# Symrise FactBook

Investor Relations – Updated: March 30<sup>th</sup>, 2024.



## **Symrise FactBook** *Overview*





# Symrise FactBook



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## **Our history since 1874** *With roots into 1795*



<b>1874</b> Chemist Dr. Haarmann discovers method for manufacturing nature-identical vanillin	<b>1919</b> Hairdresser Gerberding begin manufacturing perfume and soa compositions		<b>1973</b> World's first fully synthetic production of menthol	Haa (€8 Dra	<b>D3</b> rger of armann & Reimer 72m sales) and goco (€373m sales) EQT	<b>2014</b> Acquisition of Diana		<b>2021</b> Acquisition of Fragrance & Aroma Chemicals business from Sensient and Giraffe	2022				
	<b>1930</b> Entering the flavor industry	<b>1954</b> Takeover by Bayer AG	<b>1995</b> Acquisition of Florasynth, est. 1916, de Laire, est. 1876 and Lautier Fils, est. 1795		<b>2006</b> IPO in Frankfurt (Market cap. €2bn)	2016 Acquisition of Pinova/ Renessenz 2019 Acquisition of ADF/IDF		Promotion to the German DAX	Acquisition of Schaffelaarbos, Groupe Neroli 8 SFA Romani and Wing Pet Food				
Haarmann & Reim	uer (1874-2003)			Symrise (since 2003)									
	Dragoco (1919	9-2003)											
H&R♥	DRAGOCO		symrise 🜍										

**Symrise today** *Our Business, Purpose & Values* 

## We are a global supplier of fragrances, flavors, food and cosmetic ingredients.

Our clients include manufacturers of perfumes, cosmetics, food and beverages, pharmaceuticals and producers of nutritional supplements and pet food.

## **Our Purpose**

We develop sustainable, safe and tailored products that ensure quality of life and provide beauty and well-being.

We are aware of our responsibility for a future-oriented world and undertake this task with entrepreneurial spirit, innovative power and optimism.

## **Our values**



**Creativity**: The driver of innovation with which we bring our claim of "always inspiring more ..." to life.



**Excellence**: Outstanding performance for customers, consumers and markets.



Sustainability: We are all responsible for the world we live in.



**Commitment**: We encourage and challenge our employees, value independent action and consider our employees and their diversity to be the key to our success.



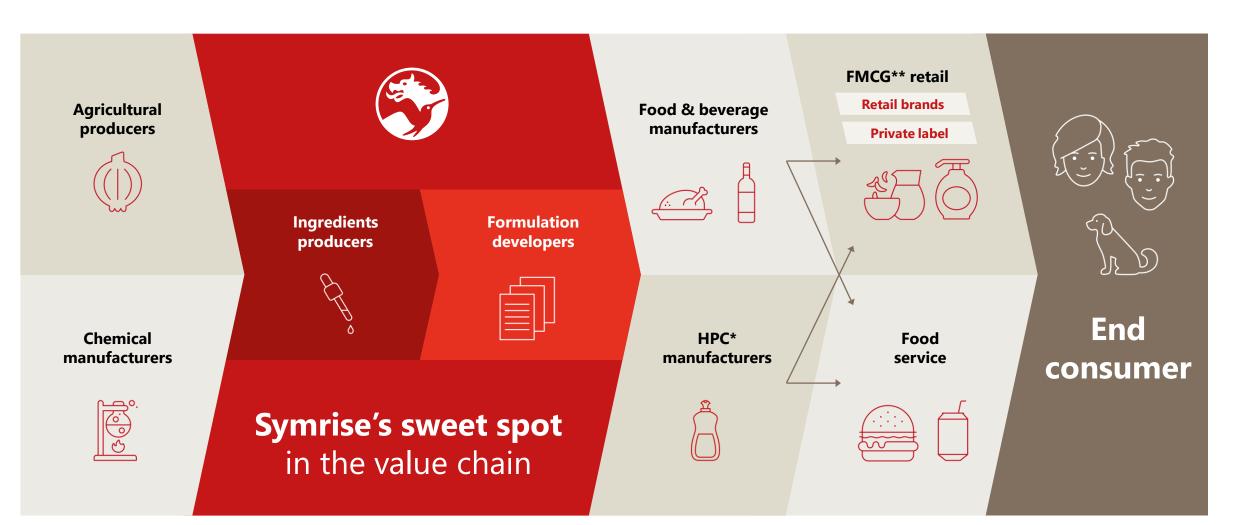
**Integrity**: Trust and honesty serve as the foundation of collaboration. This is as true in working with fellow employees as it is with all of our stakeholders.



**Added value**: Intelligent additional benefits and integrated services for our customers, attractive and healthy product solutions for consumers and sustainable growth for Symrise.

## **Symrise's Position** *In the value chain*





## **Our Industry** *An attractive niche*



Handling complexity for our clients Managing ~10,000 raw materials for ~35,000 products.

High barriers to entry e.g. core list system and increasing regulatory pressure.

Short term visibility requires flexibility, mobility and agility.

Industry tied to population growth and disposable income; little dependence on cyclical, economic trends.

# Megatrends support organic growth

health & wellness  $\cdot$  middle class boom & urbanization naturalness & sustainability  $\cdot$  traceability  $\cdot$  vegetarian/vegan/halal/kosher food

Tailor made products with generally small volumes and decreasing product life cycles.

Global footprint key to meet local tastes & preferences.



Sustainability & supply chain management increasingly important.

High market concentration

(Givaudan, IFF, DSM-Firmenich and Symrise) with

~67%



Sweet "spot" in value chain only a small fraction of product costs 1-5%, but a key buying criteria.

