

innospec 

chemistry matters

Q3 2021 Earnings

NOVEMBER 2021



Forward Looking Statements

This presentation contains certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical facts included or incorporated herein may constitute forward-looking statements. Such forward-looking statements include statements (covered by words like "expects," "estimates," "anticipates," "may," "could," "believes," "feels," "plans," "intends" or similar words or expressions, for example) which relate to earnings, growth potential, operating performance, events or developments that we expect or anticipate will or may occur in the future. Although forward-looking statements are believed by management to be reasonable when made, they are subject to certain risks, uncertainties and assumptions, including, the effects of the COVID-19 pandemic, such as its duration, its unknown long-term economic impact, measures taken by governmental authorities to address it, the effectiveness, acceptance and distributions of COVID-19 vaccines and the manner in which the pandemic may precipitate or exacerbate other risks and/or uncertainties, and our actual performance or results may differ materially from these forward-looking statements. Additional information regarding risks, uncertainties and assumptions relating to Innospec and affecting our business operations and prospects are described in Innospec's Annual Report on Form 10-K for the year ended December 31, 2020 and other reports filed with the U.S. Securities and Exchange Commission. You are urged to review our discussion of risks and uncertainties that could cause actual results to differ from forward-looking statements under the heading "Risk Factors" in such reports. Innospec undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Use of Non-GAAP Financial Measures

The information presented in this presentation includes financial measures that are not calculated or presented in accordance with Generally Accepted Accounting Principles in the United States (GAAP). These non-GAAP financial measures comprise EBITDA, income before income taxes excluding special items, net income excluding special items and related per share amounts together with net cash. EBITDA is net income per our consolidated financial statements adjusted for the exclusion of charges for interest expense, net, income taxes, depreciation, impairment and amortization. Income before income taxes, net income and diluted EPS, excluding special items, per our consolidated financial statements are adjusted for the exclusion of amortization of acquired intangible assets, foreign currency exchange losses/(gains), legacy costs of closed operations, change in the UK statutory tax rate and adjustment of income tax provisions. Net cash is cash and cash equivalents less total debt. The Company believes that such non-GAAP financial measures provide useful information to investors and may assist them in evaluating the Company's underlying performance and identifying operating trends. In addition, these non-GAAP measures address questions the Company routinely receives from analysts and investors and the Company has determined that it is appropriate to make this data available to all investors. While the Company believes that such measures are useful in evaluating the Company's performance, investors should not consider them to be a substitute for financial measures prepared in accordance with GAAP. In addition, these non-GAAP financial measures may differ from similarly-titled non-GAAP financial measures used by other companies and do not provide a comparable view of the Company's performance relative to other companies in similar industries. Management uses adjusted EPS (the most directly comparable GAAP financial measure for which is GAAP EPS) and adjusted net income and EBITDA (the most directly comparable GAAP financial measure for which is GAAP net income) to allocate resources and evaluate the performance of the Company's operations. Management believes the most directly comparable GAAP financial measure is GAAP net income and has provided a reconciliation of EBITDA and net income excluding special items, and related per share amounts, to GAAP net income in our earnings release.

Earnings Conference Call Agenda

1

Introduction

David Jones - VP, General Counsel

2

Business Commentary

Patrick S. Williams - President & CEO

3

Financial Performance

Ian Cleminson - Executive Vice President & CFO

4

Questions & Answers

Patrick S. Williams and Ian Cleminson

Summary of 3rd Quarter Performance



GAAP EPS of 94 cents and adjusted non-GAAP EPS of \$1.15 for the third quarter



Performance Chemicals record quarterly sales and operating income up 44 percent



Significant increase in Performance Chemicals growth investments planned for 2022



