

SENSIENT®

Third Quarter 2020

Investor Presentation

FORWARD-LOOKING STATEMENTS

This document contains statements that may constitute “forward-looking statements” within the meaning of Federal securities laws including under “2020 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 impact and uncertainty created by the ongoing COVID-19 pandemic, including, but not limited to, its effects on our employees, facilities, customers and suppliers, the availability and cost of raw materials and other supplies, logistics and transportation, governmental regulations and restrictions, and 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 and acquisition and divestiture activities; the success of the Company’s efforts to explore strategic alternatives for certain non-core product lines; the effectiveness of the Company’s past restructuring activities; changes in costs of raw materials, including energy; 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, 2019, the Quarterly Report on Form 10-Q for the quarter ended June 30, 2020, 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 release 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) adjusted revenue, adjusted operating income, adjusted net earnings, and adjusted diluted earnings per share (which exclude the results of the product lines divested or to be divested, the divestiture and other related costs, and the operational improvement plan costs), (2) adjusted results by segment (which exclude the results of the product lines divested or to be divested, the divestiture and other related costs, and the operational improvement plan costs), (3) percentage changes in revenue, operating income, diluted earnings per share, and adjusted EBITDA on an adjusted local currency basis (which eliminate the effects that result from translating its international operations into U.S. dollars, the results of product lines divested or to be divested, the divestiture and other related costs, and the operational improvement plan costs), (4) free cash flow (which is net cash provided by operating activities less capital expenditures), and (5) adjusted EBITDA (which excludes depreciation and amortization expense, non-cash share based compensation expense, the results of the product lines divested or to be divested, the divestiture and other related costs, and operational improvement plan costs). 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 report 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, 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. Refer to "Non-GAAP Financial Measures" at the end of this document and on our website at www.sensient.com for reconciliations and additional information.

Over 135 years of Industry Leadership



Established in 1882 as Meadow Springs Distillery

Evolved into Universal Foods as a diversified food and ingredients company

Name changed to Sensient Technologies Corporation in 2000

Today, we are a provider of advanced technologies, serving markets with strong growth profiles through delivery of customized solutions for food and beverages, pharmaceutical, personal care, and other applications.

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

Divesting non-core product lines (inks, fragrances, and yogurt fruit prep product lines) where Sensient lacks scale to compete

The sale of these product lines solidifies our focus on core strategic businesses and improves the Company's future growth profile

Global Revenue by Group





Color Group

2019 Revenue: $535M

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



Flavors and Extracts Group

2019 Revenue: $700M

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



Asia Pacific Group

2019 Revenue: $118M

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

** 2019 Global Revenues include intercompany sales which are eliminated on a consolidated basis.*

Color Group





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

Color Overview



2019 Revenue $535 Million

Food and Pharmaceutical

(Previously named Food and Beverage)

63% of 2019 Segment Revenue

LC Revenue Change	
Q3 '20	+3.2%
YTD '20	+3.3%

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

Personal Care

30% of 2019 Segment Revenue

LC Revenue Change	
Q3 '20	(11.8%)
YTD '20	(10.8%)

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

Inks

7% of 2019 Segment Revenue

- Completed divestiture in June 2020

** 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
- Unmatched applications expertise

Flavors & Extracts Overview



2019 Revenue $700 Million

Flavors, Extracts, and Flavor Ingredients

54% of 2019 Segment Revenue

LC Revenue Change	
Q3 ’20	+11.9%
YTD ’20	+4.4%

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

Natural Ingredients

31% of 2019 Segment Revenue

LC Revenue Change	
Q3 ’20	+14.5%
YTD ’20	+12.1%

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

Fragrances

12% of 2019 Segment Revenue

LC Revenue Change	
Q3 ’20	(11.0%)
YTD ’20	(2.8%)

- Targeted for divestiture

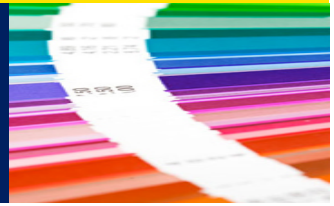
Yogurt Fruit Prep

3% of 2019 Segment Revenue

- Completed divestiture in September 2020

** 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



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; R&D capabilities in Singapore, Thailand, and China

