

Q3 2026 Earnings

November 2026

innospec

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, 2025, Innospec’s Quarterly Report on Form 10-Q for the quarter ended June 30, 2026 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.

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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, net income attributable to Innospec excluding special items and related per share amounts together with net cash. Adjusted EBITDA is net income attributable to Innospec per our consolidated financial statements adjusted for the exclusion of interest income, net, income taxes, depreciation and amortization, foreign currency exchange (gains)/losses, legacy costs of closed operations, adjustment to fair value of contingent consideration, restructuring charge, impairment of property, plant and equipment and impairment of intangible assets. Net income attributable to Innospec and diluted EPS, excluding special items, per our consolidated financial statements are adjusted for the exclusion of adjustment to fair value of contingent consideration, amortization of acquired intangible assets, legacy costs of closed operations, foreign currency exchange gains, impairment of property, plant and equipment, impairment of intangible assets and restructuring charge. 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 attributable to Innospec excluding special items and adjusted EBITDA (the most directly comparable GAAP financial measure for which is GAAP net income attributable to Innospec) to allocate resources and evaluate the performance of the Company's operations and has provided a reconciliation of adjusted EBITDA and net income attributable to Innospec excluding special items, and related per share amounts, to GAAP net income attributable to Innospec in our earnings release.

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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

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Summary of 3rd Quarter Performance

Q3

GAAP EPS of $1.29

Adjusted non-GAAP EPS of $1.29

Strong quarter for Innospec

All businesses contributing to revenue and operating income growth

Balance sheet has $251.9 million in net cash

Semi-annual dividend increased to 94 cents; full year dividend $1.86 a 9 percent annual increase

Performance Chemicals 84 percent operating income increase on last year

Expect further improvement in 2027

Fuel Specialties operating income growth

Margins remained within our target range

Expect continued strong performance

Oilfield Services 40 percent operating income increase on last year

Expect sequential improvement in Q4

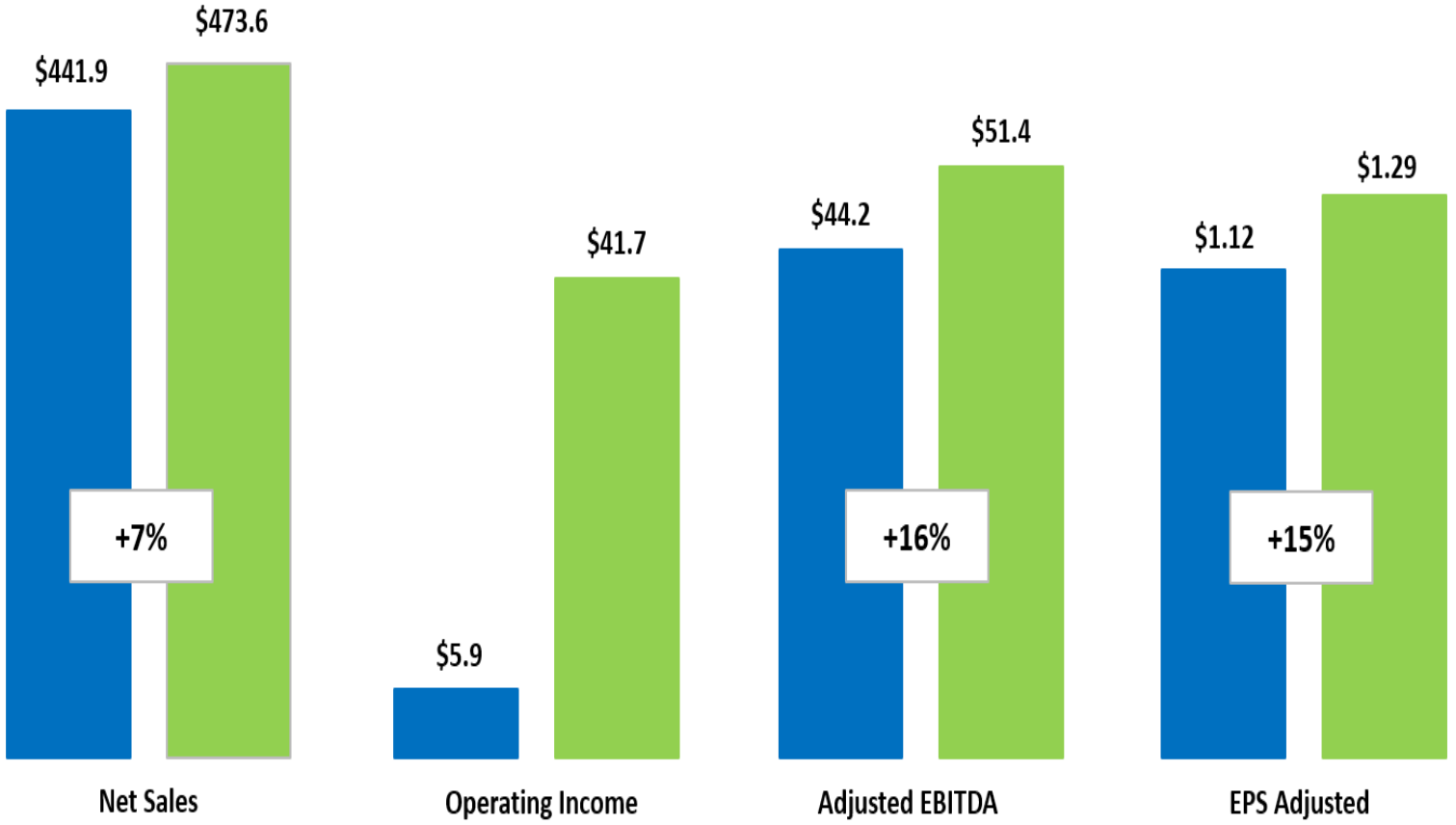
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Financial Performance



