

# Q2 2025 Earnings

August 2025



# 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," "outlook" 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, 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, 2024, Innospec's Quarterly Report on Form 10-Q for the quarter ended March 31, 2025 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 adjusted EBITDA, income before income taxes excluding special items, net income excluding special items and related per share amounts together with net cash. Adjusted EBITDA is net income per our consolidated financial statements adjusted for the exclusion of interest income, net, income taxes, depreciation and amortization, foreign currency exchange losses, legacy costs of closed operations and adjustment to fair value of contingent consideration. Income before income taxes, net income and diluted EPS, excluding special items, per our consolidated financial statements are adjusted for the exclusion of foreign currency exchange losses, legacy costs of closed operations, amortization of acquired intangible assets, adjustment to fair value of contingent consideration 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 net income excluding special items and adjusted 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 and has provided a reconciliation of adjusted EBITDA and net income excluding special items, and related per share amounts, to GAAP net income in our earnings release.

- 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 2<sup>nd</sup> Quarter Performance



# Q2

GAAP EPS of 94 cents

Adjusted non-GAAP  
EPS of \$1.26

Overall good results

Strong growth in Fuels  
Specialties offsetting  
lower results in  
Performance Chemicals  
and Oilfield Services

Balance sheet has \$266.6  
million in net cash

\$20.8 million semi-annual  
dividend paid in the quarter

\$8.2 million in buybacks

Performance Chemicals  
strong sales growth

Priority focus on gross  
margin improvement and  
operating income growth  
in second half of 2025

Fuel Specialties double-  
digit operating income  
growth with improved  
margins

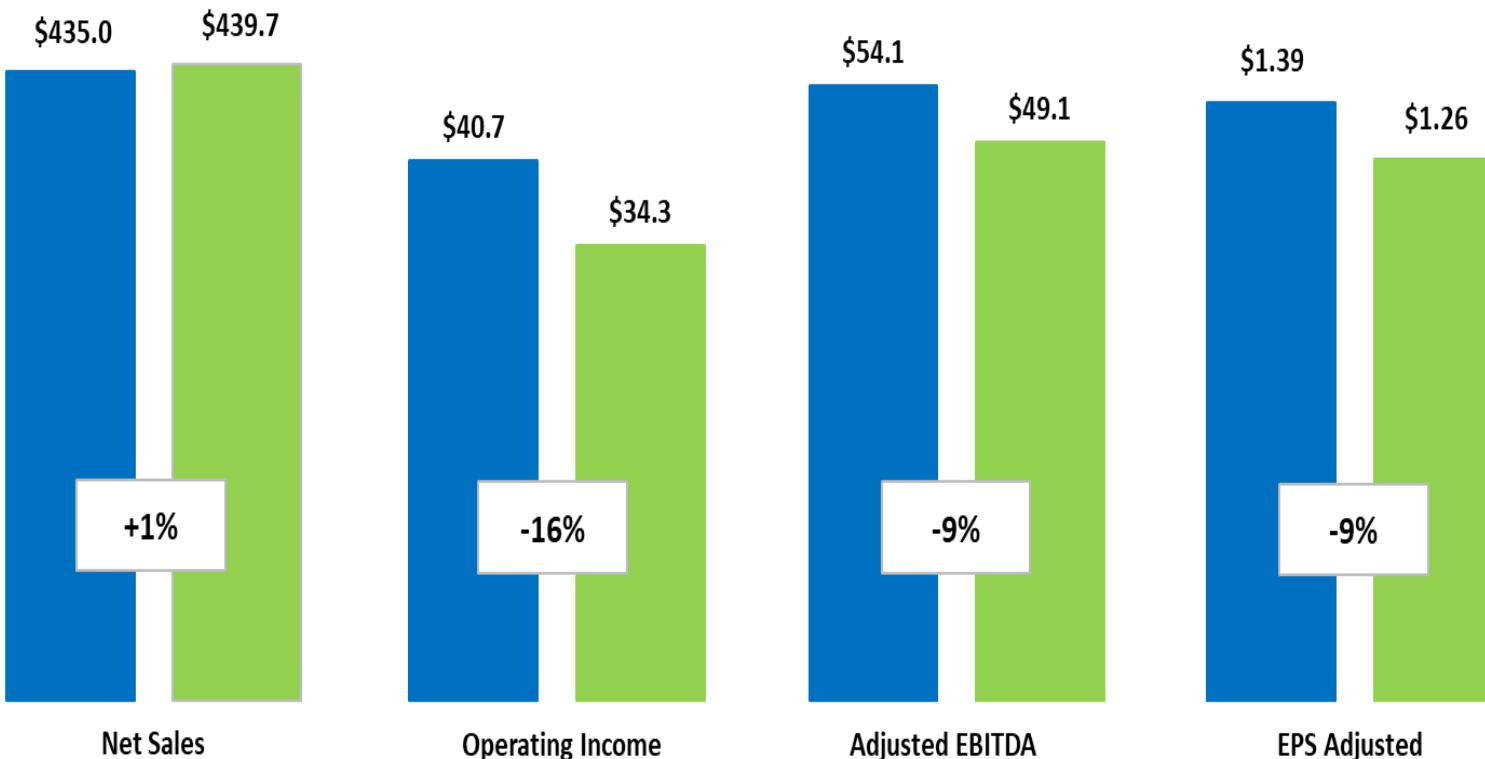
Expecting continued  
steady performance

