

SENSIENT®

Third Quarter 2022

Investor Presentation

FORWARD-LOOKING STATEMENTS

This document contains statements that may constitute “forward-looking statements” within the meaning of Federal securities laws including under “2022 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 impact and uncertainty created by the COVID-19 pandemic, including, but not limited to, its effects on our employees, facilities, customers, and suppliers, the availability and cost of raw materials, energy, and other supplies, the availability and cost of labor, logistics, and transportation, governmental regulations and restrictions, and general economic conditions, including inflation; 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; 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, 2021, as updated and supplemented by the Company’s Quarterly Report on Form 10-Q for the quarter ended March 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) adjusted revenue, adjusted operating income, adjusted net earnings, adjusted EBITDA, and adjusted diluted earnings per share (which exclude divestiture & other related costs, the results of the divested product lines, and restructuring and other costs, which include operational improvement plan costs and income) (2) adjusted results by segment (which exclude divestiture & other related costs, operational improvement plan costs and income, and the results of the divested operations), (3) percentage changes in revenue, operating income, diluted earnings per share, and EBITDA on an adjusted local currency basis (which eliminate the effects that result from translating its international operations into U.S. dollars, divestiture & other related costs, the results of the divested product lines, and restructuring and other costs, which include operational improvement plan costs), and (4) adjusted EBITDA (which excludes depreciation and amortization expense, non-cash share based compensation expense, the results of the divested product lines, the divestiture & other related costs, and operational improvement plan costs and income). 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. on July 15, 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

2021 Revenue: $545M **2021 Adj. Revenue*: $543M**

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



Flavors & Extracts Group

2021 Revenue: $739M **2021 Adj. Revenue*: $712M**

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



Asia Pacific Group

2021 Revenue: $135M **2021 Adj. Revenue*: $135M**

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

2021 Global Revenues include intercompany sales which are eliminated on a consolidated basis.
**Adj. Revenue is a Non-GAAP metric, please see our GAAP to Non-GAAP Reconciliation at the end of this document.*

Color Group





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

Color Overview



2021 Revenue: $545M **2021 Adj. Revenue*: $543M**

Food and Pharmaceutical

71% of Segment Revenue **71% of Adj. Segment Revenue**

LC Revenue Change*
Q3 ’22 +16.4%
YTD ’22 +17.5%

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

Personal Care

29% of Segment Revenue **29% of Adj. Segment Revenue**

LC Revenue Change*
Q3 ’22 +8.4%
YTD ’22 +11.2%

- 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 and adjusted revenue are Non-GAAP metrics, please see our GAAP to Non-GAAP Reconciliation at the end of this document.*

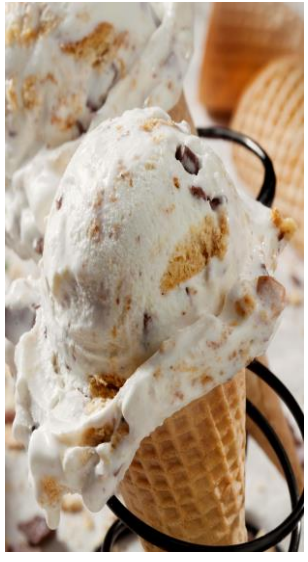
Flavors & Extracts Group











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

Flavors & Extracts Overview



2021 Revenue: $739M **2021 Adj. Revenue*: $712M**

Flavors, Extracts, and Flavor Ingredients

62% of Segment Revenue **64% of Adj. Segment Revenue**

LC Revenue Change*
Q3 ’22 +11.3%
YTD ’22 +13.0%

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

Natural Ingredients

35% of Segment Revenue **36% of Adj. Segment Revenue**

LC Revenue Change*
Q3 ’22 (1.7%)
YTD ’22 (4.6%)

- Leading provider of dehydrated onion, garlic, and other products
- Temporary headwind due to a limited supply of onion and strong onion sales in 2021.