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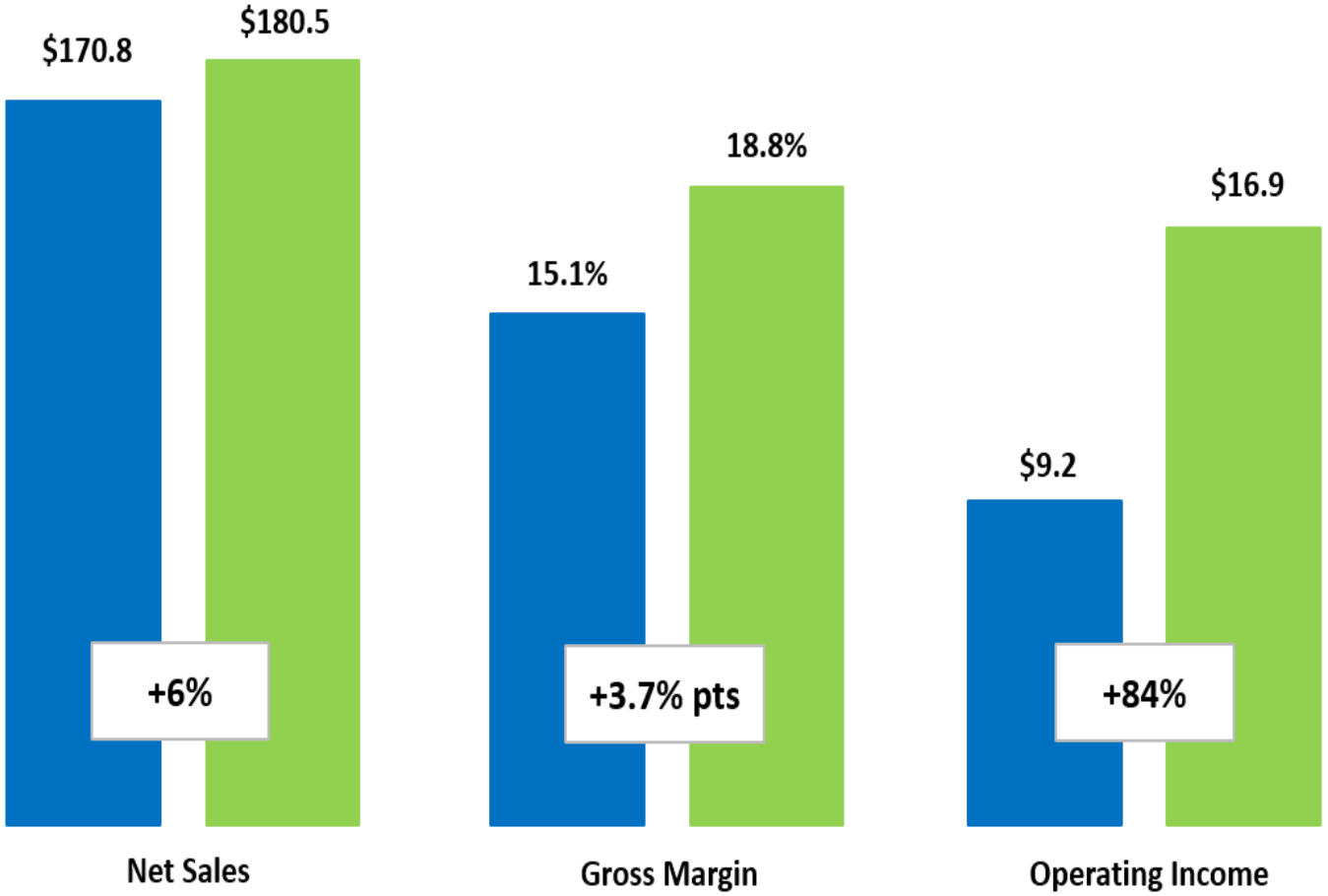
Q3 2026 Consolidated Results *($ MM)*