Performance Chemicals medium-term growth outlook raised



Continued sales and operating income improvement in Fuel Specialties



Continued sales, margin and operating income improvement in Oilfield Services



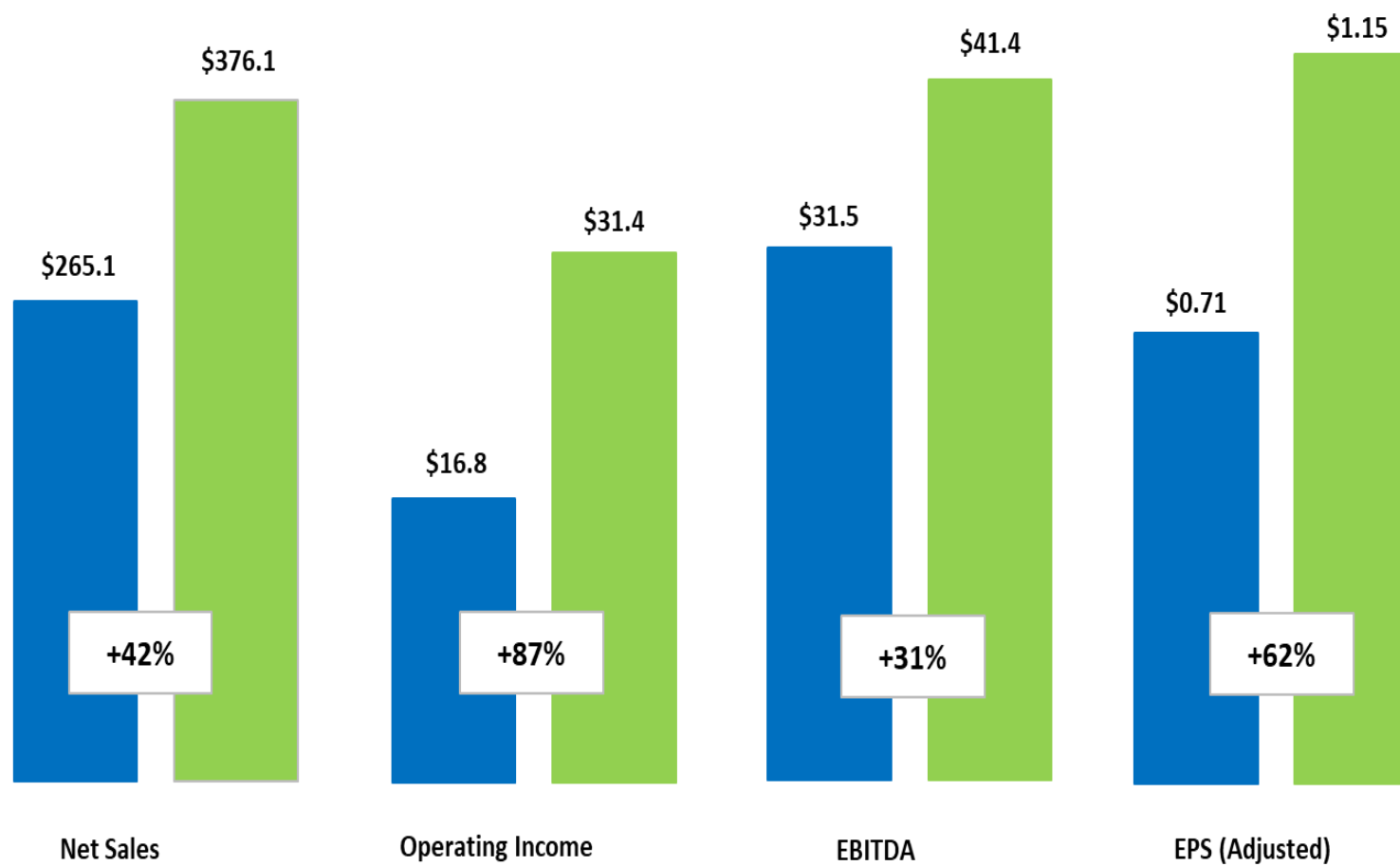
Balance sheet has \$89.2 million in net cash; 12 percent annual dividend increase