Fragrances & Yogurt Fruit Prep

3% of Segment Revenue

- Yogurt Fruit Prep divested September 2020
- Fragrances divested April 2021

**Local-currency (LC) revenue and adjusted revenue are Non-GAAP metrics, 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 Singapore, Thailand, and China to support local and regional customer base

Ability to deliver localized solutions and technology platforms

Asia Pacific Overview



2021 adjusted revenue* of $135 million and adjusted operating income* of $26 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

Q3 2022 local currency adjusted revenue* and operating profit* improved 14.5% and 16.3%, respectively

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

2022 Q3 Segment Results



Local Currency Adjusted Revenue*

	Q3	YTD
Color	+14.6%	+16.0%
Flavors & Extracts	+6.7%	+6.9%
Asia Pacific	+14.5%	+17.2%

Local Currency Adjusted Operating Income*

	Q3	YTD
Color	+10.9%	+17.3%
Flavors & Extracts	+5.6%	+14.6%
Asia Pacific	+16.3%	+29.6%

Local Currency Adjusted* Commentary:

Color Group reported higher revenue in the quarter due to double digit growth in Food and Pharmaceutical and high single digit growth in Personal Care. Operating income was up due to pricing and volume growth.

Flavors & Extracts Group third quarter revenue increased as a result of pricing actions across the Group. Operating income was up as a result of pricing actions offset by higher raw material costs.

Asia Pacific Group third quarter revenue increased double digits driven by volume growth in almost all regions and pricing actions. Operating income improved in the quarter due to volume growth and pricing actions.

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

2022 Q3 Consolidated Results



	Q3	YTD
Local Currency Adjusted Revenue*	+9.9%	+11.0%
Local Currency Adjusted Operating Income*	+5.8%	+16.7%
Local Currency Adjusted Diluted EPS*	+7.1%	+15.0%
Local Currency Adjusted EBITDA*	+7.8%	+16.8%

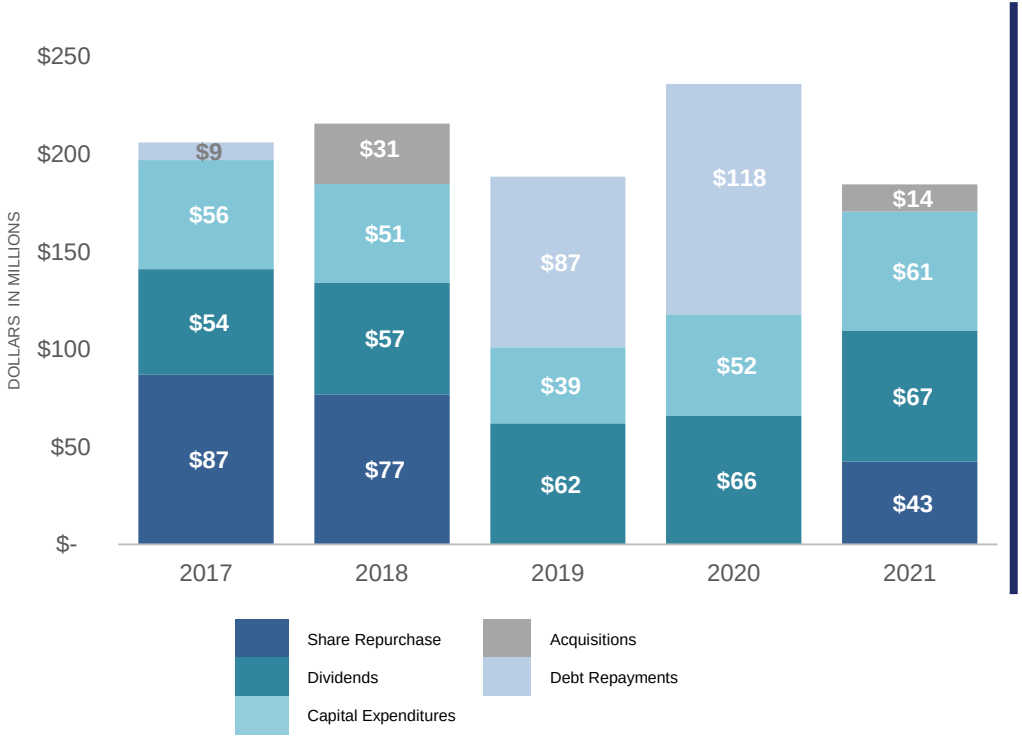
Q3 consolidated local currency adjusted revenue increased due to pricing actions across the groups and volume growth in the Color and Asia Pacific Groups. Flavors & Extracts volumes have been impacted by limited availability of onion. This supply situation has improved throughout 2022 and Q3 saw modest sequential improvement in volumes with additional improvement expected in Q4.

