

SENSIENT®

Second Quarter 2023
Investor Presentation

FORWARD-LOOKING STATEMENTS

This document contains statements that may constitute “forward-looking statements” within the meaning of Federal securities laws including under “2023 Financial Outlook” 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 economic and capital 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; the availability and cost of labor, logistics, and transportation; the impact and uncertainty created by the COVID-19 pandemic and efforts to manage it on the global economy, including, but not limited to, its effects on our employees, facilities, customers, and suppliers, governmental regulations and restrictions, and general economic conditions; the uncertain impacts of the ongoing conflict between Russia and Ukraine on our supply chain, input costs, including energy and transportation, and on general economic conditions; 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 operational improvement 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; 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, 2022, 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.

NON-GAAP FINANCIAL MEASURES

Within this document, the Company reports certain non-GAAP financial measures, including: (1) percentage changes in revenue, operating income, diluted earnings per share, and adjusted EBITDA on a local currency basis (which eliminate the effects that result from translating its international operations into U.S. dollars), and (2) adjusted EBITDA (which excludes depreciation and amortization expense, and non-cash share based compensation expense). The Company has included each of these non-GAAP measures in order to provide additional information regarding the underlying operating results and comparable period-over-period 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 presentation and the Company's SEC filings. 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. The Company believes this information can be beneficial to investors for these same purposes. These non-GAAP measures may not be comparable to similarly titled measures used by other companies. Refer to "Non-GAAP Financial Measures" at the end of this presentation for reconciliations and additional information.

Sensient Overview



Provider of customized solutions for food and beverage, pharmaceutical, and personal care customers

Global market leader offering an extensive portfolio of natural flavor and color technology platforms and solutions

Exceptional innovation & applications expertise with unique ability to service global, regional, and local customers

Innovative Technologies Creating Unique Solutions



- Applications expertise and solutions-based selling
- High impact relative to cost
- Technically-driven products that are difficult to replace
- Strong consumer trends
- Opportunities to grow organically and through M&A

Focusing our portfolio and strengthening our commitment to the end markets



Investing in core focus areas of Flavors and Extracts, Natural Ingredients, Food and Pharmaceutical Colors, and Personal Care

Divested non-core product lines (inks, fragrances, and yogurt fruit prep product lines) in 2020 and 2021

Expanded flavor portfolio and strengthened technical solutions capabilities through the acquisition of Flavor Solutions, Inc. in July 2021

Strengthened extensive natural color portfolio by acquiring Endemix, a vertically integrated natural color and extracts company, in October 2022

Natural solutions provider focused on consistent and sustainable supply chain



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

Robust agronomy program ensures responsible procurement and traceability of sustainable ingredients

Committed to delivering safe, authentic, high-quality natural products through Sensient's Certasure™ program

Global Revenue by Group





Color Group

2022 Revenue: $604M

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



Flavors & Extracts Group

2022 Revenue: $738M

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



Asia Pacific Group

2022 Revenue: $144M

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

2022 Global Revenues include intercompany sales which are eliminated on a consolidated basis.

Color Group





- Global market leader
- Natural color innovator
- Excellent innovation & applications expertise

Color Overview



2022 Revenue: $604M

Food and Pharmaceutical

73% of 2022 Segment Revenue

LC Revenue Change*	
Q2 ’23	+4.3%
YTD ’23	+9.9%

- Market trend toward natural colors in food and beverage
- Unique value proposition for Pharmaceutical customers includes colors, flavors, coatings, and extracts

Personal Care

27% of 2022 Segment Revenue

LC Revenue Change*	
Q2 ’23	(4.9%)
YTD ’23	(3.9%)

- Demand for innovative products with multiple benefits
- Product line includes dyes, pigments, formulation aides and ingredients for color cosmetics, hair care, and skin care

**Local-currency (LC) revenue is a Non-GAAP metric, please see our GAAP to Non-GAAP Reconciliation at the end of this document.*