Financial Performance



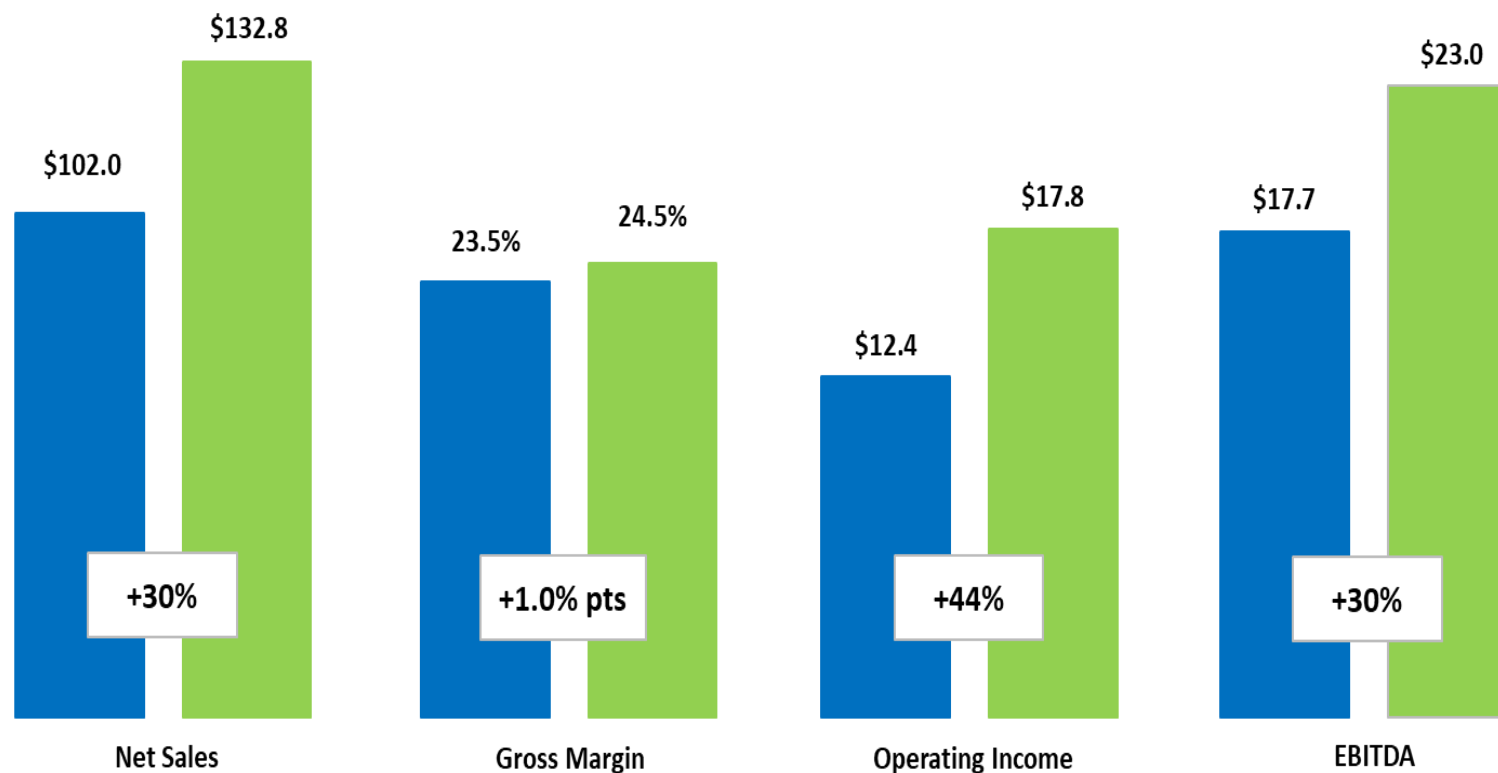
Q3 2021 Consolidated Results *(\$ in millions)*



- Sales up 42 percent on improving demand in all businesses
- Gross margin up 0.3 percentage points
- Significant recovery over prior year EBITDA and operating income
- Adjusted EPS of \$1.15

