



Sensient Technologies Corporation

Fourth Quarter, 2017

Sensient Technologies

Headquarters	Milwaukee
Ticker Symbol & Exchange	SXT (NYSE)
12/31/17 Market Capitalization	\$3.2 bn
Primary Index	S&P 400 Midcap



Innovative Technologies Creating Unique Solutions

In the business of innovation

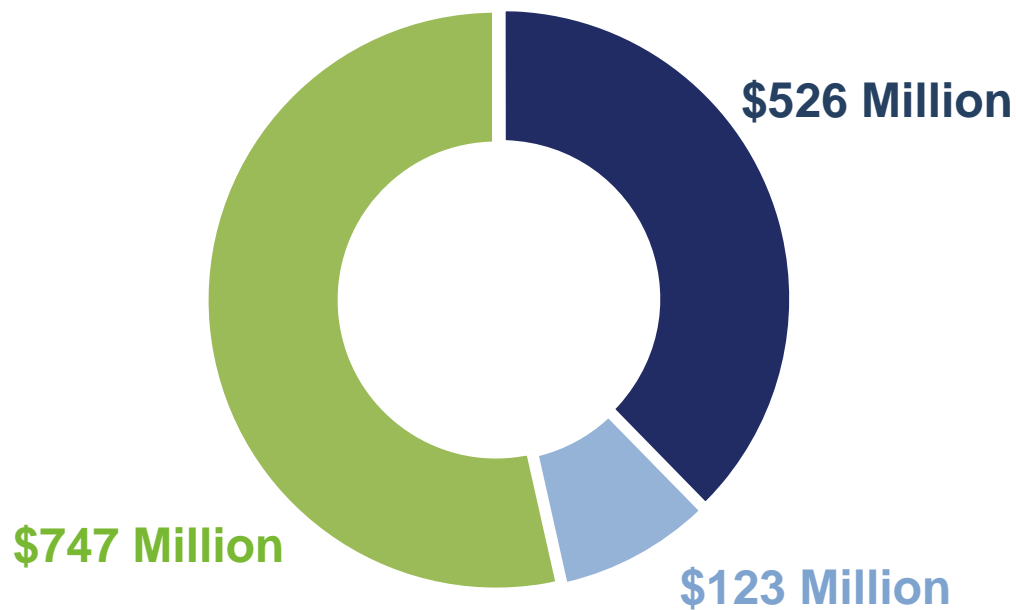
Create sensory driven solutions – a product's first impression

Continuously delivering product development & applications expertise

Working closely with consumer products companies to extend brands & create entirely new products

High-margin, high-value added

Global Revenues



Colors

- Food & Beverage Colors
- Personal Care
- Digital Inks & Technical Colors
- Pharmaceutical Excipients

