



SENSIENT[®]

Second Quarter 2021
Investor Presentation

FORWARD-LOOKING STATEMENTS

This document contains statements that may constitute “forward-looking statements” within the meaning of Federal securities laws including under “2021 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 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, the availability of 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, acquisition and divestiture activities, and operational improvement plan; 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, 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 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, operational improvement plan costs, and the results of the divested operations), (2) adjusted results by segment (which exclude divestiture & other related costs, operational improvement plan costs, 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 and exclude divestiture & other related costs, operational improvement plan costs, and the results of the divested operations), 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). 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, 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 presentation 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

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

Expanded flavor portfolio and strengthened technical solutions capabilities through the acquisition of Flavor Solutions, Inc. on July 15, 2021

Global Revenue by Group



Color Group

2020 Revenue: \$501M

2020 Adj. Revenue*: \$487M

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



Flavors & Extracts Group

2020 Revenue: \$742M

2020 Adj. Revenue*: \$642M

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



Asia Pacific Group

2020 Revenue: \$121M

2020 Adj. Revenue*: \$121M

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

Color Group



Global market leader

Natural color innovator

Unmatched innovation &
applications expertise

Color Overview



2020 Revenue: \$501M

2020 Adj. Revenue*: \$487M

Food and Pharmaceutical

69% of Segment Revenue

71% of Adj. Segment Revenue

LC Revenue Change
Q2 '21 +3.6%
YTD '21 +2.4%

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

Personal Care

28% of Segment Revenue

29% of Adj. Segment Revenue

LC Revenue Change
Q2 '21 +16.8%
YTD '21 +2.1%

- Demand for innovative products with multiple benefits
- Product line includes formulation aides and ingredients for color cosmetics, hair care, and skin care
- Recovery from negative COVID impacts underway

Inks

3% of Segment Revenue

- Completed divestiture in June 2020

Flavors & Extracts Group



Broad product offering

Unique ability to service global, regional, and local customers

Leading technology platforms

Unmatched applications expertise

Flavors & Extracts Overview



2020 Revenue: \$742M

2020 Adj. Revenue*: \$642M

Flavors, Extracts, and Flavor Ingredients

54% of Segment Revenue

62% of Adj. Segment Revenue

LC Revenue Change
Q2 '21 +11.2%
YTD '21 +10.3%

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

Natural Ingredients

33% of Segment Revenue

38% of Adj. Segment Revenue

LC Revenue Change
Q2 '21 +5.3%
YTD '21 +6.6%

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

Fragrances & Yogurt Fruit Prep

13% of Segment Revenue

- Yogurt Fruit Prep (2% of revenue) divested September 2020
- Fragrances (11% of revenue) divested April 2021

Asia Pacific Group



2020 adjusted revenue of \$121 million and adjusted operating income of \$22 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; R&D capabilities in Singapore, Thailand, and China

Q2 2021 local currency adjusted revenue and operating profit improved 11.3% and 21.6%, respectively

2021 Q2 Segment Results



Local Currency Adjusted Revenue*

	Q2	YTD
Color	+7.1%	+2.3%
Flavors & Extracts	+9.1%	+9.0%
Asia Pacific	+11.3%	+7.8%

Local Currency Adjusted Operating Income*

	Q2	YTD
Color	+5.2%	(5.0%)
Flavors & Extracts	+13.2%	+17.1%
Asia Pacific	+21.6%	+26.6%

Local Currency Adjusted* Commentary:

Color Group second quarter revenue increase was primarily driven by the start of the color cosmetic market recovery in Personal Care. Operating income was up in the quarter primarily due to volume.

Flavors & Extracts Group reported higher revenue in the quarter driven by growth in all product categories. Operating income was up as a result of the higher volumes and product mix.

Asia Pacific Group second quarter revenue increased double-digits with growth in almost all regions. Operating income improved in the quarter due to volume growth.