■ Q3 2020
 ■ Q3 2021

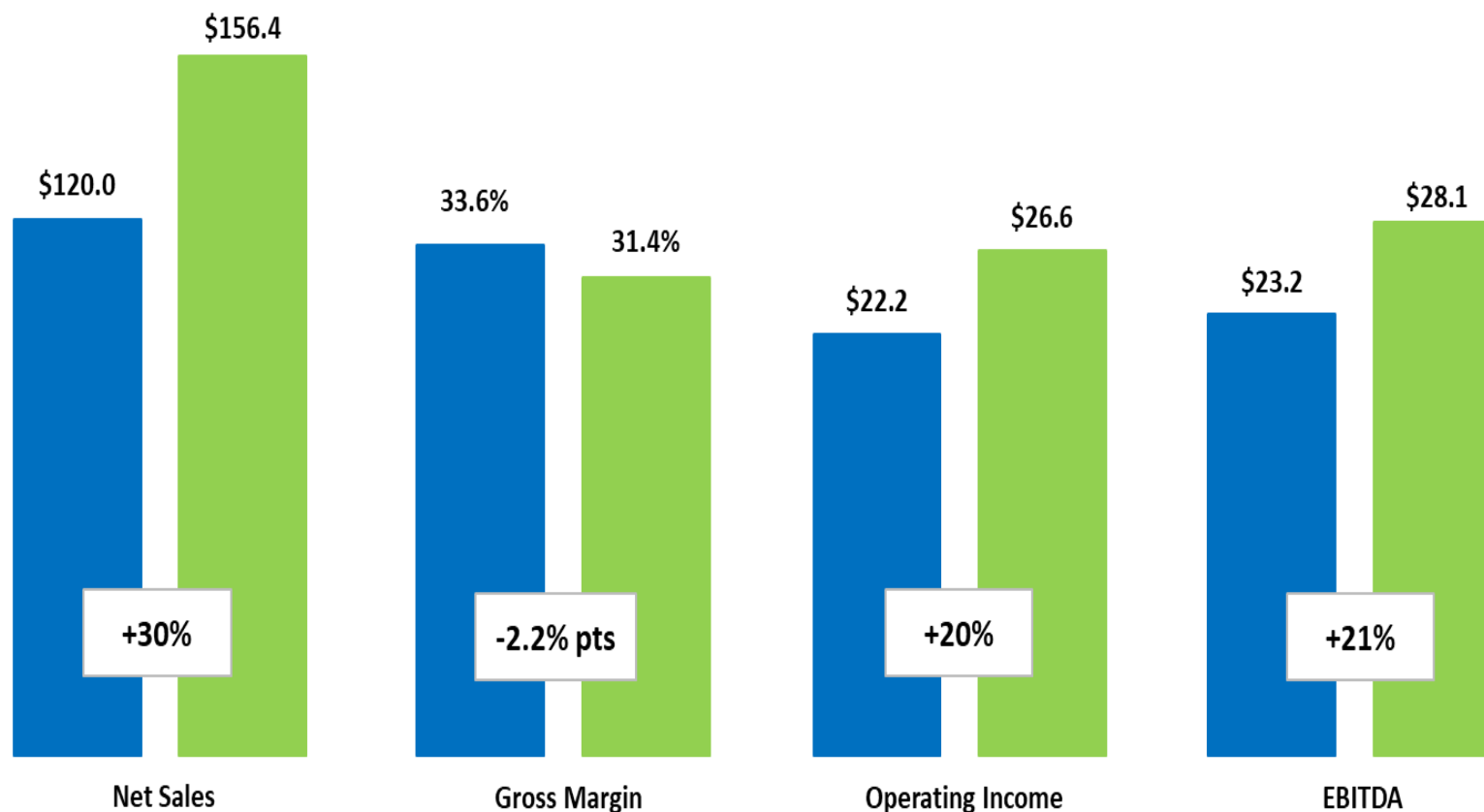
Q3 2021 Performance Chemicals *(\$ in millions)*



- Record sales up 30 percent
- Volumes up 10 percent
- Gross margin up 1.0 percentage point
- Operating income up 44 percent
- EBITDA up 30 percent