**Relevant AFF\* market size 2023** 

## **Our Market** *Structure and competition*

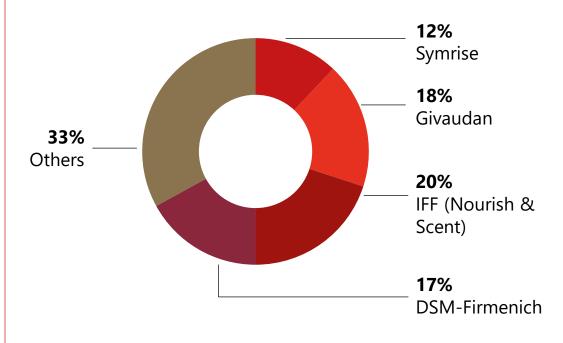


### In €bn (approx. €40bn overall) 8.0 Aroma Molecules and Cosmetic Ingredients 18.4 Flavors (inkl. Pet Food Flavors) 13.6 Fragrances

#### AFF\* market share 2023

In % (market size approx. €40bn)

Sources: Company data and own estimates



Sources: : IAL FLA&FRA report (13th edition, September 2022), IAL AC/AM report (3rd edition, December 2022), IAL CI report (3rd edition, December 2022).

\*AFF: Aroma Molecules, Flavors and Fragrances.

### Symrise worldwide

## Manufacturing & development sites per division





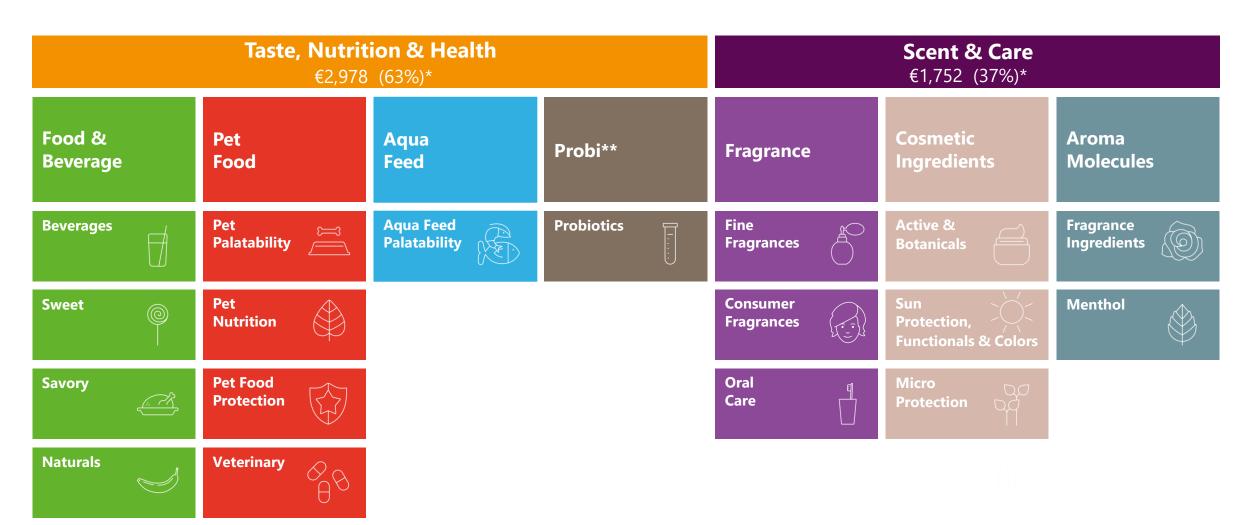
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## **Business overview** Segments and Business Units 2023





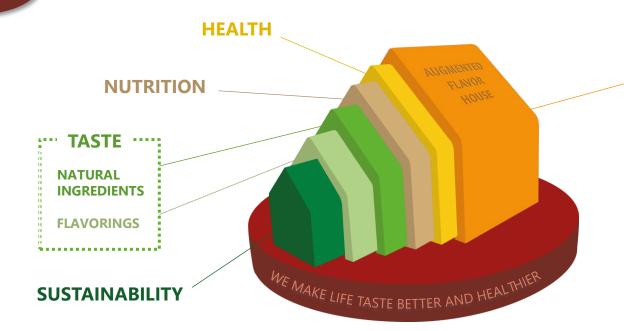
## **Taste, Nutrition & Health: A powerful Augmented Flavor House** *Expanding our horizon beyond the traditional way*



Yesterday: A Traditional Flavor House in the F&F Industry

**Until now: A Differentiated Flavor House in the Consumer Ingredients** 

Today: An Augmented Flavor House creating Extra Value along the whole Food Value Chain



A powerful **Augmented Flavor House** combining 3 expertise in

*Taste*, *Nutrition* and *Health*.

A unique and sustainable global leader in Food & Beverage and Pet Food markets

## **Taste, Nutrition & Health** Segment Overview

#### **Key Characteristics**

The previously separate Flavor and Nutrition segments were merged in April 2021 for a **strategic realignment** and to **leverage synergies** in the combined Taste, Nutrition & Health segment

**Combined expertise** as well as scientific research to offer customers and partners **unique**, **natural ingredient-based and sustainable solutions** 

More than 100 sites in over 40 countries and sells its nearly 19,000 products in 148 countries

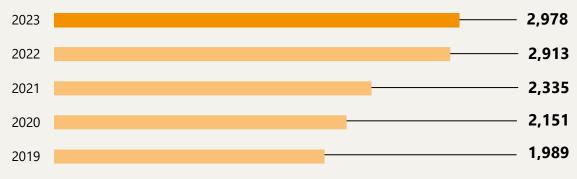
Serves the markets of the **food and beverage** industry as well as manufacturers of **pet food and fish food** 