- Revenue up 7 percent
- Gross margin up 0.9 percentage point
- Operating income up significantly
- Adjusted EBITDA up 16 percent
- Adjusted EPS of $1.29 up 15 percent

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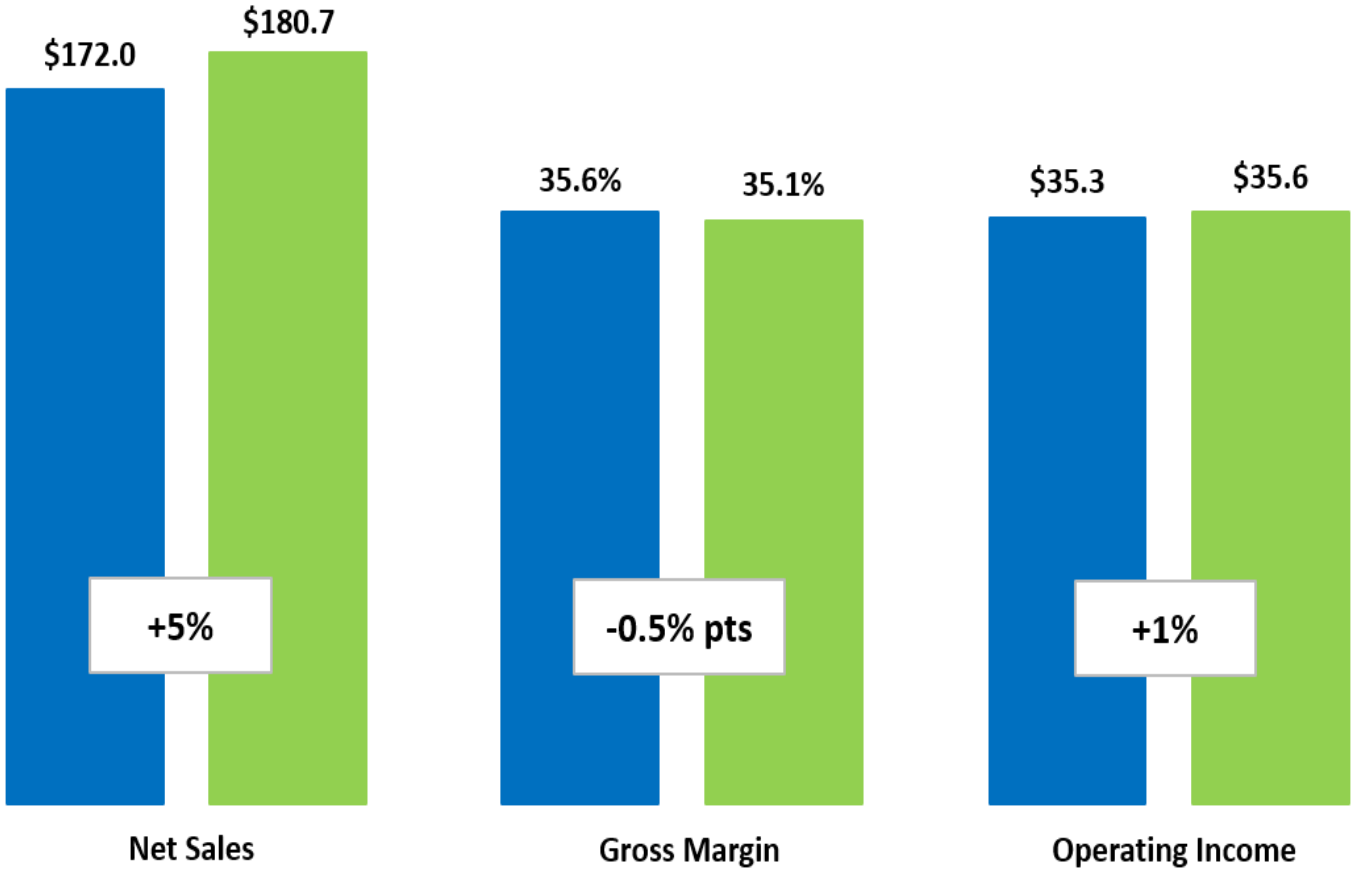
Q3 2026 Performance Chemicals *($ MM)*