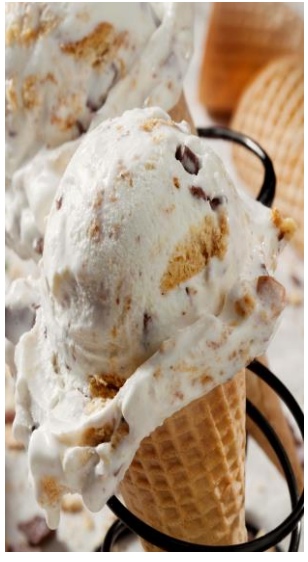
Flavors & Extracts Group











- Broad product offering
- Unique ability to service global, regional, and local customers
- Leading technology platforms
- Outstanding applications expertise

Flavors & Extracts Overview



2022 Revenue: $738M

Flavors, Extracts, and Flavor Ingredients

67% of 2022 Segment Revenue

LC Revenue Change*
Q2 ’23 +0.8%
YTD ’23 +0.4%

- Opportunities for on trend products with extracts, taste modulation, and natural flavors

Natural Ingredients

33% of 2022 Segment Revenue

LC Revenue Change*
Q2 ’23 (7.0%)
YTD ’23 (5.5%)

- Leading provider of dehydrated onion, garlic, and other products

**Local-currency (LC) revenue is a Non-GAAP metric, please see our GAAP to Non-GAAP Reconciliation at the end of this document.*

Asia Pacific Group







Portfolio of food and beverage flavors and colors

R&D centers in key strategic markets to support local and regional customer base

Ability to deliver localized solutions and technology platforms

Asia Pacific Overview



2022 revenue of $144 million and operating income of $29 million

Sensient's sales of flavors and colors for Food and Pharmaceutical are managed on a geographic basis and reported as a separate segment

Manufacturing capabilities in Australia, New Zealand, China, Japan, Philippines, Thailand, and India

Q2 2023 local currency revenue* declined 0.7% and operating profit* improved 0.9%

*Local currency revenue and local currency operating profit are Non-GAAP metrics. Please see our GAAP to Non-GAAP Reconciliation at the end of this document.

2023 Q2 Segment Results



Local Currency Revenue*

	Q2	YTD
Color	+1.6%	+5.7%
Flavors & Extracts	(1.6%)	(1.4%)
Asia Pacific	(0.7%)	+6.9%

Local Currency Operating Income*

	Q2	YTD
Color	(7.6%)	(0.7%)
Flavors & Extracts	(19.1%)	(19.3%)
Asia Pacific	+0.9%	+9.7%

Local Currency* Commentary:

Color Group reported higher revenue in the quarter due to pricing actions across the Group and volume growth as a result of new wins, partially offset by lower volumes related to customer destocking and ongoing end market declines in certain product categories. Operating income declined due to lower volume and higher input costs.

Flavors & Extracts Group second quarter revenue decreased primarily due to lower volumes, partially offset by pricing actions. Lower volumes in the Group were due to customer destocking and ongoing end market declines in certain product categories. Operating income declined in the quarter primarily due to higher input costs and lower volumes, partially offset by pricing actions.

Asia Pacific Group second quarter revenue declined due to lower volumes. Operating income increased as a result of higher pricing, partially offset by lower volumes.

** Local-currency (LC) revenue and operating income are Non-GAAP metrics. Please see our GAAP to Non-GAAP Reconciliation at the end of this document.*

2023 Q2 Consolidated Results



	Q2	YTD
Local Currency Revenue*	Flat	+2.6%
Local Currency Operating Income*	(7.3%)	(4.4%)
Local Currency Diluted EPS*	(12.0%)	(10.0%)
Local Currency Adjusted EBITDA*	(6.6%)	(4.4%)

Q2 consolidated local currency revenue was flat due to pricing actions and volumes from new sales wins being offset by overall lower volumes, primarily driven by customer destocking and ongoing end market declines.