Q3 consolidated local currency adjusted operating income was up due to pricing actions across all of the groups and the volume growth in the Color and Asia Pacific Groups. The operating income improvement was partially offset due to higher year-over-year Corporate expenses related to performance-based compensation.

** Local-currency (LC) 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 financial flexibility to pursue M&A

Dividend payout increased 5.1% in 2021

Excess capital returned to shareholders through opportunistic share repurchases

2022 Financial Outlook



Metric	Revised Guidance*	Previous Guidance*	Comments
Diluted EPS (GAAP)	No Change	High-teen growth	At current rates, we anticipate a FX headwind of approximately 20 cents
Local Currency Diluted EPS*	No Change	High single to double-digit growth	
Local Currency Revenue*	No Change	High single-digit growth	
Adjusted Local Currency EBITDA*	No Change	High single to double-digit growth	Excludes the impact of share-based stock compensation

**In 2022, the Company does not anticipate any impact to the above metrics as a result of divestiture & other related costs, operational improvement plan costs, or the results of the divested operations.*

The 2022 Local Currency Diluted EPS, Local Currency Revenue and Adjusted Local Currency EBITDA growth rates for 2022 are compared to the 2021 Adjusted Diluted EPS, Adjusted Revenue and Adjusted EBITDA, respectively, which excluded the divestiture & other related costs, operational improvement plan costs and the results of operations of the divested product lines. Adjusted 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

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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 were recognized by 50/50 Women on Boards for the tenth 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 September 30, 2022	Three Months Ended September 30, 2021	Nine Months Ended September 30, 2022	Nine Months Ended September 30, 2021	Year Ended December 31, 2021
Revenue (GAAP)	**$ 361,076**	**$ 344,287**	**$ 1,088,303**	**$ 1,039,816**	**$ 1,380,264**
Revenue of the divested product lines	-	(12,660)	-	(29,399)	(30,062)
Adjusted revenue	**$ 361,076**	**$ 331,627**	**$ 1,088,303**	**$ 1,010,417**	**$ 1,350,202**
Operating income (GAAP)	**$ 47,493**	**$ 46,958**	**$ 155,526**	**$ 129,608**	**$ 170,028**
Divestiture & other related costs – Cost of products sold	-	-	-	28	86
Divestiture & other related costs – Selling and administrative expenses	-	241	-	13,473	14,052
Operating loss (income) of the divested product lines	-	70	-	(2,398)	(1,880)
Operational improvement plan - Selling and administrative expenses (income)	-	483	-	(2,010)	(1,895)
Adjusted operating income	**$ 47,493**	**$ 47,752**	**$ 155,526**	**$ 138,701**	**$ 180,391**
Net earnings (GAAP)	**$ 36,048**	**$ 33,912**	**$ 111,766**	**$ 91,516**	**$ 118,745**
Divestiture & other related costs, before tax	-	241	-	13,501	14,138
Tax impact of divestiture & other related costs *	-	1,179	-	283	2,092
Net loss (earnings) of the divested product lines, before tax	-	70	-	(2,398)	(1,880)
Tax impact of the divested product lines *	-	(18)	-	590	460
Operational improvement plan costs (income), before tax	-	483	-	(2,010)	(1,895)
Tax impact of operational improvement plan *	-	(115)	-	44	471
Adjusted net earnings	**$ 36,048**	**$ 35,752**	**$ 111,766**	**$ 101,526**	**$ 132,131**
Diluted earnings per share (GAAP)	**$ 0.85**	**$ 0.80**	**$ 2.65**	**$ 2.16**	**$ 2.81**
Divestiture & other related costs, net of tax	-	0.03	-	0.33	0.38
Results of operations of the divested product lines, net of tax	-	0.00	-	(0.04)	(0.03)
Operational improvement plan income, net of tax	-	0.01	-	(0.05)	(0.03)
Adjusted diluted earnings per share	**$ 0.85**	**$ 0.85**	**$ 2.65**	**$ 2.40**	**$ 3.13**

** Tax impact adjustments were determined based on the nature of the underlying Non-GAAP adjustments and their relevant jurisdictional tax rates.*

Note: EPS Calculations may not foot due to rounding differences

Non-GAAP Financial Measures (Cont'd)

