

Fourth-quarter and full-year 2021 performance

Company delivered solid results despite supply chain challenges and inflationary cost pressures, and the continuing microchip shortage that negatively impacted fourth-quarter (Q4) and full-year (FY) performance

Q4

FINANCIAL HIGHLIGHTS
(VS PRIOR YEAR QUARTER)

Net sales	$336.0M	▲ 3.2%
Net income	$29.3M	▼ 36.3%
Adjusted EBITDA [1]	$79.6M	▼ 28.2%
Adjusted EBITDA margin [1]	23.7%	▼ 1,040 bps
Free cash flow [1]	$38.6M	▼ 68.4%

BUSINESS SEGMENT PERFORMANCE

	Performance Chemicals	Performance Materials
Revenue	$204.0M	$132.0M
Segment EBITDA	$21.6M	$58.0M
Segment EBITDA margin	10.6%	43.9%

FULL YEAR

FINANCIAL HIGHLIGHTS
(VS PRIOR YEAR)

Net sales	$1,391.5M	▲ 14.4%
Net income	$118.1M	▼ 34.9%
Adjusted EBITDA [1]	$422.2M	▲ 6.1%
Adjusted EBITDA margin [1]	30.3%	▼ 240 bps
Free cash flow [1]	$189.2M	▼ 30.0%

BUSINESS SEGMENT PERFORMANCE

	Performance Chemicals	Performance Materials
Revenue	$874.7M	$516.8M
Segment EBITDA	$172.8M	$249.4M
Segment EBITDA margin	19.8%	48.3%

2022 GUIDANCE

$1.525B – $1.60B	$430M – $460M	≥ $150M
Sales	Adjusted EBITDA [1]	Free cash flow [1]

"Our 2022 guidance assumes Performance Chemicals revenue will outpace ongoing energy, logistics and raw materials inflation, and reflects our modest outlook for Performance Materials as we expect vehicle production will continue to be constrained by the prolonged microchip shortage and other automotive supply chain issues. We'll continue to optimize our operations and inventory to provide outstanding service to customers and remain committed to capturing the maximum value for our products. I'm confident we will advance our strategic growth and sustainability efforts and deliver a strong performance this year."

JOHN FORTSON, PRESIDENT AND CEO

[1] Represents a non-GAAP financial measure, please refer to quarterly earning presentations for Ingevity's use of non-GAAP financial measures, definitions of these financial measures as well as the reconciliation to the nearest GAAP financial measure.