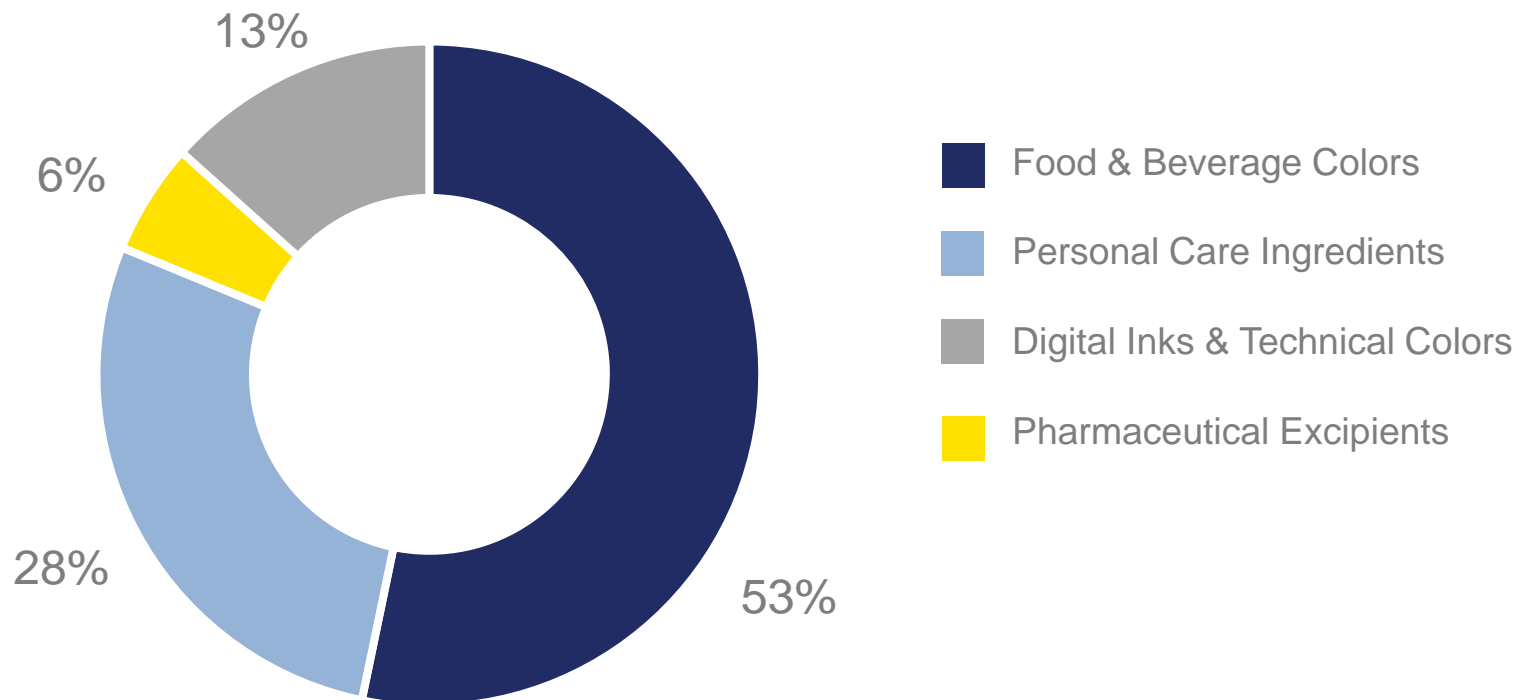
Flavors & Fragrances

- Sweet
- Savory
- Beverage
- Natural Ingredients
- Fragrance
- Bionutrients

Asia Pacific

Color Group Markets Served

Percent of Group Revenues



Sensient Colors



Global market leader

Growing end markets

Unmatched innovation & applications expertise

Select Color Products & Technologies

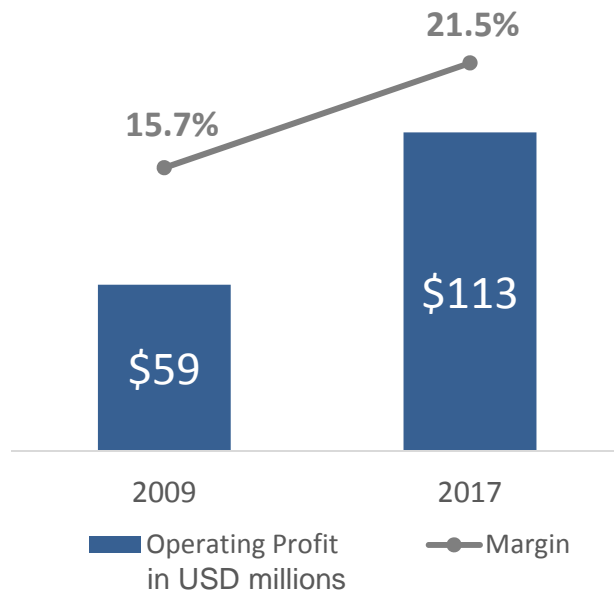
Natural food & beverage colors	Cosmetic dyes & pigments	Digital printing inks and dispersions
Synthetic food & beverage colors	Hair colorants	Specialized pharmaceutical coatings
Coloring foodstuffs	Ultra-violet light protectors & solubilizers	Flavors & masking agents for pharma
Emulsions, lakes & dispersions	Cosmetic active ingredients	Dyes & colorants for pharmaceutical & nutraceutical products
Inclusions	Treated pigments	

Color Competition

Food & Beverage <i>Natural</i>	 
Food & Beverage <i>Synthetic</i>	 
Cosmetic	 
Digital Textile Inks	   
Pharmaceutical	  