■ Q3 2020
 ■ Q3 2021

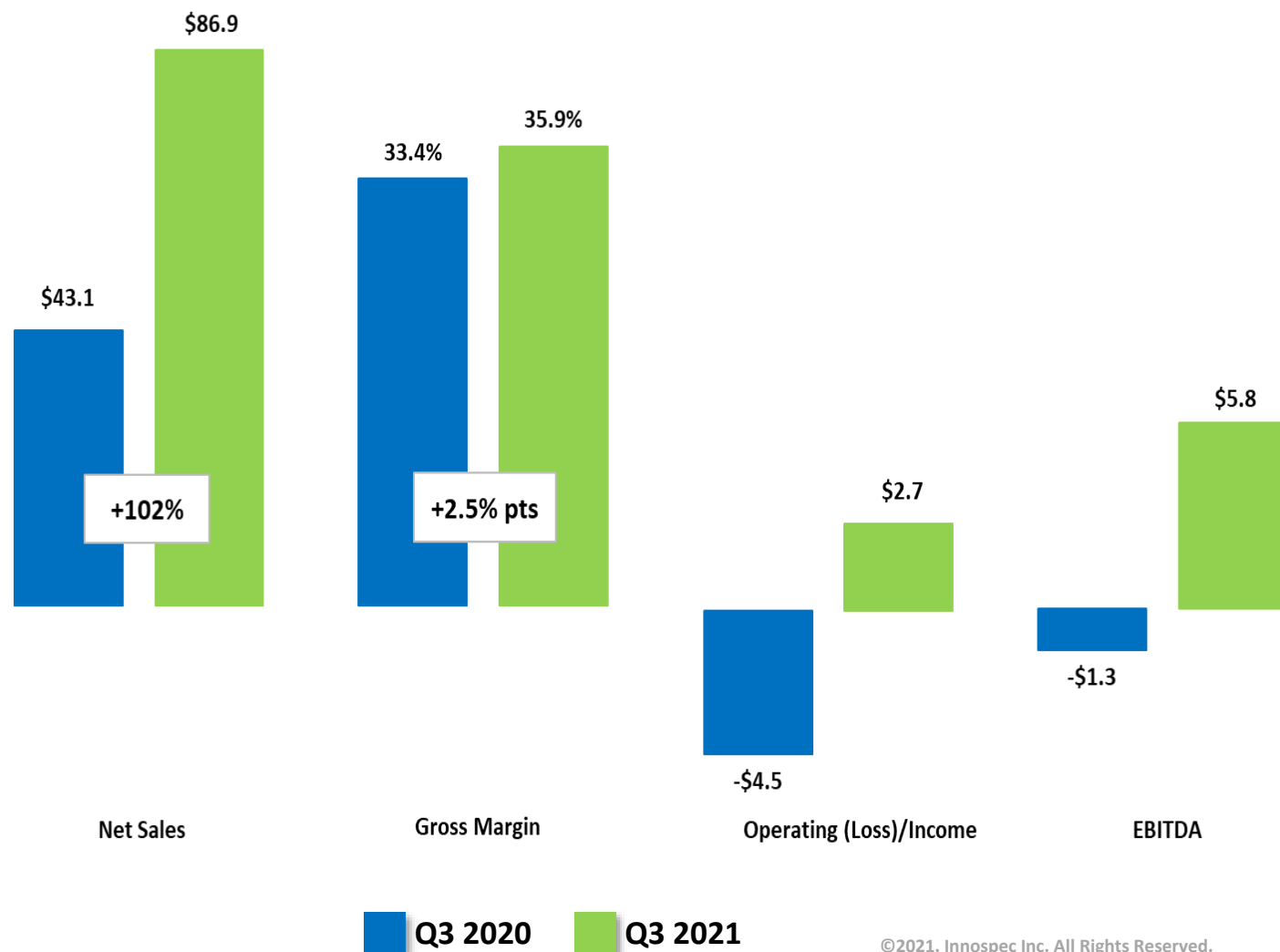
Q3 2021 Fuel Specialties *(\$ in millions)*