- Revenue up 6 percent
- Volumes down 5 percent
- Price/mix up 12 percent
- Gross margin up 3.7 percentage points
- Operating income up 84 percent

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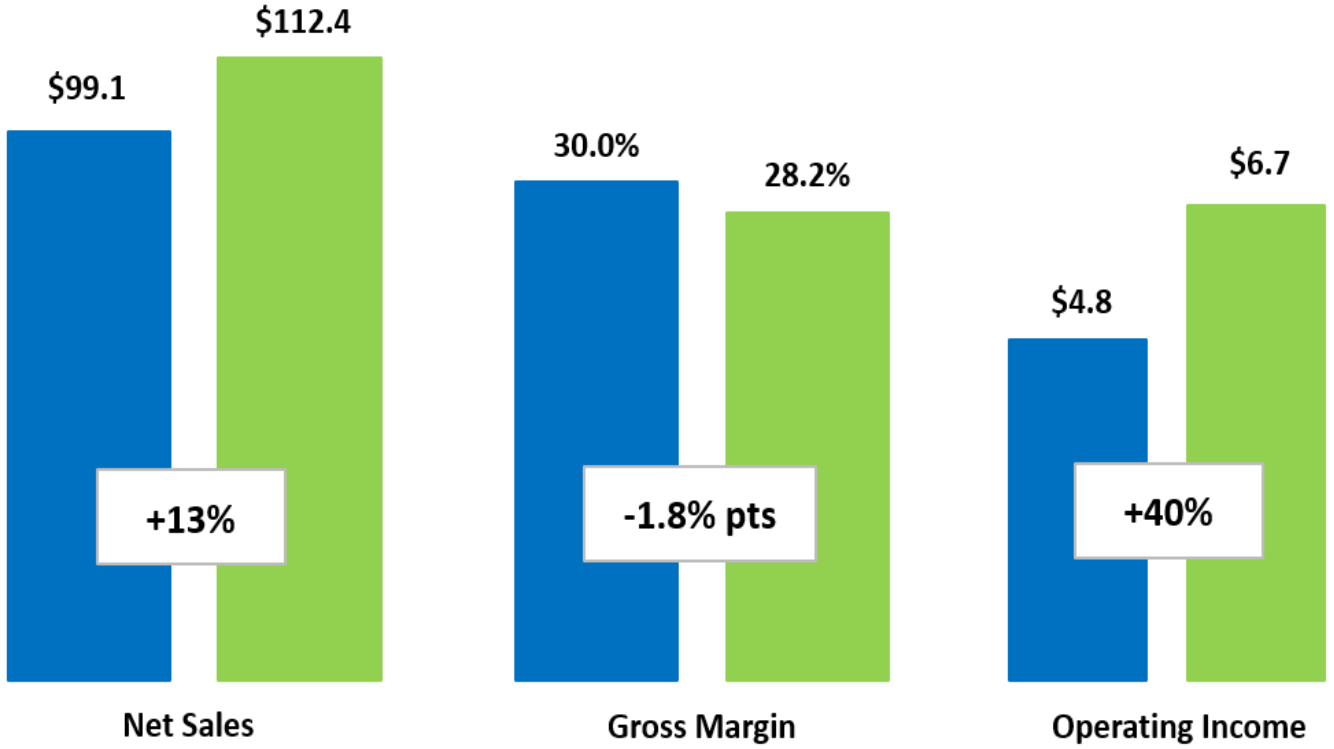
Q3 2026 Fuel Specialties *($ MM)*