Oilfield Services sequential  
operating income  
improvement

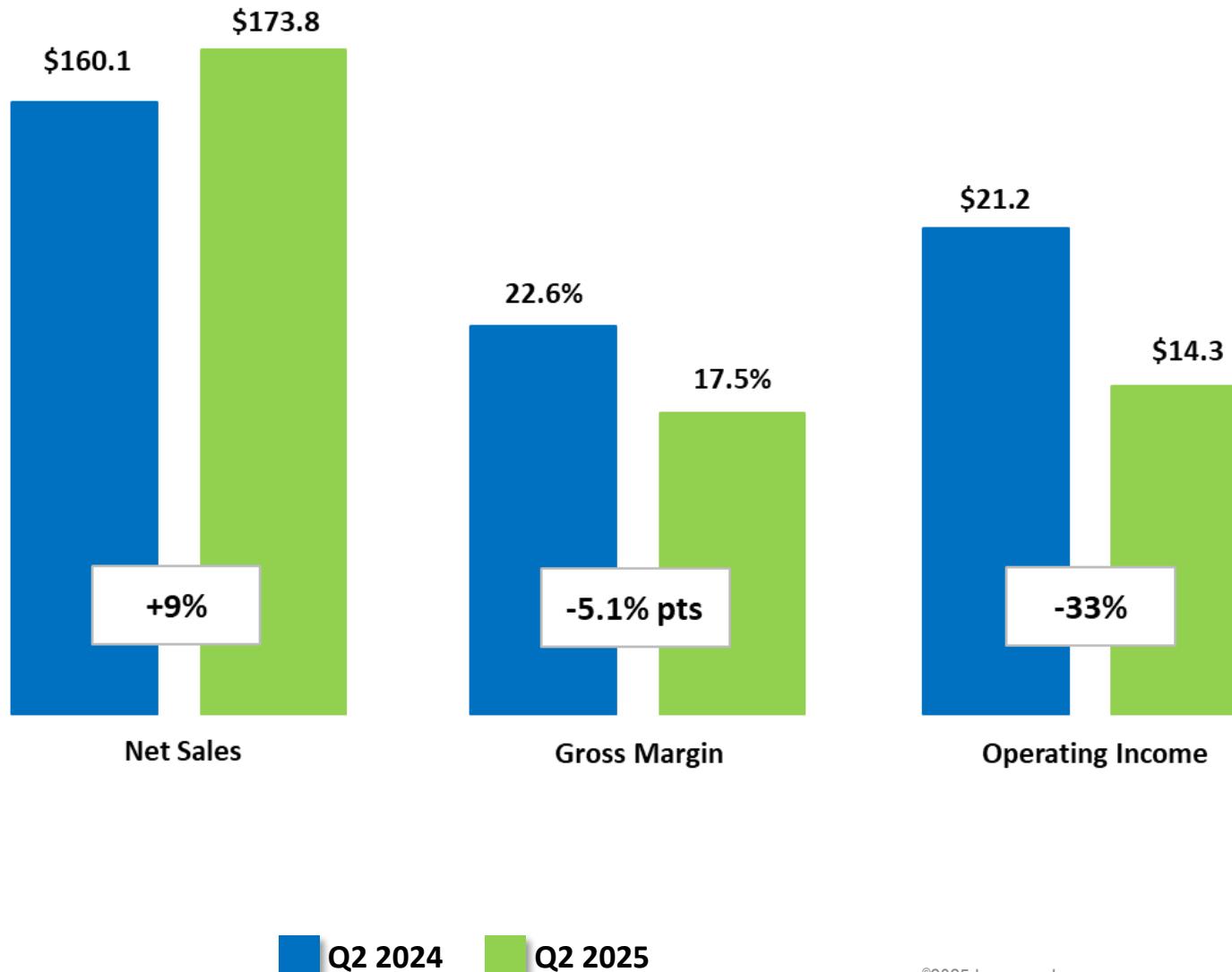
Priority focus on further  
margin and operating  
income improvement in the  
second half of 2025