Annual revenues of $118 million and operating income of $19 million in 2019

Strong long-term growth potential

2020 Q3 Highlights



Flavors & Extracts Group sales were up for the third consecutive quarter, driven by strong sales in Natural Ingredients and continued growth in Flavors, Extracts, and Flavor Ingredients

Color Group sales were down slightly due to continued lower demand for makeup in the Personal Care business

Food and Pharmaceutical color sales were up 3.2% in local currency

Asia Pacific Group revenue was up low-single digits and profit grew double-digits

Divested the yogurt fruit prep product line in September

Operational improvement plan initiated to reduce costs, primarily through the consolidation of certain cosmetic manufacturing operations

** Local-currency revenue is a Non-GAAP metric. Please see our GAAP to Non-GAAP Reconciliation at the end of this document.*

2020 Q3 Segment Results



Local Currency Adjusted Revenue*	Q3	YTD
Color	(1.5%)	(1.2%)
Flavors & Extracts	12.9%	7.2%
Asia Pacific	2.1%	3.0%

Local Currency Adjusted Operating Income*	Q3	YTD
Color	3.0%	(3.1%)
Flavors & Extracts	24.1%	4.0%
Asia Pacific	15.5%	16.9%

Color Group third quarter revenue decreased due to lower volume in makeup in Personal Care offsetting continued growth in Food and Pharmaceutical colors. Operating income was up in the quarter due to higher volumes and product mix in Food and Pharmaceutical colors.

Flavors & Extracts Group reported higher revenue in the quarter as a result of solid sales in Natural Ingredients and a continued increase in sales of Flavors, Extracts, and Flavor Ingredients. Operating income was up as a result of the higher volumes and the realized benefits from ongoing cost control efforts.

Asia Pacific Group third quarter revenue increased due to growth in certain regions, which was partially offset by COVID restrictions in other countries. Operating income improved substantially due to volume growth and the Group's cost control plans yielding results.

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

2020 Q3 Consolidated Results



	Q3	YTD
Local Currency Adjusted Revenue*	+6.1%	+3.0%
Local Currency Adjusted Operating Income*	+10.1%	(3.9%)
Local Currency Adjusted Diluted EPS*	+6.8%	(3.4%)
Local Currency Adjusted EBITDA*	8.9%	(0.4%)

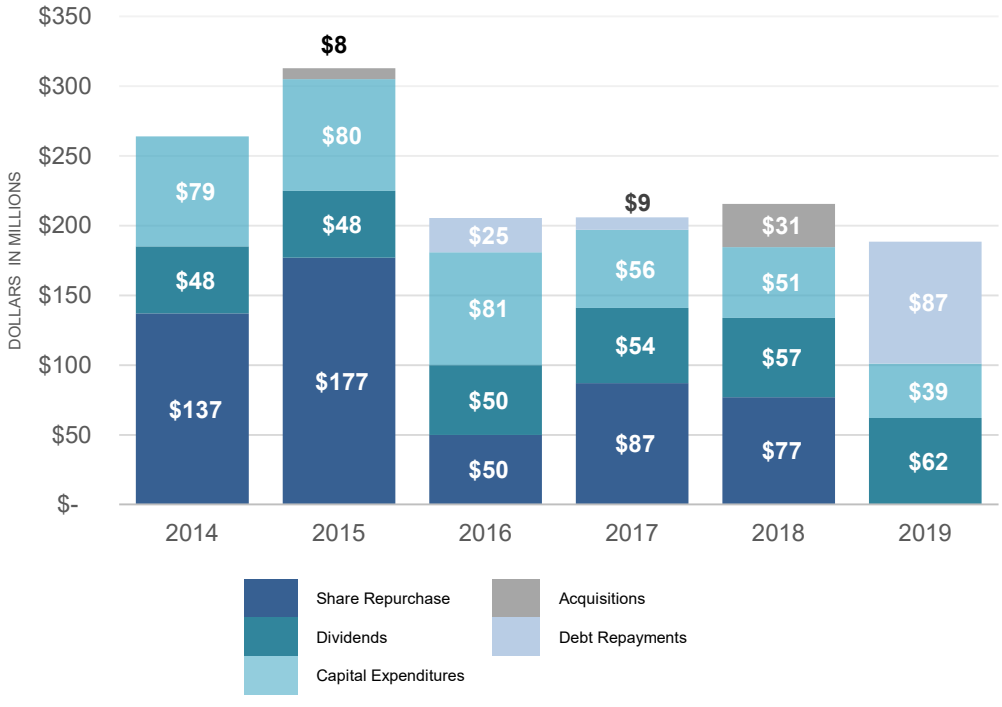
Q3 consolidated revenue was up due to strong sales growth across the majority of the Flavors & Extracts Group portfolio, Food and Pharmaceutical colors, and in certain regions in Asia Pacific. Consolidated revenue continues to be impacted by COVID-19, in particular our Personal Care business and certain countries within Asia Pacific continue to be negatively impacted.