2021 Q2 Consolidated Results

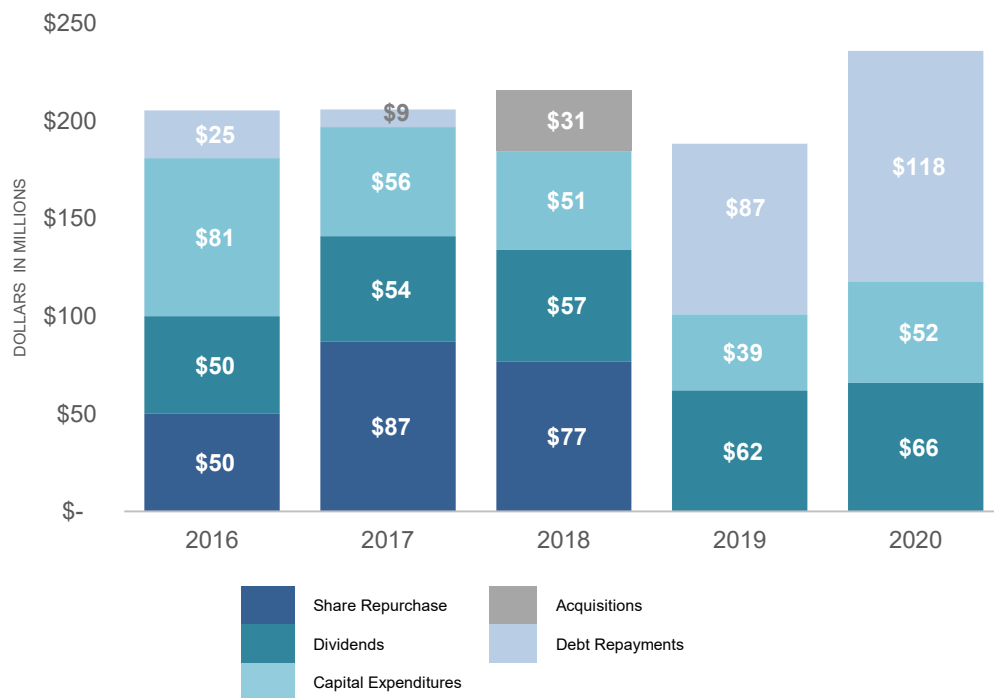


	Q2	YTD
Local Currency Adjusted Revenue*	+9.1%	+6.4%
Local Currency Adjusted Operating Income*	+5.8%	+2.9%
Local Currency Adjusted Diluted EPS*	+8.6%	+5.6%
Local Currency Adjusted EBITDA*	+6.0%	+4.0%

Q2 consolidated local currency adjusted revenue was up due to continued strong growth in Flavors & Extracts, Colors and Asia Pacific groups. Savory and sweet flavors, natural colors, and personal care product lines had healthy growth within the quarter.

Q2 consolidated local currency adjusted operating income was up due to the overall volume growth across our businesses; however, the operating income improvement was partially offset due to higher year-over-year Corporate expenses related to performance-based compensation.

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

2021 Financial Outlook



Metric	Guidance	Comments
Diluted EPS (GAAP)	Mid-to-high single digit growth	<ul style="list-style-type: none"> Includes approximately 25 cents of divestiture & other related costs, operational improvement plan costs, and the results of the divested operations At current rates FX provides a 10 cent benefit
Adjusted Diluted EPS in Local Currency*	Mid-single digit growth	<ul style="list-style-type: none"> Excludes divestiture & other related costs and operational improvement plan costs Excludes results of the divested operations
Adjusted Local Currency Revenue*	Mid-single digit growth	<ul style="list-style-type: none"> Excludes revenue of the divested product lines
Adjusted Local Currency EBITDA*	Mid-single digit growth	<ul style="list-style-type: none"> Excludes divestiture & other related costs and operational improvement plan costs Excludes results of the divested operations

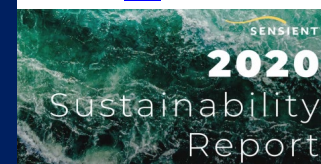
Why Invest?



- 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 since 2013. 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