7,297 employees work together to serve our customers



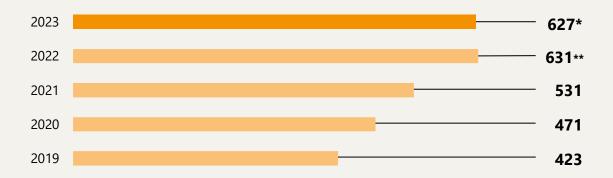
#### Sales

ln €m



#### **EBITDA**

ln €m



## **Taste, Nutrition & Health** *Business Units*



	Food & E	Beverages	
Beverages	Sweet	Savory	Naturals
Soft drinks  Juice-based drinks  Tea & coffee products  Spirits & fermented beverages including brewery products	Sweets & chocolates Chewing gum Baked goods & cereals Ice cream & milk products Products for the health care sector	"Culinary" category including: Soups, sauces, readymade meals, instant noodles, meat products  "Snack Food" category including: Authentic and natural seasonings for snacks  Solutions for products with plant-based proteins	Natural, sustainable ingredients for food and beverages, baby food & dietary supplements Organic raw materials like fruits, vegetables, meat, seafood, vanilla and plants  Best results in terms of taste performance, health benefits, sensory properties and the shelf life of their products

## **Taste, Nutrition & Health** *Business Units*

# Pet Food

#### Pet Palatability · Pet Nutrition · Pet Food Protection · Veterinary

Offers high-quality solutions and services for pet food manufacturers for improving taste and pets' acceptance of foods, achieving pet food safety and for animal health.

Pet Food serves its customers from more than 20 locations around the globe and maintains four expert centers with around 1,000 of its own dogs and cats to understand the behaviors.

### Aqua Feed Palatability

**Aqua Feed** 

The scope of the Aqua Feed business unit includes sustainable ingredients and services that enable fish feed manufacturers to develop highperformance and reliable solutions for fish and shrimp farms.

In doing so, the business unit relies on a global network of science and technology experts.

### **Probiotics**

Probi\*

The Swedish company Probi, in which Symrise holds a majority interest, develops, produces and markets effective probiotics for food supplements and functional foods.

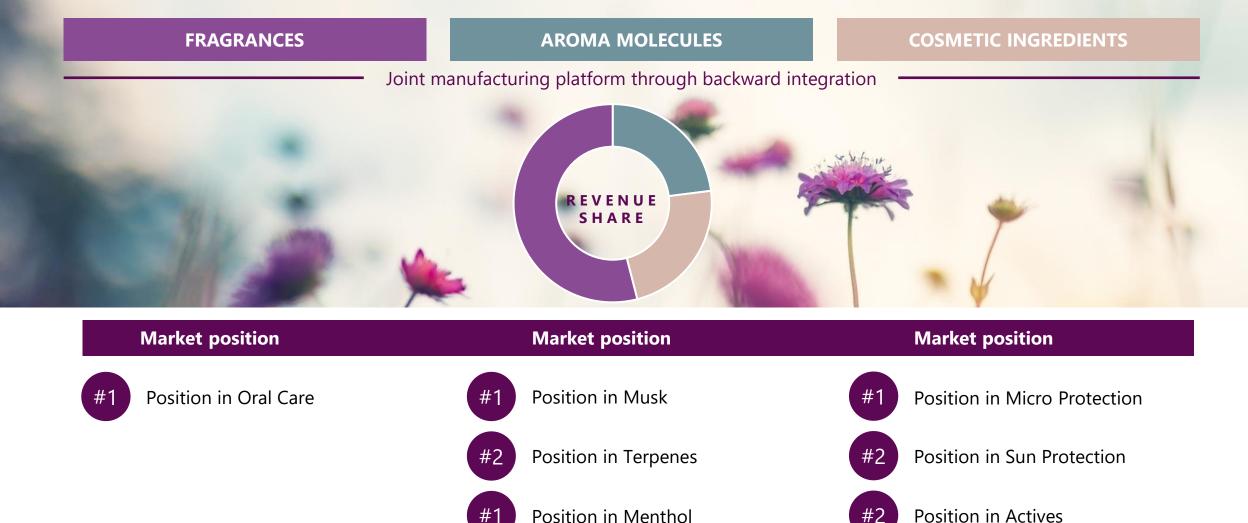
Probi specializes in handling live bacterial cultures, from research and development through to the production process. This makes the health-promoting effects of probiotics accessible to the general public.



## Scent & Care: Market leading positions in all application areas







Position in Actives External • Copyright® 2024 16

## **Scent & Care** *Segment Overview*

#### **Key Characteristics**

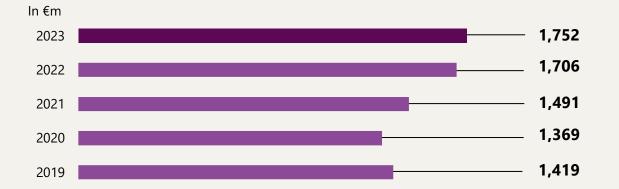
#### 3,512 employees market over 16,000 products in 133 countries

and has sites in more than 30 countries

Divided into **three global divisions:** Fragrance, Cosmetic Ingredients and Aroma Molecules which consist of various Business Units

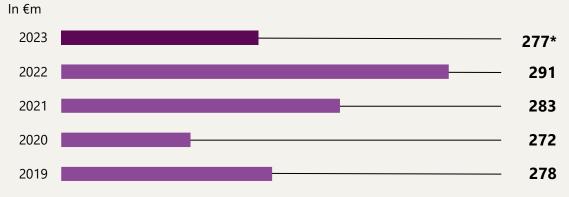
More than **100 years of experience** in the development and marketing of cosmetic raw materials

The Cosmetic Ingredients division is a recognized innovation leader that has received **37 innovation awards** for new substances over the past ten years. During the same period, 172 patent applications were filed,16 of them in 2023 alone





Sales





## Scent & Care Business Units



	Fragrance		Cosmetic Ingredients	Aroma Molecules
Fine Fragrances	Consumer Fragrances	Oral Care	Actives & Botanicals · Sun Protection, Functionals & Colors · Micro Protection	Fragrance Ingredients · Menthol
Symrise is creating new, exciting fragrance experiences with a rich pipeline of its own fragrances. Our creative centers are in Paris, New York, Mexico City, Shanghai, Dubai, São Paulo, Barcelona, Singapore and Mumbai.	The business unit Consumer Fragrances includes products for personal care and the household. Symrise uses state-of- the-art technology to combine functionality and fragrance experience.	The business unit Oral Care covers a wide range of products from tooth- paste and mouthwashes to chewing gum. Symrise offers the entire range of mint flavors and their intermediate products.	The portfolio includes active ingredients, modern solutions for product preservation, protection against solar radiation and negative environmental influences, ingredients for hair care, plant extracts, high- performance functionals and tailor-made cosmetic colors.	Symrise manufactures nature-identical menthol, which is primarily used in manufacturing oral care products, chewing gum and shower gels. Fragrance Ingredients manufactures aroma chemicals which are used for our own production of perfume oils as well as marketed to companies.