# Financial Performance

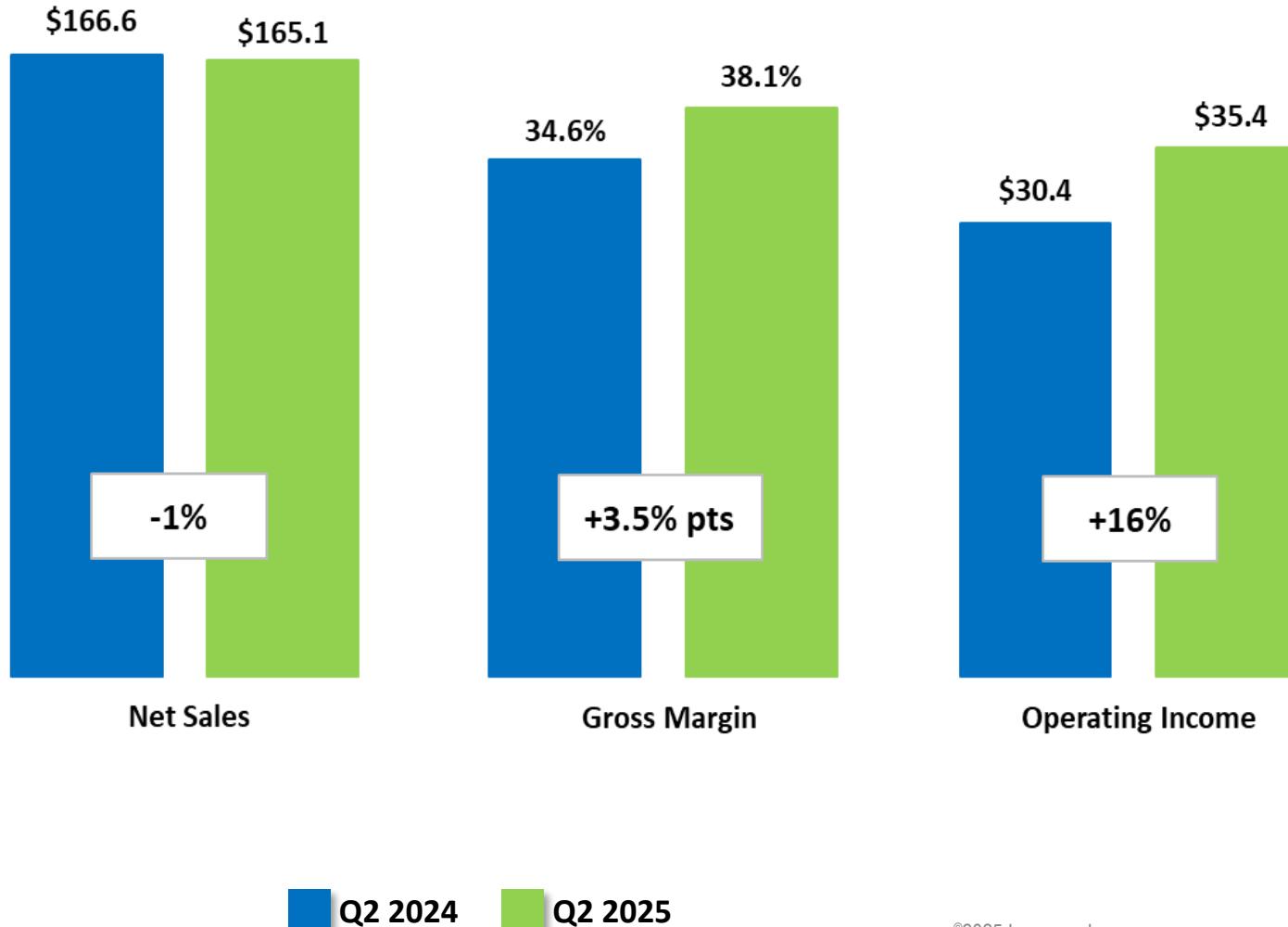




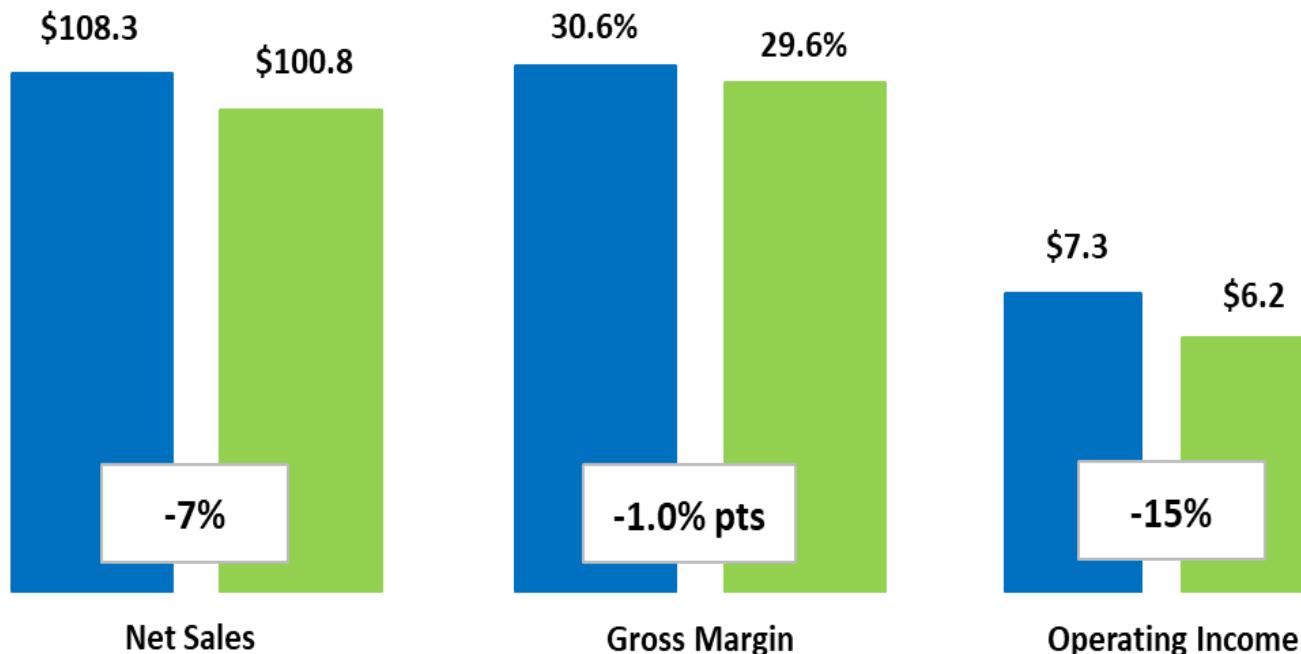
- Revenue up 1 percent
- Gross margin down 1.2 percentage points
- Operating income down 16 percent
- Adjusted EBITDA down 9 percent
- Adjusted EPS of \$1.26