- Revenue up 5 percent
- Volumes up 3 percent
- Price/mix up 2 percent
- Gross margin down 0.5 percentage point
- Operating income up 1 percent

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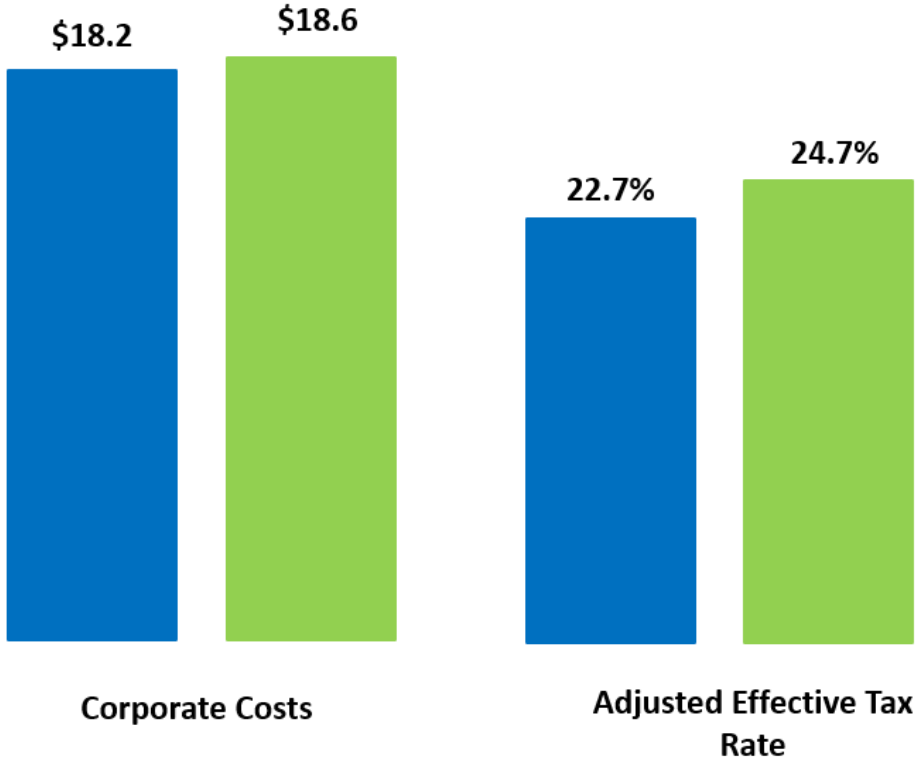
Q3 2026 Oilfield Services *($ MM)*



- Revenue up 13 percent
- Gross margin down 1.8 percentage points
- Operating income up 40 percent