## Symrise FactBook Content



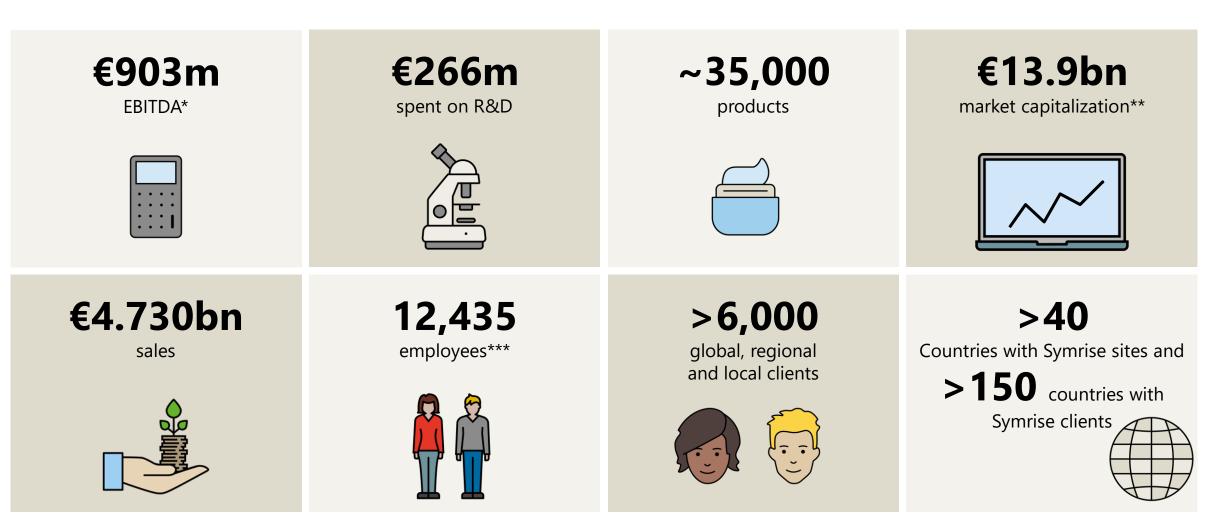
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3. Investment Case

**Symrise in 2023** *Key figures at a glance* 





\*Adjusted for one-time effects | \*\*As of December 31, 2023. | \*\*\*Excluding trainees and apprentices.

## Investment Highlights

A high-quality investment opportunity



Attractive industry **Strongly balanced** A strategy with focus on geared towards Portfolio across industry-leading defensive businesses, regions growth end-consumer and customers markets Competitive edge A portfolio **Backward** thanks to cross-linking beyond integration traditional competencies and serving trend towards flavor & fragrance naturals & traceability leading research engine

3. Investment Case

## **Symrise Share** *At a glance*



#### Consensus

Our full consensus is available here: <u>https://vara-services.com/symrise/</u>

#### **Share information**

ISIN / Symbol: DE000SYM9999 / SY1

**Shares:** 139,772,054\* (bearer shares; one share = one vote)

Trading platforms: Xetra, Frankfurt

**Free float:** 89.93% as per Deutsche Börse\*

#### Share price development

of the Symrise stock in 2023





3. Investment Case

## **Symrise Share** *At a glance*



#### Coverage

Broker	Analyst	Broker	Analyst	Broke
Baader Helvea	Andreas von Arx	Exane BNP Paribas	Nicola Tang	mwb re
Bank of America	Matthew Yates	Goldman Sachs	Georgina Fraser	Oddo B
Barclays	Amy Lian	Jefferies	Charlie Bentley	Redburn
Berenberg Bank	Samantha Darbyshire	J.P. Morgan	Edward Hockin	Société G
Citigroup	Ranulf Orr	Kepler Cheuvreux	Martin Roediger	Stifel
Davy	Cathal Kenny	LBBW	Ulle Woerner	UBS
Deutsche Bank	Virginie Boucher-Ferte	Morgan Stanley	Lisa de Neve	Van Lansc
DZ Bank	Thomas Maul	Morningstar	Diana Radu	Warburg R

## **Shareholder Structure**

Dominated by long-term investors



#### **Top 5 Investors** March 2023 – 5 3 1 2 4 updated list on Corporate website 9.96% 6.23% 5.05% 5.024% 4.97% Rank BlackRock Inc. Ministry of Finance on Horst-Otto Canada Pension Plan Massachusetts **Financial Services** behalf on the State of Gerberding\* Investment Board Company (MFS) Norway Source: Company / Deutsche Boerse

United States

France

Germany

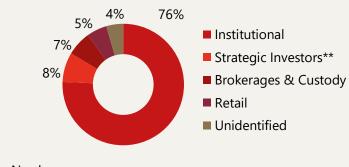
Norway

United Kingdom

Rest of Europe

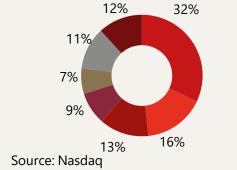
Rest of World

#### **Total Shareholder Composition** December 2023

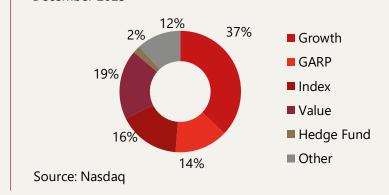


Source: Nasdaq

#### Institutional Shares by Geography December 2023



#### Institutional Shares by Investment Style December 2023



\*Deutsche Boerse considers Gerberding as strategic investors. \*\*Nasdag considers Mr. Gerberding and Jahr family as strategic investors.