Color Group

Operating Profit and Margins



Higher operating margin through mix improvement

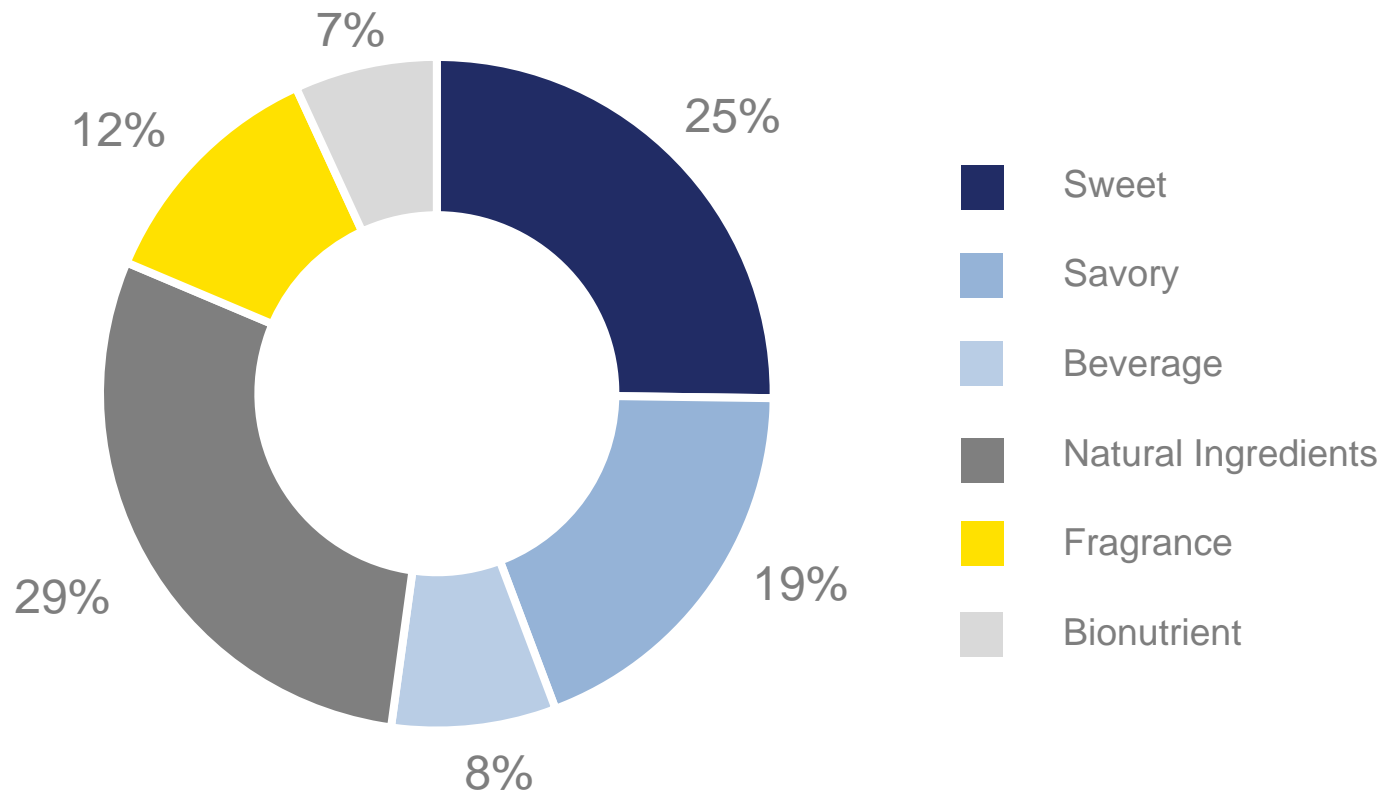
Increased operating profit

Well-positioned to take advantage of strong commercial trends

Culled non-strategic, low margin business

Flavors & Fragrances Group Markets Served

Percent of Group Revenues



Sensient Flavors & Fragrances



Broad product offering

Unique ability to service global, regional, and local customers

Leading technology platforms

Unmatched applications expertise

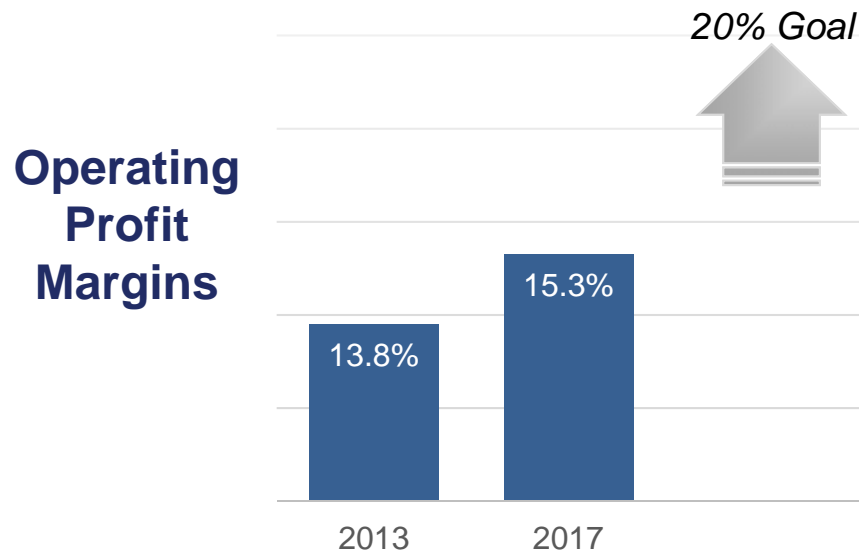
Select Flavors & Technologies

Beverage, sweet, & savory flavors	Salt reduction technologies	Variates	Oral care solutions
Natural extracts	Dehydrated onion, garlic, capsicum	Inclusions	Bionutrients for fermentation
Botanical extracts	Reaction flavors	Sauces	Aroma chemicals
Taste masking technology	Top notes	Encapsulation	Fabric care fragrances
Mouthfeel enhancers	Fruit preparations	Hydrolyzed vegetable proteins	Home care fragrances
Sweetness enhancers	Flavor bases	Autolyzed yeast extracts	Personal care fragrances

Flavors & Fragrances Competition

<p>Beverage Flavors & Systems</p>	
<p>Savory Flavors & Ingredients</p>	
<p>Sweet Flavors & Ingredients</p>	