- Sales up 30 percent on recovering demand
- Gross margin slightly below expected range at 31.4 percent
- Strong EBITDA and operating income recovery
- Fuel demand expected to improve through the balance of 2021 and into 2022

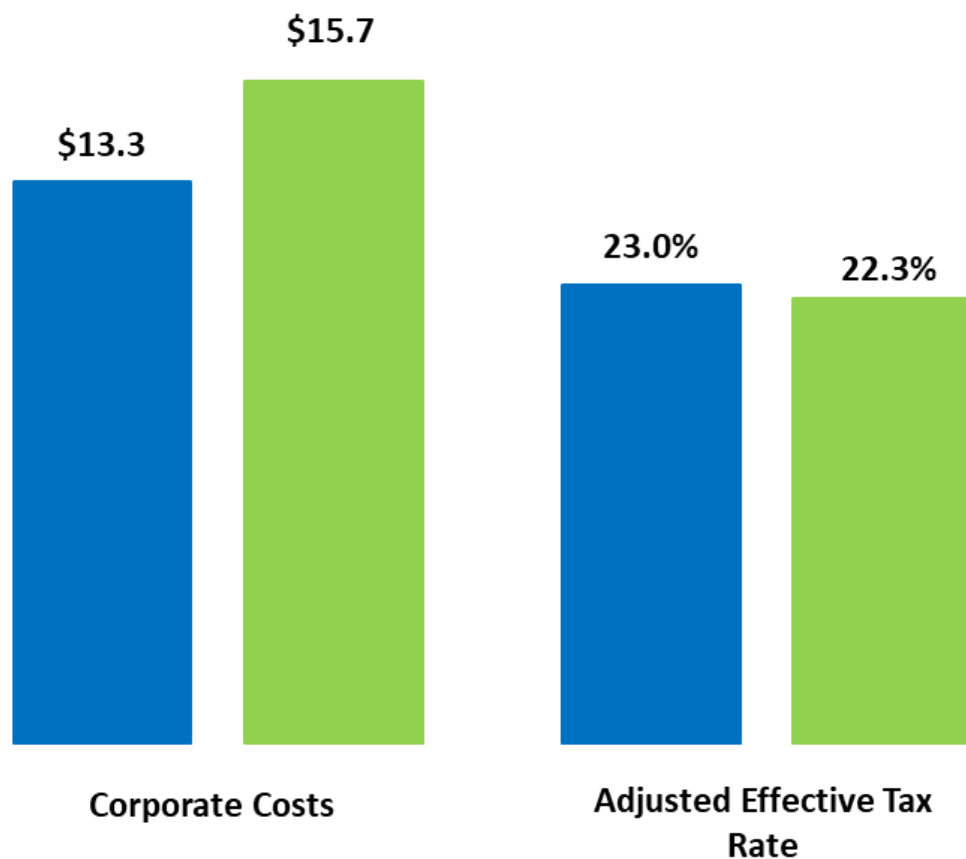
■ Q3 2020
 ■ Q3 2021

Q3 2021 Oilfield Services *(\$ in millions)*



- Sales doubled on continued customer activity recovery
- Gross margins up 2.5 percentage points
- Continued sequential operating income and margin improvement

