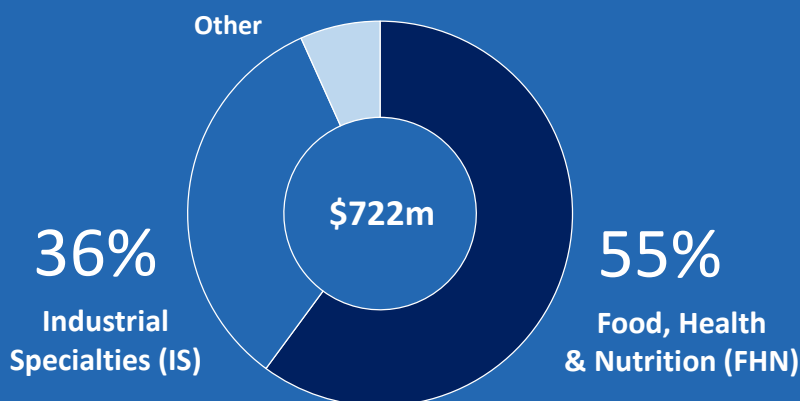


**We are a *global specialty ingredients provider* with strong cash delivery, an attractive EBITDA profile and \$722m of revenue in 2017**

Innophos provides specialty ingredients that deliver far-reaching, versatile benefits for the Food, Health, Nutrition and Industrial markets. We leverage our expertise in the science and technology of blending and formulating phosphate, mineral and botanical based ingredients to help our customers offer products that are tastier, healthier, more sustainable, nutritious and economical

**Market Leading Positions in the Food, Health & Nutrition & Industrial Specialties Markets**



### 2017: A Transition Year to Build Upon

<b>\$722m</b>	<b>\$22m</b>	<b>17%</b>	<b>\$1.13</b>	<b>\$2.46</b>
REVENUE	NET INCOME	ADJUSTED EBITDA MARGIN <sup>(1)</sup>	GAAP DILUTED EPS <sup>(2)</sup>	ADJUSTED DILUTED EPS <sup>(1)</sup>

### Solid Cash Generation Supports Investments in Strategic Priorities and Strong Shareholder Returns

OVER 5 YEAR PERIOD 2013-2017

<b>\$537m</b>	<b>\$366m</b>	<b>\$345m</b>	<b>50%</b>
CASH FROM OPS	FREE CASH FLOW (Excludes acquisitions)	DIVIDENDS AND SHARE BUYBACK	DIVIDEND PAYOUT RATIO (% of Free Cash Flow)

(1) For GAAP to non-GAAP reconciliations, please see the tables in the Company's full year 2017 Earnings Results Press Release available at [www.innophos.com](http://www.innophos.com)  
 (2) 2017 GAAP diluted EPS was impacted by \$17 million of provisional non-recurring tax reform charges and pre-tax costs of \$9 million for purchase accounting and M&A related expenses and \$3 million for severance.

# Transformation in Action: Executing Against A Defined Strategy

## Strategic Pillars: Provide Focus and Drive Performance



### Operational Excellence

- Generating meaningful supply chain savings
- Continuous improvement

### Commercial Excellence

- Market focused global sales organization
- '3-in-the-box' go-to market model

### Strategic Growth

- Completed two strategic acquisitions, expanding FHN platform
- Broader portfolio presenting additional customer solutions

## Vision 2022: A Clear Path to Profitable Growth

**2022**  
VISION

Strengthen the core

Pursue inorganic growth

Forge strategic partnerships

Continuous improvement

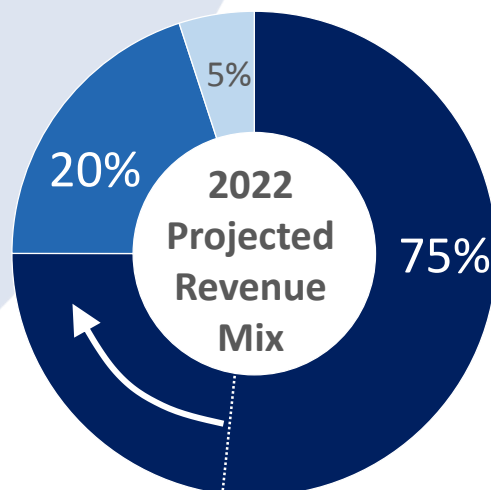
**\$1.25bn**  
SALES

**20%**

ADJUSTED EBITDA  
Margin\*

Enhanced  
**growth** profile  
with **asset light**  
investment needs

Shifting the mix to higher margin FHN business



■ Food, Health and Nutrition  
■ Industrial Specialties  
■ Other

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