<p>Natural Ingredients</p>	
<p>Fragrance</p>	
<p>Bionutrients</p>	

Flavors & Fragrances Group



Culled non-strategic, low margin business

Restructuring completed leading to long-term cost reductions

Pricing and mix improvement opportunities

Continue toward high-value added product portfolio and efficient cost structure

Asia Pacific Group

Sales of Flavors and Colors in the Asia Pacific markets are reported as a separate segment that is managed on a geographic basis

Manufacturing capabilities in Australia, New Zealand, China, Japan, Philippines; R&D capabilities in Singapore, Korea, Thailand, Indonesia, and China

Annual revenues of \$123 million and Operating Income of \$21 million

Excellent long-term growth potential

2017 Q4 Highlights

Adjusted EPS increased 5%

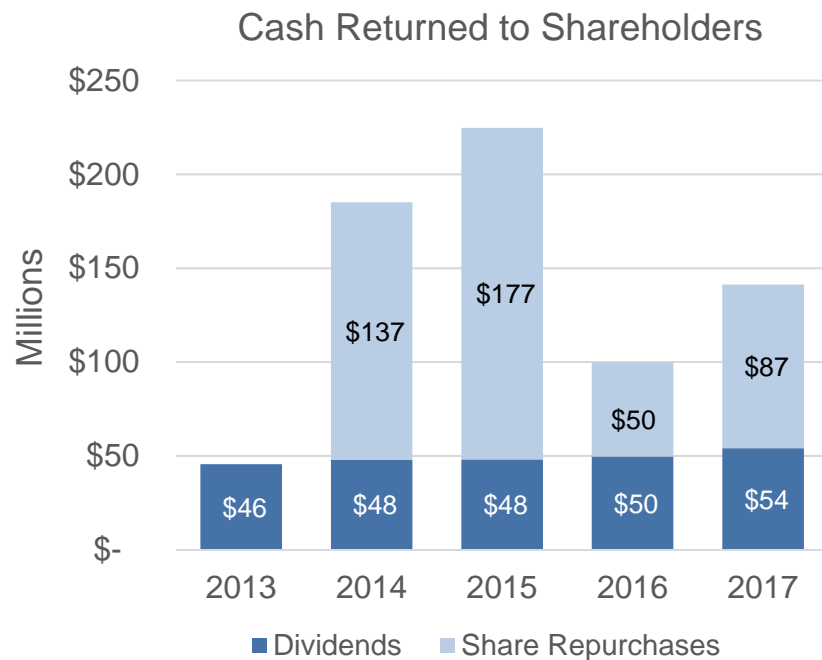
Flavor Group restructuring now complete

Color Group revenue grew 5% and operating profit grew 11% with an operating profit margin of 20.2%

Asia Pacific revenue grew 4%

Bought back 300,000 shares

Capital Allocation



Prioritize ROI capital projects

Preserve consistent dividend payout

Maintain financial flexibility to pursue M&A

Excess capital returned to shareholders through opportunistic share repurchases



Why Invest?