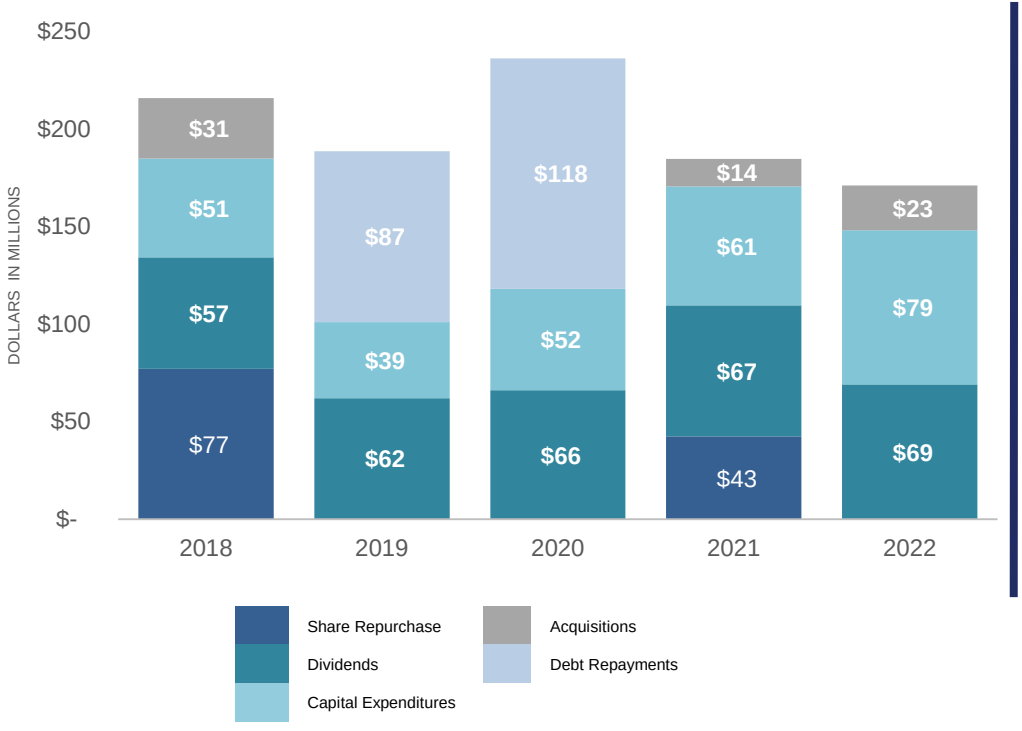
Q2 consolidated local currency operating income declined as a result of overall lower volumes and higher input costs more than offsetting pricing actions.

Q2 local currency diluted EPS declined as a result of the operating income headwinds and higher interest expense.

** Local-currency (LC) revenue, operating income, diluted EPS, and adjusted EBITDA are Non-GAAP metrics. Please see our GAAP to Non-GAAP Reconciliation at the end of this document.*

Capital Allocation





Prioritize ROI capital projects

Maintain financial flexibility to pursue M&A

Excess capital returned to shareholders through dividend and opportunistic share repurchases

2023 Financial Outlook



Metric	Revised Guidance	Previous Guidance	Comments
Local Currency Revenue*	Mid-single-digit growth	Mid-single-digit growth	
Adjusted Local Currency EBITDA*	Mid-single-digit decrease	Mid-to high single-digit growth	• Excludes the impact of share-based stock compensation
Diluted EPS (GAAP)	High single-digit decrease	Flat to low single-digit growth	• FX modestly favorable for the full year • Higher interest rates and a higher tax rate
Local Currency Diluted EPS*	High single-digit decrease	Flat to low single-digit growth	

The 2023 Local Currency Revenue, Diluted EPS, and adjusted EBITDA growth rates for 2023 are compared to 2022 Revenue, adjusted Diluted EPS, and adjusted EBITDA, respectively. Local currency revenue, adjusted diluted EPS, and adjusted EBITDA are Non-GAAP metrics. Please see our GAAP to Non-GAAP Reconciliation at the end of this document.

Why Invest?



- Strong competitive position
- Defensible and ‘sticky’ business (& low portion of customer costs)
- Global presence
- Exposure to stable and growing markets
- Focused on improving returns and on growth