#### 3. Investment Case

## **Number of Shares Outstanding** *Since IPO in 2006*



**Total** 118.17 118.17 118.17 118.17 118.17 118.17 118.17 118.17 129.81 129.81 129.81 129.81 129.81 135.43 135.43 139.77 139.77 139.77 4.34 5.61 11.64 Number of shares 135.43 135.43 139.77 129.81 129.81 129.81 129.81 129.81 139.77 118,17 118,17 18,17 118,17 118,17 118,17 118,17 118,17 118,17 in million 2021 2019 2020 2022 2007 2008 2009 2010 2011 2012 2013 2015 2017 2018 2023 2014 2016 2006 Comments on the number of shares in the years: 2019 2021 2006 2014 Capital increase due to early - IPO at Frankfurt Stock Exchange on - Two capital increases for the - Capital increase for the acquisition of 11 December acquisition of Diana: ADF/IDF: redemption of the convertible bond:  $\rightarrow$  11.15 million shares at  $\in$  36.00  $\rightarrow$  5.61 million shares at listing price  $\rightarrow$  4.34 million shares at conversion - Initial Price: € 17.25 per share

(cash capital increase)

(capital increase in kind)

 $\rightarrow$  0.489 million shares at  $\in$  40.08

of € 71.25 per share

139,772,054 (as of December 31, 2021) 136,663,677 (weighted average FY 2021)

price of € 91.75 per share

## **Share Price Development** *More than five-fold since IPO*

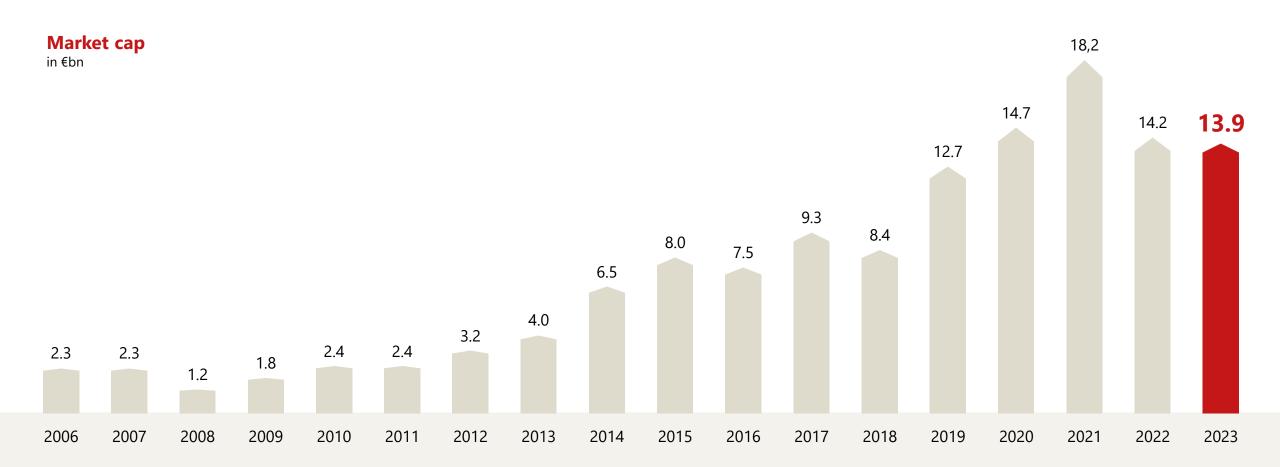


Year-end closing share price in € 130.30 108.40 101.70 99.64 93.80 71.62 64.50 61.33 57.83 50.13 33.50 27.12 20.53 20.62 19.50 19.28 14.98 9.98 2023 **26** 2018 2019 2020 2022 2017 2021 2016 2006 2007 2008 2009 2010 2011 2012 2015 2013 2014

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## Market Cap Development Strong track record since IPO

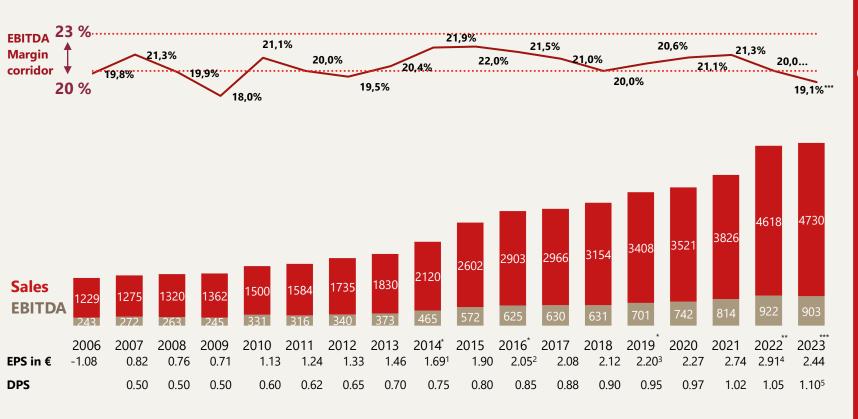




3. Investment Case

## **Financial track record and targets** *Past and future*

#### Growth and margin track record since IPO Sales and EBITDA in €m



\*Adjusted for transaction and integration costs as well as one-off valuation effects related to business

combinations. 2016 and 2019 restated for finalized purchase price allocations.