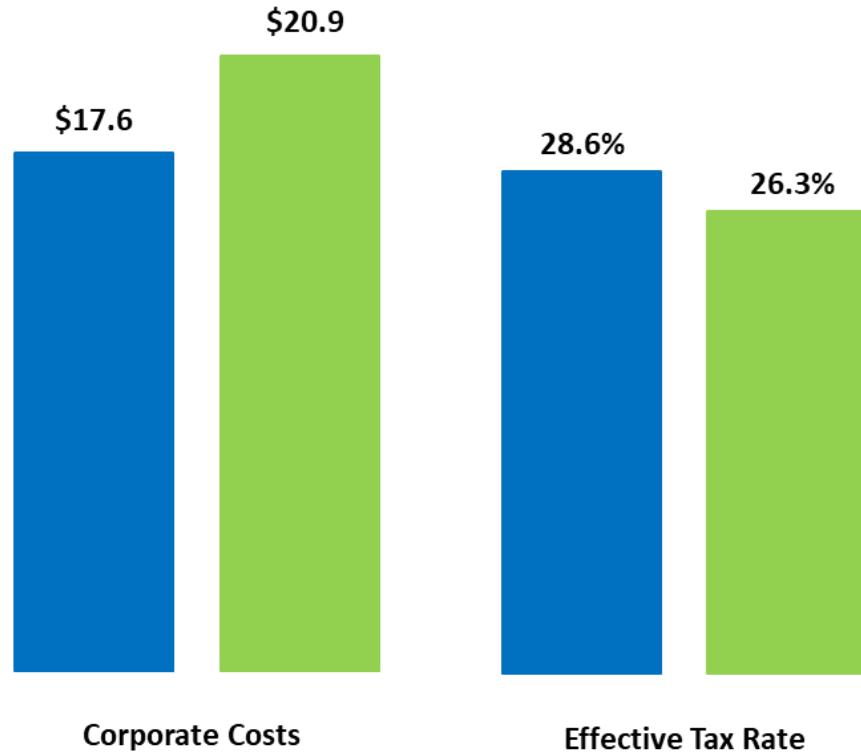
- Revenue up 9 percent
- Volumes up 4 percent
- Price/mix up 2 percent
- Gross margin down 5.1 percentage points
- Operating income down 33 percent
- Focus on margin improvement



- Revenue down 1 percent
- Volumes down 7 percent
- Price/mix up 4 percent
- Gross margin up 3.5 percentage points
- Operating income up 16 percent