APPENDIX – NON-GAAP TABLES

Non-GAAP Financial Measures

	Three Months Ended June 30, 2021	Three Months Ended June 30, 2020	Six Months Ended June 30, 2021	Six Months Ended June 30, 2020
Revenue (GAAP)	\$ 335,827	\$ 323,090	\$ 695,529	\$ 673,767
Revenue of the divested product lines	(2,207)	(28,217)	(27,777)	(64,802)
Adjusted revenue	<u>\$ 333,620</u>	<u>\$ 294,873</u>	<u>\$ 667,752</u>	<u>\$ 608,965</u>
Operating income (GAAP)	\$ 35,753	\$ 42,125	\$ 82,650	\$ 76,686
Divestiture & other related costs – Cost of products sold	3	1,749	28	1,939
Divestiture & other related costs – Selling and administrative expenses	11,685	(3,276)	13,232	8,377
Operating loss (income) of the divested product lines	459	(331)	(2,468)	(1,716)
Operational improvement plan - Selling and administrative expenses	(3,494)	-	(2,493)	-
Adjusted operating income	<u>\$ 44,406</u>	<u>\$ 40,267</u>	<u>\$ 90,949</u>	<u>\$ 85,286</u>
Net earnings (GAAP)	\$ 25,936	\$ 30,620	\$ 57,604	\$ 51,393
Divestiture & other related costs, before tax	11,688	(1,527)	13,260	10,316
Tax impact of divestiture & other related costs	(1,689)	509	(896)	(425)
Net loss (earnings) of the divested product lines, before tax	459	(331)	(2,468)	(1,716)
Tax impact of the divested product lines	(115)	203	608	500
Operational improvement plan income, before tax	(3,494)	-	(2,493)	-
Tax impact of operational improvement plan	455	-	159	-
Adjusted net earnings	<u>\$ 33,240</u>	<u>\$ 29,474</u>	<u>\$ 65,774</u>	<u>\$ 60,068</u>
Diluted earnings per share (GAAP)	\$ 0.61	\$ 0.72	\$ 1.36	\$ 1.21
Divestiture & other related costs, net of tax	0.24	(0.02)	0.29	0.23
Results of operations of the divested product lines, net of tax	0.01	-	(0.04)	(0.03)
Operational improvement plan income, net of tax	(0.07)	-	(0.06)	-
Adjusted diluted earnings per share	<u>\$ 0.79</u>	<u>\$ 0.70</u>	<u>\$ 1.55</u>	<u>\$ 1.42</u>

Non-GAAP Financial Measures (Cont'd)

	Three Months Ended June 30, 2021				Six Months Ended June 30, 2021			
		Foreign Exchange Rates	Adjustments*	Adjusted Local Currency		Foreign Exchange Rates	Adjustments*	Adjusted Local Currency
Revenue	Total				Total			
Flavors & Extracts	(2.3%)	3.7%	(15.1%)	9.1%	2.8%	3.1%	(9.3%)	9.0%
Color	9.8%	5.3%	(2.6%)	7.1%	1.6%	3.8%	(4.5%)	2.3%
Asia Pacific	15.9%	5.5%	(0.9%)	11.3%	13.4%	5.7%	(0.1%)	7.8%
Total Revenue	3.9%	4.4%	(9.6%)	9.1%	3.2%	3.5%	(6.7%)	6.4%
Operating Income								
Flavors & Extracts	7.8%	3.1%	(8.5%)	13.2%	18.2%	2.6%	(1.5%)	17.1%
Color	15.1%	5.4%	4.5%	5.2%	0.5%	4.1%	1.4%	(5.0%)
Asia Pacific	19.5%	(0.6%)	(1.5%)	21.6%	26.6%	0.3%	(0.3%)	26.6%
Corporate & Other	160.9%	0.1%	131.4%	29.4%	17.0%	0.1%	(7.1%)	24.0%
Total Operating Income	(15.1%)	4.5%	(25.4%)	5.8%	7.8%	4.3%	0.6%	2.9%
Diluted Earnings Per Share	(15.3%)	5.5%	(29.4%)	8.6%	12.4%	5.0%	1.8%	5.6%
Adjusted EBITDA	10.4%	4.4%	N/A	6.0%	7.5%	3.5%	N/A	4.0%

* 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)

	Three Months Ended June 30,			Six Months Ended June 30,		
	2021	2020	% Change	2021	2020	% Change
Operating income (GAAP)	\$ 35,753	\$ 42,125	(15.1%)	\$ 82,650	\$ 76,686	7.8%
Depreciation and amortization	13,018	12,118		25,817	24,522	
Depreciation and amortization, divested product lines	(48)	(16)		(97)	(96)	
Share-based compensation expense	2,075	1,485		4,188	2,662	
Divestiture & other related costs, before tax	11,688	(1,527)		13,260	10,316	
Results of operations of the divested product lines, before tax	459	(331)		(2,468)	(1,716)	
Operational improvement plan costs (income), before tax	(3,494)	-		(2,493)	-	
Adjusted EBITDA	<u>\$ 59,451</u>	<u>\$ 53,854</u>	<u>10.4%</u>	<u>\$ 120,857</u>	<u>\$ 112,374</u>	<u>7.5%</u>

Non-GAAP Financial Measures (Cont'd)