Q3 consolidated operating income was up due to volume growth in Flavors, Extracts, and Flavor Ingredients, Food and Pharmaceutical colors, and Asia Pacific coupled with the realized benefits from our cost control initiatives. The operating income improvement was partially offset by lower volume in Personal Care, higher year-over-year Corporate expenses related to performance-based compensation, and higher Natural Ingredient raw material costs.

** Local-currency adjusted revenue, adjusted operating income, adjusted 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 dividend payout ratio
- Debt reduction to maintain targeted leverage
- Maintain financial flexibility to pursue M&A
- Excess capital returned to shareholders through opportunistic share repurchases

2020 Financial Outlook



Metric	Guidance	
Diluted EPS (GAAP)	$2.10 to $2.35	
Adjusted Diluted EPS in Local Currency	$2.60 to $2.80	• Excludes divestiture and other related costs and operational improvement plan costs • Excludes results of operations of product lines divested or to be divested
Adjusted Local Currency Revenue	Low to mid-single digit growth	• Excludes revenue of product lines divested or to be divested
Adjusted Operating Income	Flat to down low-single digits	• Excludes divestiture and other related costs and operational improvement plan costs • Excludes results of operations of product lines divested or to be divested • Lower than prior year due to higher non-cash stock compensation expense
Adjusted EBITDA	Low to mid-single digit growth	• Excludes divestiture and other related costs and operational improvement plan costs • Excludes results of operations of product lines divested or to be divested

The 2020 outlook, on an adjusted basis, provided above excludes the results of operations for the product lines we have divested or are planning to divest. Because it is uncertain when the final divestiture will conclude, it is difficult to predict its impact to our full year results. For reference, the product lines divested or to be divested represented approximately $140 million in 2019 annual revenue and approximately $2 million of 2019 annual operating income.

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

Why Invest?



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

ESG Information

Click here to access our



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 **sustainable supply chain** • Emphasis on new products and technologies that **minimize waste and environmental impacts** • **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 are a 2020 Women on Boards Winning Company for the seventh year in a row and we have added seven new directors over the past five years. 40% of our Board is female. • Robust Code of Conduct built on a foundation of **ethics, safety and quality, and professionalism** resulting in ethical and lawful conduct of our business. • Executive **compensation strongly tied to performance**.

APPENDIX – NON-GAAP TABLES

Non-GAAP Financial Measures

Non-GAAP Financial Measures

Within the following tables, the Company reports certain non-GAAP financial measures, including: (1) adjusted revenue, adjusted operating income, adjusted net earnings, and adjusted diluted earnings per share (which exclude the results of the product lines divested or to be divested, the divestiture and other related costs, and the operational improvement plan costs), (2) adjusted results by segment (which exclude the results of the product lines divested or to be divested, the divestiture and other related costs, and the operational improvement plan costs), (3) percentage changes in revenue, operating income, diluted earnings per share, and adjusted EBITDA on an adjusted local currency basis (which eliminate the effects that result from translating its international operations into U.S. dollars, the results of product lines divested or to be divested, the divestiture and other related costs, and the operational improvement plan costs), (4) free cash flow (which is net cash provided by operating activities less capital expenditures), and (5) adjusted EBITDA (which excludes depreciation and amortization expense, non-cash share based compensation expense, the results of the product lines divested or to be divested, the divestiture and other related costs, and operational improvement plan costs).

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 report 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, 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.