APPENDIX*

**Amounts in thousands, except percentages and per share amounts*

ESG Information



Environmental	Sensient is committed to the principles of sound environmental stewardship and the responsible and sustainable use of energy and natural resources. • Long-term goals to **reduce** Energy, Water, and Hazardous **Waste intensity** • Seed-to-shelf program focused on strengthening a **sustainable supply chain** • Emphasis on implementing **sustainability from the design stage**. • **Chemical Risk Strategy** implemented to identify and reduce risk in our portfolio
Social	Sensient strives to conduct business in an ethical manner and to make a positive contribution to society through our product offerings and business activities. • Sensient's Code of Conduct and Supplier Code of Conduct require **strong ethical behavior**, **fair employment practices, and strict human rights practices** and **product safety standards** • Robust product, environmental, and raw material **safety programs** designed to **exceed industry standards** • Raw material **traceability and sustainability** programs • **Support for our local communities** through volunteerism, financial donations, sponsorships, and employee education opportunities
Governance	Sensient is committed to maintaining the highest standards of professional conduct and strong corporate governance practices through our comprehensive corporate governance framework. • Board comprised of a majority of **independent directors** with diverse and accomplished backgrounds • Committed to **board diversity and refreshment,** we were recognized by 50/50 Women on Boards for the eleventh year in a row and we have added seven new directors since 2014. • Robust Code of Conduct built on a foundation of **ethics, safety and quality, and professionalism** resulting in ethical and lawful conduct of our business

Non-GAAP Financial Measures

	Three Months Ended June 30, 2023			Six Months Ended Jun 30, 2023		
Revenue	**Total**	**Foreign Exchange Rates**	**Local Currency**	**Total**	**Foreign Exchange Rates**	**Local Currency**
Flavors & Extracts	(0.6%)	1.0%	(1.6%)	(1.3%)	0.1%	(1.4%)
Color	2.7%	1.1%	1.6%	5.6%	(0.1%)	5.7%
Asia Pacific	(3.5%)	(2.8%)	(0.7%)	3.1%	(3.8%)	6.9%
Total Revenue	**0.7%**	**0.7%**	**0.0%**	**2.2%**	**(0.4%)**	**2.6%**
Operating Income						
Flavors & Extracts	(18.5%)	0.6%	(19.1%)	(19.0%)	0.3%	(19.3%)
Color	(6.3%)	1.3%	(7.6%)	(1.2%)	(0.5%)	(0.7%)
Asia Pacific	(1.9%)	(2.8%)	0.9%	5.6%	(4.1%)	9.7%
Corporate & Other	(29.3%)	0.0%	(29.3%)	(19.0%)	0.0%	(19.0%)
Total Operating Income	**(6.6%)**	**0.7%**	**(7.3%)**	**(5.2%)**	**(0.8%)**	**(4.4%)**
Diluted Earnings Per Share	**(12.0%)**	**0.0%**	**(12.0%)**	**(11.1%)**	**(1.1%)**	**(10.0%)**
Adjusted EBITDA	**(6.0%)**	**0.6%**	**(6.6%)**	**(5.0%)**	**(0.6%)**	**(4.4%)**

Non-GAAP Financial Measures (Cont'd)

Revenue	Three Months Ended June 30, 2023			Six Months Ended Jun 30, 2023		
	Total	Foreign Exchange Rates	Local Currency	Total	Foreign Exchange Rates	Local Currency
Flavors, Extracts and Flavor Ingredients	2.4%	1.6%	0.8%	0.6%	0.2%	0.4%
Natural Ingredients	(7.1%)	(0.1%)	(7.0%)	(5.5%)	0.0%	(5.5%)
Flavors & Extracts Group	**(0.6%)**	**1.0%**	**(1.6%)**	**(1.3%)**	**0.1%**	**(1.4%)**
Food and Pharmaceutical	5.6%	1.3%	4.3%	10.1%	0.2%	9.9%
Personal Care	(4.3%)	0.6%	(4.9%)	(4.9%)	(1.0%)	(3.9%)
Color Group	**2.7%**	**1.1%**	**1.6%**	**5.6%**	**(0.1%)**	**5.7%**
Asia Pacific Group	**(3.5%)**	**(2.8%)**	**(0.7%)**	**3.1%**	**(3.8%)**	**6.9%**
Total revenue	**0.7%**	**0.7%**	**0.0%**	**2.2%**	**(0.4%)**	**2.6%**

Non-GAAP Financial Measures (Cont'd)

	Three Months Ended June 30,			Six Months Ended June 30,		
	2023	2022	% Change	2023	2022	% Change
Operating income (GAAP)	$ 51,591	$ 55,244	(6.6%)	$ 102,429	$ 108,033	(5.2%)
Depreciation and amortization	14,440	13,124		28,590	26,180	
Share-based compensation expense	2,499	4,528		4,766	8,691	
Adjusted EBITDA	$ 68,530	$ 72,896	(6.0%)	$ 135,785	$ 142,904	(5.0%)


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