Strong competitive position

'Sticky' business (& low portion of customer costs)

Global presence

Exposure to stable and growing markets

Focus on improving returns and improved capital allocation

Non-GAAP Financial Measures

Within the following tables, the Company reports certain non-GAAP financial measures, including: (1) adjusted operating income, adjusted net earnings, and adjusted diluted EPS from continuing operations (which exclude restructuring and other costs as well as the impact of the Tax Cuts and Jobs Act ("2017 Tax Legislation")) and (2) percentage changes in revenue, operating income, diluted EPS, adjusted operating income, and adjusted diluted EPS on a local currency basis (which eliminate the effects of translating the financial results of its international operations into U.S. dollars). The other costs in 2017 and 2016 are divestiture related costs, the other costs in 2015 are acquisition related costs, and the other costs in 2014 are proxy contest related costs.

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 document and in our 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 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 December 31, 2017	Three Months Ended December 31, 2016	Full Year Ended December 31, 2017	Full Year Ended December 31, 2016	Full Year Ended December 31, 2015	Full Year Ended December 31, 2014
Operating income from continuing operations (GAAP)	\$ 47,379	\$ 43,274	\$ 167,806	\$ 185,609	\$ 166,341	\$ 130,665
Restructuring - Cost of products sold	(526)	1,255	2,889	2,065	6,098	1,914
Restructuring - Selling and administrative	3,415	3,898	33,627	12,486	36,705	85,458
Other - Selling and administrative	-	1,052	11,555	11,535	823	3,178
Adjusted operating income	\$ 50,268	\$ 49,479	\$ 215,877	\$ 211,695	\$ 209,967	\$ 221,215
Net earnings from continuing operations (GAAP)	\$ 13,421	\$ 31,350	\$ 89,600	\$ 122,913	\$ 107,247	\$ 81,771
Restructuring & other, before tax	2,889	6,205	48,071	26,086	43,626	90,550
Tax impact of restructuring & other	1,822	(2,000)	(5,602)	(4,999)	(10,017)	(25,014)
Impact of the 2017 Tax Legislation	18,446	-	18,446	-	-	-
Adjusted net earnings	\$ 36,578	\$ 35,555	\$ 150,515	\$ 144,000	\$ 140,856	\$ 147,307
Diluted EPS from continuing operations (GAAP)	\$ 0.31	\$ 0.70	\$ 2.03	\$ 2.74	\$ 2.32	\$ 1.67
Restructuring & other, net of tax	0.11	0.09	0.96	0.47	0.73	1.34
2017 Tax Legislation	0.42	-	0.42	-	-	-
Adjusted diluted EPS	\$ 0.84	\$ 0.80	\$ 3.42	\$ 3.21	\$ 3.05	\$ 3.02
Average common shares outstanding:						
Diluted	43,509	44,611	44,031	44,843	46,204	48,819

The following table summarizes the percentage change in the 2017 results compared to the 2016 results for the corresponding periods in the respective financial measures.

	Three Months Ended December 31, 2017			Twelve Months Ended December 31, 2017		
	Total	Foreign Exchange Rates	Local Currency	Total	Foreign Exchange Rates	Local Currency
Revenue						
Flavors & Fragrances	(4.6%)	2.4%	(7.0%)	(6.1%)	0.0%	(6.1%)
Color	5.4%	3.3%	2.1%	4.4%	0.9%	3.5%
Asia Pacific	3.7%	1.9%	1.8%	1.6%	0.8%	0.9%
Total Revenue	(0.4%)	2.7%	(3.1%)	(1.5%)	0.5%	(2.0%)
Operating Income from Continuing Operations						
Flavors & Fragrances	(15.8%)	0.0%	(15.7%)	(7.8%)	(0.4%)	(7.4%)
Color	11.4%	3.4%	7.9%	7.2%	0.6%	6.5%
Asia Pacific	(1.3%)	2.7%	(4.0%)	(12.0%)	1.1%	(13.1%)
Corporate & Other	(42.7%)	1.2%	(43.8%)	18.9%	0.1%	18.7%
Operating Income from Continuing Operations	9.5%	1.8%	7.7%	(9.6%)	0.2%	(9.8%)
Diluted EPS from Continuing Operations	(55.7%)	1.4%	(57.1%)	(25.9%)	0.0%	(25.9%)
Adjusted Operating Income ⁽¹⁾	1.6%	1.9%	(0.3%)	2.0%	0.2%	1.8%
Adjusted Diluted EPS ⁽¹⁾	5.0%	1.3%	3.7%	6.5%	0.3%	6.2%

(1) Refer to the table on the previous slide for a reconciliation of these non-GAAP measures.



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