	Three Months Ended September 30, 2020	Three Months Ended September 30, 2019	Nine Months Ended September 30, 2020	Nine Months Ended September 30, 2019
Revenue (GAAP)	**$ 323,566**	**$ 317,650**	**$ 997,333**	**$ 1,004,349**
Revenue of the product lines divested or to be divested	(23,588)	(34,112)	(88,390)	(109,489)
Adjusted revenue	**$ 299,978**	**$ 283,538**	**$ 908,943**	**$ 894,860**
Operating income (GAAP)	**$ 41,155**	**$ 38,788**	**$ 117,841**	**$ 135,576**
Divestiture & other related costs (income) – Cost of products sold	(148)	-	1,791	-
Divestiture & other related costs – Selling and administrative expenses	312	-	8,689	-
Operating income of the product lines divested or to be divested	(2,449)	(856)	(4,165)	(1,233)
Operational improvement plan – Cost of products sold	35	-	35	-
Operational improvement plan – Selling and administrative expenses	2,606	-	2,606	-
Adjusted operating income	**$ 41,511**	**$ 37,932**	**$ 126,797**	**$ 134,343**
Net earnings (GAAP)	**$ 32,910**	**$ 31,871**	**$ 84,303**	**$ 99,009**
Divestiture & other related costs, before tax	164	-	10,480	-
Tax impact of divestiture & other related costs	(787)	-	(1,212)	-
Net earnings of the product lines divested or to be divested, before tax	(2,449)	(856)	(4,165)	(1,233)
Tax impact of the product lines divested or to be divested	655	87	1,155	203
Operational improvement plan costs, before tax	2,641	-	2,641	-
Tax impact of operational improvement plan	(656)	-	(656)	-
Adjusted net earnings	**$ 32,478**	**$ 31,102**	**$ 92,546**	**$ 97,979**
Diluted earnings per share (GAAP)	**$ 0.78**	**$ 0.75**	**$ 1.99**	**$ 2.34**
Divestiture & other related costs (income), net of tax	(0.01)	-	0.22	-
Result of operations of the product lines divested or to be divested, net of tax	(0.04)	(0.02)	(0.07)	(0.02)
Operational improvement plan costs, net of tax	0.05	-	0.05	-
Adjusted diluted earnings per share	**$ 0.77**	**$ 0.74**	**$ 2.19**	**$ 2.32**

Note: EPS Calculations may not foot due to rounding differences

Non-GAAP Financial Measures (Cont'd)

The following table summarizes the percentage change in the 2020 results compared to the 2019 results for the corresponding periods:

	Three Months Ended September 30, 2020				Nine Months Ended September 30, 2020			
Revenue	**Total**	**Foreign Exchange Rates**	**Divestiture & Operational Improvement Plan Impact**	**Adjusted Local Currency**	**Total**	**Foreign Exchange Rates**	**Divestiture & Operational Improvement Plan Impact**	**Adjusted Local Currency**
Flavors & Extracts	9.1%	0.5%	(4.3%)	12.9%	4.1%	(0.8%)	(2.3%)	7.2%
Color	(8.3%)	(1.2%)	(5.6%)	(1.5%)	(7.0%)	(2.6%)	(3.2%)	(1.2%)
Asia Pacific	2.0%	0.4%	(0.5%)	2.1%	1.6%	(1.2%)	(0.2%)	3.0%
Total Revenue	**1.9%**	**(0.2%)**	**(4.0%)**	**6.1%**	**(0.7%)**	**(1.6%)**	**(2.1%)**	**3.0%**
Operating Income								
Flavors & Extracts	35.5%	(0.3%)	11.7%	24.1%	11.0%	(0.9%)	7.9%	4.0%
Color	0.5%	(0.4%)	(2.1%)	3.0%	(7.4%)	(2.3%)	(2.0%)	(3.1%)
Asia Pacific	13.3%	(1.4%)	(0.8%)	15.5%	16.0%	(0.5%)	(0.4%)	16.9%
Corporate & Other	61.6%	0.0%	36.7%	24.9%	100.3%	0.0%	63.8%	36.5%
Total Operating Income	**6.1%**	**(0.6%)**	**(3.4%)**	**10.1%**	**(13.1%)**	**(1.8%)**	**(7.4%)**	**(3.9%)**
Diluted Earnings Per Share	**4.0%**	**0.0%**	**(2.8%)**	**6.8%**	**(15.0%)**	**(1.8%)**	**(9.8%)**	**(3.4%)**
Adjusted EBITDA	**8.6%**	**(0.3%)**	**N/A**	**8.9%**	**(1.9%)**	**(1.5%)**	**N/A**	**(0.4%)**

Non-GAAP Financial Measures (Cont'd)