\*\*Without impairment of associated company Swedencare \*\*\* Normalized for one-time effects

1. Reported: EPS 1.48€. | 2. Reported: EPS 1.95€. | 3. Reported: EPS 2.16€. | 4. Reported: EPS 2.00€. | 5. Recommended



## **Financial Targets**

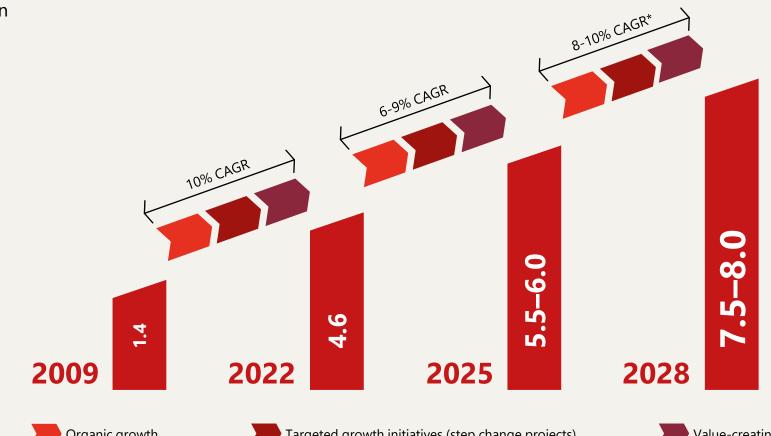
2024	until <b>2028</b>
rganic Group growth	Organic Group growth (CAGR)
5-7%	5-7%
EBITDA margin	EBITDA margin
~ <b>20%</b>	20-23%
reported	reported
Business Free Cash Flow	Business Free Cash Flow
12%	14%
of sales	of sales

## **Long-term growth objective 2025**

Fully on track to continuously outperform the market



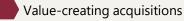
Long-term target 2028 in € bn



## Efficient set up, global presence and strong portfolio

support business performance in mid-term until 2023 as well as in long-term 2025

\*5-7% organic/growth initiatives / 2-3% M&A



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## **Corporate governance** *Dual management system*

#### **Competencies**

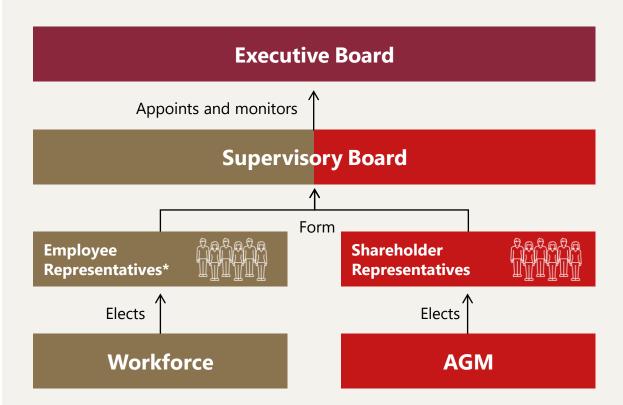
**Executive Board** responsible for managing the company's business operations in the interest of the company with a view to create sustainable value for all stakeholders.

**Supervisory Board** advises and oversees the Executive Board. It is involved in strategy and planning as well as all other decisions of fundamental significance to the company.

#### **Dual Management System**

**Dual board** in accordance with German Corporate Law (Co-determination) and Corporate Governance Codex 2020. Both bodies cooperate closely and in a spirit of trust in managing and overseeing the company.

#### **Two-tier system**



\*In accordance with the German Co-determination Act, a supervisory board with six employee representatives must include four employee representatives of the company and two union representatives.

## **Executive Board** *Representatives*





**Dr. Jean-Yves Parisot** Chief Executive Officer & Board member for Taste, Nutrition & Health (appt. until September 2028)

- Born in 07/02/1964 in Lunéville, France
- Degree in veterinary medicine & MBA HEC Paris
- Various management positions (e.g. at Air Liquide, Danisco)
- Joined Symrise in 2014 via Diana
- Board member since 2016
- CEO since 2024



**Olaf Klinger** Chief Financial Officer (appt. until January 2028)

- Born 09/05/1965 in Heide
- Awarded degree in business administration in 1992
- Various finance positions for other companies (e.g. Merck, AMEOS group)
- Joined Symrise in 2016 as a Board member and CFO



**Dr. Stephanie Cossmann** Board member for HR & Legal and Labor Director (appt. until January 2026)

- Born 02/10/1973 in Hanover
- Degree and PhD in Law in 2002
- Years of experience in Human Resources & Legal at LANXESS
- Joined Symrise in 2023 as a Board member



**Dr. Jörn Andreas** Board member for Scent & Care (appt. until January 2026)

- Born 05/12/1980 in Hameln
- Degree and PhD in Economic Sciences in 2010
- Years of experience at Bayer and BCG and various management positions within the company
- Joined Symrise in 2011
- Board member since 2023

## **Supervisory Board** *Representatives*



<b>Michael König</b> * 03/09/1963 in Iserlohn CEO Nobian Industrial Chemicals B.V. Since 2020 (Chairman since 2020)	Harald Feist * 05/11/1962 in Stadtoldendorf Chairman of the works council and Chairman of the general works council at Symrise AG Since 2013 (Vice Chairman since 2018)	<b>Ursula Buck</b> * 24/10/1961 in Ulm Managing Director of Top Managementberatung BuckConsult Since 2016	<b>Jeannette Chiarlitti</b> * 15/03/1982 in Schoenebeck Deputy Regional Head of IG BCE for the North region Since 2016
André Kirchhoff * 20/08/1965 in Stadtoldendorf Independent member of the works council at Symrise AG Since 2016	<b>Bernd Hirsch</b> * 24/07/1970 in Ellwangen CFO COFRA AG Since 2018	<b>Dr. Jakob Ley</b> * 01/03/1967 in Bonn Director Research Biobased Ingredients Research & Technology Taste, Nutrition & Health at Symrise AG Since 2021	<b>Jan Zijderveld</b> * 09/05/1964 in Ede Professional Supervisory Board Member Since 2023
<b>Prof. Dr. Andrea</b> <b>Pfeifer</b> * 26/09/1957 in Munich CEO AC Immune S.A. Since 2011	Andrea Püttcher * 04/10/1977 in Holzminden Vice Chairperson of the works council and Vice Chairperson of the general works council at Symrise AG Since 2018	<b>Peter Vanacker</b> * 11/03/1966 in Wervik CEO LyondellBasell. Since 2020	Malte Lückert * 03/02/1988 in Soltau Secretary of the Executive Board, Division 2 for Economic, Sectoral & Collective Bargaining Policy and HR, IG BCE Since 2023

The maximum term of office for a Supervisory Board member is

### four years

and must end at the conclusion of the AGM following the member's

70th birthday.