	Three Months Ended September 30, 2022				Nine Months Ended September 30, 2022			
Revenue	**Total**	**Foreign Exchange Rates**	**Adjustments***	**Adjusted Local Currency**	**Total**	**Foreign Exchange Rates**	**Adjustments***	**Adjusted Local Currency**
Flavors & Extracts	3.0%	(2.9%)	(0.8%)	6.7%	(0.5%)	(2.4%)	(5.0%)	6.9%
Color	8.8%	(5.5%)	(0.3%)	14.6%	11.8%	(3.8%)	(0.4%)	16.0%
Asia Pacific	5.3%	(9.2%)	0.0%	14.5%	9.5%	(7.4%)	(0.3%)	17.2%
Total Revenue	**4.9%**	**(4.4%)**	**(0.6%)**	**9.9%**	**4.7%**	**(3.3%)**	**(3.0%)**	**11.0%**
Operating Income								
Flavors & Extracts	4.7%	(1.1%)	0.2%	5.6%	9.4%	(1.2%)	(4.0%)	14.6%
Color	3.5%	(7.4%)	0.0%	10.9%	13.3%	(4.9%)	0.9%	17.3%
Asia Pacific	5.3%	(11.0%)	0.0%	16.3%	19.5%	(9.6%)	(0.5%)	29.6%
Corporate & Other	16.0%	(0.1%)	(7.4%)	23.5%	(9.6%)	0.0%	(30.4%)	20.8%
Total Operating Income	**1.1%**	**(6.5%)**	**1.8%**	**5.8%**	**20.0%**	**(5.1%)**	**8.4%**	**16.7%**
Diluted Earnings Per Share	**6.3%**	**(6.3%)**	**5.5%**	**7.1%**	**22.7%**	**(5.1%)**	**12.8%**	**15.0%**
Adjusted EBITDA	**2.2%**	**(5.6%)**	**N/A**	**7.8%**	**12.8%**	**(4.0%)**	**N/A**	**16.8%**

** For Revenue, adjustments consist of revenues of the divested product lines. For Operating Income, Diluted Earnings per Share, and Adjusted EBITDA, adjustments consist of the results of the divested product lines, divestiture & other related costs, and 2021 operational improvement plan costs and income.*

Non-GAAP Financial Measures (Cont'd)

Revenue	Three Months Ended September 30, 2022			Nine Months Ended September 30, 2022		
	Total	Foreign Exchange Rates	Local Currency	Total	Foreign Exchange Rates	Local Currency
Flavors, Extracts and Flavor Ingredients	6.7%	(4.6%)	11.3%	9.6%	(3.4%)	13.0%
Natural Ingredients	(1.7%)	0.0%	(1.7%)	(4.6%)	0.0%	(4.6%)
Fragrances*	(100.0%)	0.0%	(100.0%)	(100.0%)	0.0%	(100.0%)
Yogurt Fruit Prep*	(100.0%)	0.0%	(100.0%)	(100.0%)	0.0%	(100.0%)
Flavors & Extracts Group	**3.0%**	**(2.9%)**	**5.9%**	**(0.5%)**	**(2.4%)**	**1.9%**
Food and Pharmaceutical	11.5%	(4.9%)	16.4%	14.1%	(3.4%)	17.5%
Personal Care	1.1%	(7.3%)	8.4%	6.5%	(4.7%)	11.2%
Inks*	89.0%	0.0%	89.0%	(5.6%)	0.0%	(5.6%)
Color Group	**8.8%**	**(5.5%)**	**14.3%**	**11.8%**	**(3.8%)**	**15.6%**
Asia Pacific	**5.3%**	**(9.2%)**	**14.5%**	**9.5%**	**(7.4%)**	**16.9%**
Total revenue including the product lines divested	**4.9%**	**(4.4%)**	**9.3%**	**4.7%**	**(3.3%)**	**8.0%**

*Note: *Fragrances was divested in April 2021, Inks was divested in June 2020, and Yogurt Fruit Prep was divested in September 2020.*

Non-GAAP Financial Measures (Cont'd)