Revenue	Three Months Ended September 30, 2020			Nine Months Ended September 30, 2020		
	Total	Foreign Exchange Rates	Local Currency	Total	Foreign Exchange Rates	Local Currency
Flavors, Extracts and Flavor Ingredients	11.9%	0.0%	11.9%	3.1%	(1.3%)	4.4%
Natural Ingredients	14.5%	0.0%	14.5%	12.0%	(0.1%)	12.1%
Fragrances	(7.0%)	4.0%	(11.0%)	(3.9%)	(1.1%)	(2.8%)
Yogurt Fruit Prep*	(32.3%)	0.0%	(32.3%)	(26.6%)	0.0%	(26.6%)
Flavors & Extracts Group	**9.1%**	**0.5%**	**8.6%**	**4.1%**	**(0.8%)**	**4.9%**
Food and Pharmaceutical	2.0%	(1.2%)	3.2%	0.7%	(2.6%)	3.3%
Personal Care	(12.6%)	(0.8%)	(11.8%)	(13.0%)	(2.2%)	(10.8%)
Inks*	(93.5%)	(2.4%)	(91.1%)	(52.3%)	(3.6%)	(48.7%)
Color Group	**(8.3%)**	**(1.2%)**	**(7.1%)**	**(7.0%)**	**(2.6%)**	**(4.4%)**
Asia Pacific	**2.0%**	**0.4%**	**1.6%**	**1.6%**	**(1.2%)**	**2.8%**
Total revenue including product lines divested or to be divested	**1.9%**	**(0.2%)**	**2.1%**	**(0.7%)**	**(1.6%)**	**0.9%**

*Note: *Inks was divested in June 2020 and Yogurt Fruit Prep was divested in September 2020.*

Q3 Divested Operations



Results by Segment	Three Months Ended September 30,					
Revenue	**2020**	**Divestiture & Operational Improvement Plan Impact**	**Adjusted 2020**	**2019**	**Divestiture Impact**	**Adjusted 2019**
Flavors & Extracts	$ 182,866	$ (22,978)	$ 159,888	$ 167,577	$ (25,954)	$ 141,623
Color	116,414	(669)	115,745	127,005	(8,176)	118,829
Asia Pacific	30,740	(68)	30,672	30,125	(237)	29,888
Intersegment elimination	(6,454)	127	(6,327)	(7,057)	255	(6,802)
Consolidated	$ 323,566	$ (23,588)	$ 299,978	$ 317,650	$ (34,112)	$ 283,538
Operating Income						
Flavors & Extracts	$ 23,844	$ (2,241)	$ 21,603	$ 17,600	$ (109)	$ 17,491
Color	23,559	(185)	23,374	23,436	(689)	22,747
Asia Pacific	6,123	(23)	6,100	5,406	(58)	5,348
Corporate & Other	(12,371)	2,805	(9,566)	(7,654)	-	(7,654)
Consolidated	$ 41,155	$ 356	$ 41,511	$ 38,788	$ (856)	$ 37,932

YTD Divested Operations



Results by Segment	Nine Months Ended September 30,					
Revenue	**2020**	**Divestiture & Operational Improvement Plan Impact**	**Adjusted 2020**	**2019**	**Divestiture Impact**	**Adjusted 2019**
Flavors & Extracts	$ 552,975	$ (75,165)	$ 477,810	$ 531,264	$ (82,055)	$ 449,209
Color	381,205	(13,242)	367,963	409,796	(27,590)	382,206
Asia Pacific	89,062	(402)	88,660	87,646	(563)	87,083
Intersegment elimination	(25,909)	419	(25,490)	(24,357)	719	(23,638)
Consolidated	$ 997,333	$ (88,390)	$ 908,943	$ 1,004,349	$ (109,489)	$ 894,860
Operating Income						
Flavors & Extracts	$ 67,467	$ (5,078)	$ 62,389	$ 60,775	$ (197)	$ 60,578
Color	75,486	1,029	76,515	81,512	(894)	80,618
Asia Pacific	16,031	(116)	15,915	13,825	(142)	13,683
Corporate & Other	(41,143)	13,121	(28,022)	(20,536)	-	(20,536)
Consolidated	$ 117,841	$ 8,956	$ 126,797	$ 135,576	$ (1,233)	$ 134,343


SENSIENT®