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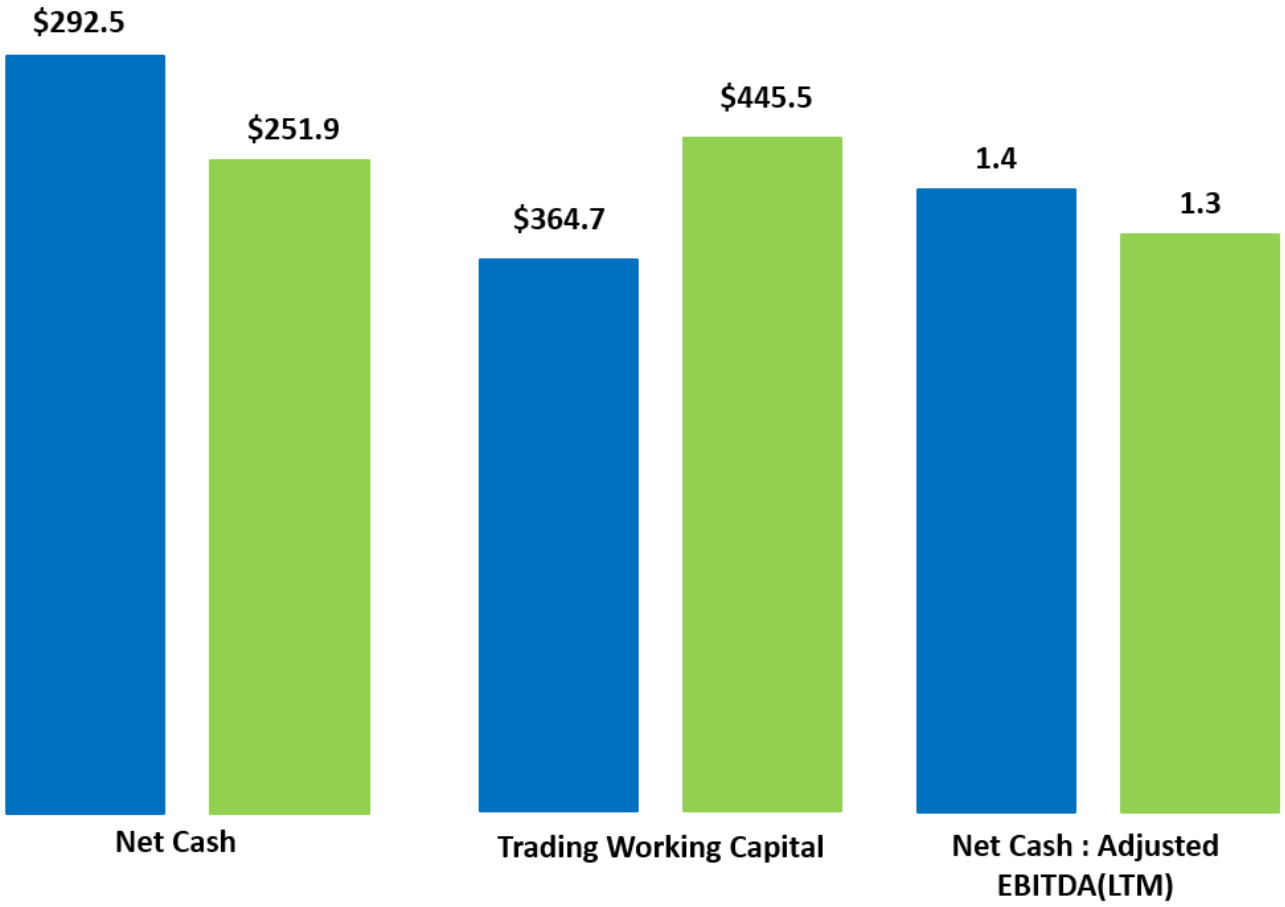
Q3 2026 Corporate Items *($ MM)*



- Corporate costs up slightly on prior year
- Adjusted effective tax rate of 24.7 percent

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Q3 2026 Balance Sheet *($ MM)*



- Operating cash inflow of $17.4 million
- Capital expenditures of $15.6 million
- Net cash of $251.9 million

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Concluding Comments



Summary of 3rd Quarter Performance

- Strong quarter for Innospec with contribution from all businesses
- Double digit operating income growth in Performance Chemicals and Oilfield Services with improved margins
- Continued excellent results in Fuel Specialties with margins in our target range
- Performance Chemicals and Oilfield Services remain key drivers of forward growth and margin improvement; Continued steady and strong results in Fuel Specialties expected
- Semi-annual dividend increase to 94 cents paid; Full year dividend of $1.86 a 9 percent annual increase
- $251.9 million net cash on balance sheet to pursue further dividend growth, buybacks, organic investment and M&A

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Q&A



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Final Comments

Thank You for Your Continued Support

February 2027						
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						

Q4 2026 Results Schedule
- February 11th – Results Release After Close
- February 12th – Conference Call

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