency exchange rate fluctuations; and other factors included in “Risk Factors” in the Company’s Annual Report on Form 10-K for the year ended December 31, 2023, and in other documents that the Company files with the SEC. The risks and uncertainties identified above are not the only risks the Company faces. Additional risks and uncertainties not presently known to the Company or that it currently believes to be immaterial also may adversely affect the Company. Should any known or unknown risks and uncertainties develop into actual events, these developments could have material adverse effects on our business, financial condition, and results of operations. This presentation contains time-sensitive information that reflects management’s best analysis only as of the date of this presentation. Except to the extent required by applicable laws, the Company does not undertake to publicly update or revise its forward-looking statements even if experience or future changes make it clear that any projected results expressed or implied herein will not be realized.

A leading provider of customized solutions for food and beverage, pharmaceutical, and personal care customers



Color Group

2023 Revenue: \$608M

Core Areas of Focus: Food and Pharmaceutical Colors and Personal Care



Flavors & Extracts Group

2023 Revenue: \$741M

Core Areas of Focus: Natural Flavors, Extracts, and Natural Ingredients



Asia Pacific Group

2023 Revenue: \$146M

Core Areas of Focus: Flavors and Colors for food and beverage

Global market leader delivering innovative natural solutions

Provider of natural solutions to support health & wellness and clean label consumer trends

Exceptional innovation and application expertise

Unique ability to service global, regional, and local customers

Robust agronomy and quality program ensures responsible procurement and traceability of sustainable ingredients

Focused portfolio of innovative products positioned for growth

Business Strategy Re-Alignment and Restructuring

2014-2018

Shrink-to-grow: Revenue intentionally reduced

Focus on high growth areas in key markets with attractive margins.

- De-emphasized the commodity range within the flavor ingredients business
- Optimized flavor production footprint
- Natural color expansion and acquisition

Portfolio Optimization & Growth

2019 Onward

Growth Focus: Expect '19-'24 Adjusted Revenue CAGR⁽¹⁾ of Mid-Single Digits

Continued expansion in high growth areas of natural colors, natural flavors, flavor technologies, and personal care ingredients.

- **Expanded portfolio and technical offerings** through internal investments and periodic bolt-on acquisitions
 - Natural color vertical integration and capacity expansion
 - Flavor and flavor technologies capability and capacity expansion
 - Asia Pacific production localization
- **Increased investment** in R&D and technical centers to focus on expanding depth and breadth of natural product portfolio
- **Customer-first mindset** provides foundation to deliver superior customer engagement

Investment Thesis



Strong Competitive Position

- **Global leader** in several food and beverage segments
- Our commitment to a **“customer first”** mindset across the organization has solidified our position with customers and raised the bar among our competitors



Defensible Business

- Sensient’s products constitute a small percentage of the cost of end products but carry the **brand-defining characteristics**
- Our products tend to be sticky and **difficult to swap out**



Global Scale & Presence

- Operations across the world, ensuring we are where our **customers need us**
- Serving local, regional, and multinational customers
- **Customer support** from idea conception to launch-ready products



Stable & Growing Categories

- Food and beverages and personal care products are a key part of **consumer spending**
- These markets provide a **solid foundation** for the business to **capitalize** on growth opportunities



Profitability & Growth

- We invest in areas that help launch products our customers desire and deliver **topline growth at accretive returns**



SENSIENT®