	Three Months Ended June 30, 2021			Six Months Ended June 30, 2021		
		Foreign Exchange Rates	Local Currency		Foreign Exchange Rates	Local Currency
<u>Revenue</u>	<u>Total</u>			<u>Total</u>		
Flavors, Extracts and Flavor Ingredients	15.8%	4.6%	11.2%	14.0%	3.7%	10.3%
Natural Ingredients	5.4%	0.1%	5.3%	6.7%	0.1%	6.6%
Fragrances*	(100.0%)	10.2%	(110.2%)	(47.6%)	8.9%	(56.5%)
Yogurt Fruit Prep*	(61.4%)	0.0%	(61.4%)	(59.6%)	0.0%	(59.6%)
Flavors & Extracts Group	(2.3%)	3.7%	(6.0%)	2.8%	3.1%	(0.3%)
Food and Pharmaceutical	8.7%	5.1%	3.6%	6.1%	3.7%	2.4%
Personal Care	22.6%	5.8%	16.8%	6.1%	4.0%	2.1%
Inks*	(76.6%)	3.8%	(80.4%)	(90.2%)	2.0%	(92.2%)
Color Group	9.8%	5.3%	4.5%	1.6%	3.8%	(2.2%)
Asia Pacific	15.9%	5.5%	10.4%	13.4%	5.7%	7.7%
Total revenue including the product lines divested	3.9%	4.4%	(0.5%)	3.2%	3.5%	(0.3%)

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

Q2 Divested Operations

Results by Segment

<u>Revenue</u>	Three Months Ended June 30,					
	2021	Adjustments*	Adjusted 2021	2020	Adjustments*	Adjusted 2020
Flavors & Extracts	\$ 179,401	\$ (1,415)	\$ 177,986	\$ 183,611	\$ (24,742)	\$ 158,869
Color	133,207	(792)	132,415	121,296	(3,501)	117,795
Asia Pacific	32,317	-	32,317	27,873	(213)	27,660
Intersegment elimination	(9,098)	-	(9,098)	(9,690)	239	(9,451)
Consolidated	<u>\$ 335,827</u>	<u>\$ (2,207)</u>	<u>\$ 333,620</u>	<u>\$ 323,090</u>	<u>\$ (28,217)</u>	<u>\$ 294,873</u>

Operating Income

Flavors & Extracts	\$ 24,536	\$ (45)	\$ 24,491	\$ 22,752	\$ (1,619)	\$ 21,133
Color	25,615	504	26,119	22,263	1,347	23,610
Asia Pacific	5,793	-	5,793	4,849	(59)	4,790
Corporate & Other	(20,191)	8,194	(11,997)	(7,739)	(1,527)	(9,266)
Consolidated	<u>\$ 35,753</u>	<u>\$ 8,653</u>	<u>\$ 44,406</u>	<u>\$ 42,125</u>	<u>\$ (1,858)</u>	<u>\$ 40,267</u>

* 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.

Q2 YTD Divested Operations

Results by Segment

<u>Revenue</u>	Six Months Ended June 30,					
	2021	Adjustments*	Adjusted 2021	2020	Adjustments*	Adjusted 2020
Flavors & Extracts	\$ 380,312	\$ (26,304)	\$ 354,008	\$ 370,109	\$ (52,187)	\$ 317,922
Color	268,927	(1,328)	267,599	264,791	(12,573)	252,218
Asia Pacific	66,157	(295)	65,862	58,322	(334)	57,988
Intersegment elimination	(19,867)	150	(19,717)	(19,455)	292	(19,163)
Consolidated	<u>\$ 695,529</u>	<u>\$ (27,777)</u>	<u>\$ 667,752</u>	<u>\$ 673,767</u>	<u>\$ (64,802)</u>	<u>\$ 608,965</u>

Operating Income

Flavors & Extracts	\$ 51,554	\$ (2,925)	\$ 48,629	\$ 43,623	\$ (2,837)	\$ 40,786
Color	52,209	544	52,753	51,927	1,214	53,141
Asia Pacific	12,545	(87)	12,458	9,908	(93)	9,815
Corporate & Other	(33,658)	10,767	(22,891)	(28,772)	10,316	(18,456)
Consolidated	<u>\$ 82,650</u>	<u>\$ 8,299</u>	<u>\$ 90,949</u>	<u>\$ 76,686</u>	<u>\$ 8,600</u>	<u>\$ 85,286</u>

* 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.