Results by Segment	Three Months Ended September 30,					
Revenue	**2022**	**Adjustments***	**Adjusted 2022**	**2021**	**Adjustments***	**Adjusted 2021**
Flavors & Extracts	$ 187,046	$ -	$ 187,046	$ 181,667	$ (1,312)	$ 180,355
Color	151,469	-	151,469	139,239	(310)	138,929
Asia Pacific	35,221	-	35,221	33,442	-	33,442
Intersegment elimination	(12,660)	-	(12,660)	(10,061)	-	(10,061)
Consolidated	$ 361,076	$ -	$ 361,076	$ 344,287	$ (1,622)	$ 342,665
Operating Income						
Flavors & Extracts	$ 26,337	$ -	$ 26,337	$ 25,164	$ 66	$ 25,230
Color	28,200	-	28,200	27,253	4	27,257
Asia Pacific	6,952	-	6,952	6,601	-	6,601
Corporate & Other	(13,996)	-	(13,996)	(12,060)	724	(11,336)
Consolidated	$ 47,493	$ -	$ 47,493	$ 46,958	$ 794	$ 47,752

** For Revenue, adjustments consist of revenues of the divested product lines. For Operating Income, adjustments consist of the results of the divested product lines, divestiture & other related costs, and 2021 operational improvement plan costs and income.*

Non-GAAP Financial Measures (Cont'd)

Results by Segment	Nine Months Ended September 30,					
Revenue	**2022**	**Adjustments***	**Adjusted 2022**	**2021**	**Adjustments***	**Adjusted 2021**
Flavors & Extracts	$ 559,110	$ -	$ 559,110	$ 561,979	$ (27,616)	$ 534,363
Color	456,175	-	456,175	408,166	(1,638)	406,528
Asia Pacific	109,014	-	109,014	99,599	(295)	99,304
Intersegment elimination	(35,996)	-	(35,996)	(29,928)	150	(29,778)
Consolidated	$ 1,088,303	$ -	$ 1,088,303	$ 1,039,816	$ (29,399)	$ 1,010,417
Operating Income						
Flavors & Extracts	$ 83,929	$ -	$ 83,929	$ 76,718	$ (2,859)	$ 73,859
Color	90,035	-	90,035	79,462	548	80,010
Asia Pacific	22,877	-	22,877	19,146	(87)	19,059
Corporate & Other	(41,315)	-	(41,315)	(45,718)	11,491	(34,227)
Consolidated	$ 155,526	$ -	$ 155,526	$ 129,608	$ 9,093	$ 138,701

** For Revenue, adjustments consist of revenues of the divested product lines. For Operating Income, adjustments consist of the results of the divested product lines, divestiture & other related costs, and 2021 operational improvement plan costs and income.*

Non-GAAP Financial Measures (Cont'd)

Results by Segment	Year Ended December 31,		
Revenue	**2021**	**Adjustments***	**Adjusted 2021**
Flavors & Extracts	$ 739,427	$ (27,837)	$ 711,590
Color	545,270	(2,080)	543,190
Asia Pacific	135,348	(295)	135,053
Intersegment elimination	(39,781)	150	(39,631)
Consolidated	$ 1,380,264	$ (30,062)	$ 1,350,202
Operating Income			
Flavors & Extracts	$ 98,660	$ (2,368)	$ 96,292
Color	103,575	575	104,150
Asia Pacific	26,330	(87)	26,243
Corporate & Other	(58,537)	12,243	(46,294)
Consolidated	$ 170,028	$ 10,363	$ 180,391

** For Revenue, adjustments consist of revenues of the divested product lines. For Operating Income, adjustments consist of the results of the divested product lines, divestiture & other related costs, and operational improvement plan costs and income.*

Non-GAAP Financial Measures (Cont'd)

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2022	2021	% Change	2022	2021	% Change
Operating income (GAAP)	$ 47,493	$ 46,958	1.1%	$ 155,526	$ 129,608	20.0%
Depreciation and amortization	13,082	13,011		39,262	38,828	
Depreciation and amortization, divested product lines	-	(49)		-	(146)	
Share-based compensation expense	3,785	2,243		12,476	6,431	
Divestiture & other related costs, before tax	-	241		-	13,501	
Results of operations of the divested product lines, before tax	-	70		-	(2,398)	
Operational improvement plan costs (income), before tax	-	483		-	(2,010)	
Adjusted EBITDA	$ 64,360	$ 62,957	2.2%	$ 207,264	$ 183,814	12.8%


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