The maximum limit for membership in the Supervisory Board is four terms of office.

Read the Rules of Procedure for the Supervisory Board <u>here</u>.

#### 4. Corporate Governance

## **Supervisory Board – Qualification matrix (as of Dec 31, 2023)** *Shareholder representatives*



	R	ole				Competences										Diversity criteria				
					Indus -try				F	unction	al					ESG				
	Independency	Initial election	End of term (AGM)	Overboarding <sup>1</sup>	Experience in Taste, Nutrition & Health, Scent & Care	Human Resources	General management	Production & raw materials	Financial expert	Quality / Regulatory / Risk management	International experience	Innovation / R&D management	Executive position	IT & IT security expertise	Environmental	Social /Safety at work / Health protection	Governance	Year of birth	Nationality	Gender <sup>2</sup>
Ursula Buck	Yes	2016	2025	No	$\checkmark$		$\checkmark$				$\checkmark$		$\checkmark$					1961	German	F
Jan Zijderveld	Yes	2023	2025	No	✓		$\checkmark$				$\checkmark$		$\checkmark$				$\checkmark$	1964	Dutch	М
Bernd Hirsch	Yes	2018	2025	No	<b>v</b>		<b>v</b>		$\checkmark$		<b>v</b>		<b>v</b>	$\checkmark$				1970	German	М
Michael König (Chairman)	Yes	2020	2025	No			$\checkmark$		$\checkmark$		$\checkmark$		$\checkmark$				$\checkmark$	1963	German	М
Prof. Dr. Andrea Pfeifer	Yes	2011	2025	No		~	<b>v</b>			$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$					1957	Swiss + German	F
Peter Vanacker	Yes	2020	2025	No			$\checkmark$	~			$\checkmark$		$\checkmark$		$\checkmark$		$\checkmark$	1966	Belgian+ German	М

Matrix in accordance with section C.1 of the German Corporate Governance Code 2022. <sup>1</sup> In accordance with section C.4 & C.5 of the German Corporate Governance Code 2022. <sup>2</sup> F = Female, M = Male.

#### 4. Corporate Governance

## **Supervisory Board – Qualification matrix (as of Dec 31, 2023)** *Employee representatives*



	Re	ole				Competences												Diversity criteria		
					Indus -try				F	unction	al					ESG				
	Independency	Initial election	End of term (AGM)	Overboarding <sup>1</sup>	Experience in Taste, Nutrition & Health, Scent & Care	Human Resources	General management	Production & raw materials	Financial expert	Quality / Regulatory / Risk management	International experience	Innovation / R&D management	Executive position	IT & IT security expertise	Environmental	Social /Safety at work / Health protection	Governance	Year of birth	Nationality	Gender <sup>2</sup>
Jeannette Chiarlitti	No	2016	2026	No		$\checkmark$		$\checkmark$								$\checkmark$	<b>√</b>	1982	German	F
Harald Feist (Vice Chairman)	No	2013	2026	No	<b>√</b>	$\checkmark$		$\checkmark$		$\checkmark$					$\checkmark$	$\checkmark$	$\checkmark$	1962	German	М
André Kirchhoff	Yes	2016	2026	No	✓	$\checkmark$		$\checkmark$								<b>v</b>	<b>v</b>	1965	German	М
Dr. Jakob Ley	No	2021	2026	No	✓			$\checkmark$		$\checkmark$		$\checkmark$			$\checkmark$	$\checkmark$	$\checkmark$	1967	German	М
Andrea Püttcher	No	2018	2026	No	<b>√</b>	$\checkmark$		$\checkmark$								$\checkmark$	<b>v</b>	1977	German	F
Malte Lückert	Yes	2023	2026	No	<b>v</b>	$\checkmark$		$\checkmark$								$\checkmark$	$\checkmark$	1988	German	М

Matrix in accordance with section C.1 of the German Corporate Governance Code 2022. <sup>1</sup> In accordance with section C.4 & C.5 of the German Corporate Governance Code 2022. <sup>2</sup> F = Female, M = Male.

### **Supervisory Board**

Six experienced shareholder representatives





**Michael König** (\*1963) Graduate Engineer in Chemical Process Engineering, Univ. Dortmund

CEO Nobian Industrial Chemicals B.V.

**Expert in** Chemistry, ESG and broad international expertise in Asia, especially China



**Bernd Hirsch** (\*1970) Degree in Business Economics, University of Würzburg

CFO COFRA Holding AG

**Expert in** Finance (profound knowledge of internal company processes) and IT



**Ursula Buck** (\*1961) Degree in Business Economics, University of Augsburg

Managing Director of BC BuckConsult

**Expert in** Fragrances, fast-moving consumer goods industry, brands and brand communication



**Prof. Dr. Andrea Pfeifer** (\*1957) PhD in Toxicology, Univ. Würzburg; habilitation University of Lausanne

CEO AC Immune S.A.

**Expert in** Life Science and Bio-Technology, especially Nutrition and consumer health



Jan Zijderveld (\*1964) Degree in Business Management, University of Waikato

Professional Supervisory Board Member

**Expert** in Food & Beverages and Scent & Care, fast-moving consumer goods industry, brand and marketing



**Peter Vanacker** (\*1966) MSc. Chemical Engineering, University of Gent

CEO LyondellBasell Industries N.V.