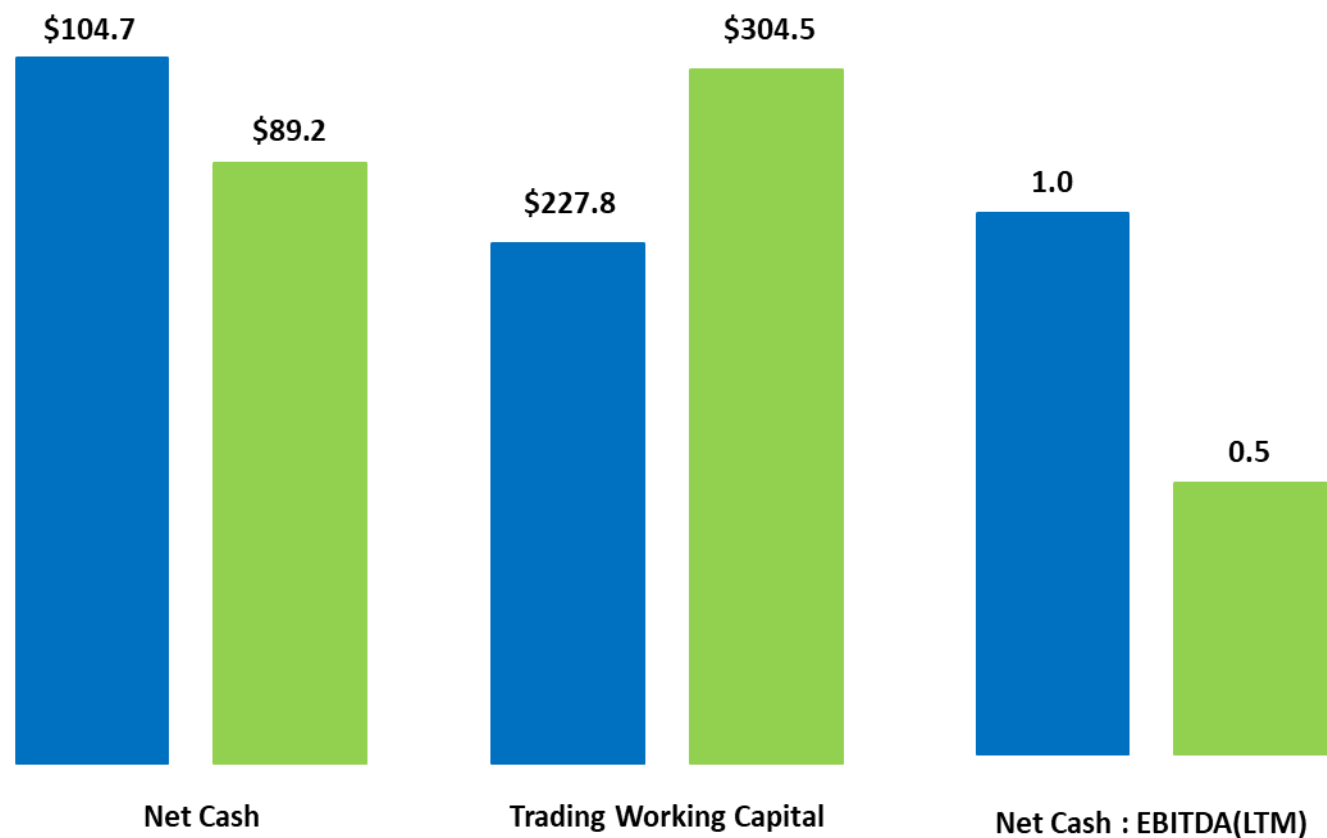
Q3 2021 Corporate Items *(\$ in millions)*



- Corporate costs up versus prior year on higher personnel-related expenses
- Adjusted effective tax rate of 22.3 percent

■ Q3 2020
 ■ Q3 2021

Q3 2021 Balance Sheet *(\$ in millions)*



- Operating cash inflow of \$2.8 million
- Increased working capital on higher trading and inventory growth to offset supply chain disruption
- Net cash balance of \$89.2 million
- Positioned for organic growth and acquisition opportunities

■ Q4 2020
 ■ Q3 2021



Concluding Comments



Concluding Comments



Tight supply chain and inflationary conditions expected to persist



Further price action may be required to counter cost inflation



Record level of growth investment expected in Performance Chemicals in 2022



All businesses positioned to benefit from continued economic reopening



Disciplined pursuit of M&A opportunities to complement Performance Chemicals



Further semi-annual dividend increase; 12 percent annual growth



YOUR OPPORTUNITY
TO ASK QUESTIONS

Q & A



Final Comments

THANK YOU FOR YOUR CONTINUED SUPPORT

Q4 2021 RESULTS SCHEDULE

February 2022						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28					

- FEBRUARY 15TH - RESULTS RELEASE AFTER CLOSE
- FEBRUARY 16TH - CONFERENCE CALL