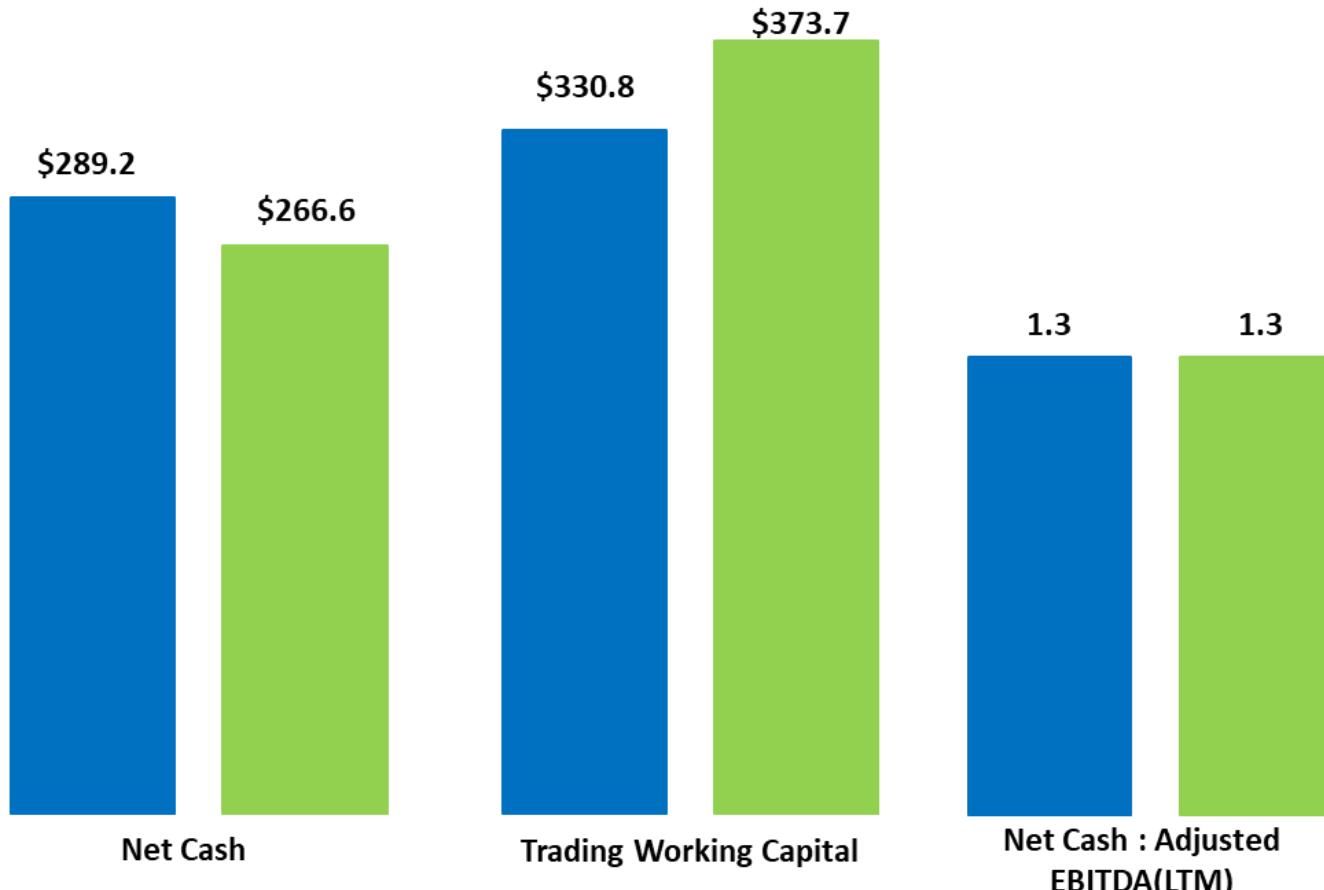


- Revenue down 7 percent
- Gross margin down 1.0 percentage point
- Operating income down 15 percent
- Focus on margin improvement



- Corporate costs up versus prior year on a \$2.3 million legacy environmental provision
- Effective tax rate of 26.3 percent

# Q2 2025 Balance Sheet (\$ MM)



- Operating cash inflow of \$9.3 million
- Capital expenditures of \$16.2 million
- Net cash balance \$266.6 million
- \$20.8 million semi-annual dividend paid in the quarter
- \$8.2 million in share buybacks

# Concluding Comments

# Summary of 2nd Quarter Performance



**Good overall results; Benefiting from balanced business portfolio**

**Strong growth in Fuels Specialties offsetting lower results in Performance Chemicals and Oilfield Services**

**Priority focus on margin improvement and operating income growth in Performance Chemicals and Oilfield Services in second half 2025**

**Fuel Specialties expected to remain steady**

**\$8.2 million in share buybacks; \$20.8 million semi-annual dividend paid**

**Over \$266 million net cash on balance sheet for further M&A, organic investment, dividend growth and share buybacks**

# Q&A



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# Final Comments

Thank You for Your  
Continued Support

November 2025						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
30						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	29

## Q3 2025 Results Schedule

- November 4<sup>th</sup> – Results Release After Close
- November 5<sup>th</sup> – Conference Call