**Expert in** green chemistry, ESG, lean processing, cyber security, and broad international expertise esp. Americas

Read the supervisory board members' full CVs here.

### **Supervisory Board** *Committees and its members*



### Personnel Committee

Responsible for matters pertaining to the Executive Board including the appointment of new members, succession planning and the development of the remuneration system.

#### Members

Michael König · Chairman
Harald Feist
Jan Zijderveld
Dr. Jakob Ley
Prof. Dr. Andrea Pfeifer
Jeannette Chiarlitti

### Auditing Committee

Focuses on matters relating to the annual financial statements including monitoring of the accounting process, effectiveness of the internal controlling and risk management system and independence of the auditor.

#### Members

Bernd Hirsch · Chairman Ursula Buck Harald Feist Michael König Andrea Püttcher

Malte Lückert

### Arbitration Committee

Makes a proposal in case no two-third majority is reached for the appointment or the cancellation of an appointment of Executive Board members.

### Nominations Committee

Recommends suitable candidates to represent shareholders when new Supervisory Board elections are coming up.

#### Members

Michael König · Chairman Ursula Buck Harald Feist André Kirchhoff

#### Members

Michael König · Chairman

Jan Zijderveld

Prof. Dr. Andrea Pfeifer

### **Supervisory Board**

### attendance rate in meetings during the 2023 fiscal year\*

Member name	Supervisory Board Meeting (Total: 7)
Michael König (Chairman)	100 %
Ursula Buck	100 %
Jeannette Chiarlitti	71 %
Harald Feist	100 %
Horst-Otto Gerberding (until May 10, 2023)	66 %
Bernd Hirsch	100 %
André Kirchhoff	100 %
Dr. Jakob Ley	100 %
Prof. Dr. Andrea Pfeifer	100 %
Andrea Püttcher	100 %
Peter Vanacker	85 %
Peter Winkelmann (until Mai 31, 2023)	100 %
Malte Lückert (from June 13, 2023)	100 %
Jan Zijerderveld (from May 10, 2023)	100 %

Member name	Personnel Committee (Total: 5)
Michael König (Chairman)	100 %
Harald Feist	100 %
Horst-Otto Gerberding (until May 10, 2023)	66 %
Dr. Jakob Ley	100 %
Prof. Dr. Andrea Pfeifer	100 %
Peter Winkelmann (until Mai 31, 2023)	100 %
Jeannette Chiarlitti (from September 14, 2023)	100 %
Jan Zijderveld (from May 10, 2023)	100 %

(Total: 5)
100 %
100 %
75 %
100 %
100 %
100 %
100 %

### **Executive Board**



### New remuneration system 2022 compared to remuneration system 2021

Aspect	Adjustment	Reason for adjustment
Remuneration structure	<ul> <li>New target remuneration structure:</li> <li>Fixed remuneration: 30% (changed from previously 35%)</li> <li>Short-term incentive: 30% (remains 30%)</li> <li>Long-term incentive: 40% (changed from previously 35%)</li> </ul>	<ul> <li>Even stronger focus on the company's long-term development</li> <li>Strengthening the pay-for-performance link of the remuneration system</li> </ul>
Short-term incentive	<ul> <li>Specification of the financial performance criteria and their weighting:</li> <li>organic net sales growth (30%)</li> <li>EBITDA margin (30%)</li> <li>business free cash flow as % of sales (20%)</li> </ul>	<ul> <li>Reduced complexity due to the reduction of financial performance criteria</li> <li>Significant increase in transparency as concrete financial performance criteria and weightings are determined in the remuneration system and disclosed</li> </ul>
Long-term incentive	<ul> <li>Use of performance share plan (previously performance cash plan)</li> <li>Performance period extended from three to four years</li> <li>Earnings per share and ESG goals included as performance criteria in addition to relative TSR (previously only relative TSR)</li> <li>No accelerated vesting in case of change of control</li> </ul>	<ul> <li>Stronger link to the share price development of Symrise</li> <li>Increased alignment with wider shareholder and stakeholder interests</li> <li>Stronger long-term orientation</li> <li>Increased focus on profitability and sustainability</li> <li>Alignment with German Corporate Governance Code recommendations</li> </ul>
Other contractual aspects	<ul> <li>Maximum remuneration at €5.2 million for CEO and €3.4 million for ordinary Executive Board members</li> <li>Decreased severance pay cap from three to two years (also in case of change of control), still limited to remaining term</li> <li>Offsetting of termination benefits against waiting allowance</li> </ul>	<ul> <li>Level of maximum remuneration in line with market practice</li> <li>Alignment with German Corporate Governance Code recommendations and consideration of best practice</li> </ul>

### **Remuneration System** *Performance-related components*



Remuneratio	on component	Assessment basis / parameters	
Performance-	Short-term incentive (STI) (30%)*	<ul> <li>Type: Target bonus</li> <li>Term: one year</li> <li>Performance criteria: <ul> <li>Financial criteria: net sales growth (30 %), EBITDA margin (30 %) and business free cash flow (20 %)</li> <li>Non-financial criteria (20 %) ESG goals and strategic goals</li> </ul> </li> <li>Cap: 150 % of the target amount</li> <li>Payment form: cash</li> <li>No special bonuses</li> </ul>	150 % 150 % 100 % 0 % Thres- Target Max. value Performance Performance
related (70%)*	Long-term incentive (LTI) (40%)*	<ul> <li>Type: performance share plan (annual tranches)</li> <li>Term: four years</li> <li>Performance criteria: <ul> <li>Financial criteria: relative TSR (40 %) and EPS (40 %)</li> <li>Non-financial criteria (20 %) ESG goals</li> </ul> </li> <li>Cap: 200 % of the target amount</li> <li>Payment form: cash or shares</li> </ul>	200 % 200 % 0 % 00% 0 % 00% 00%

### **Remuneration System** *Non-performance-related components*



Remuneratio	emuneration component Assessment basis / parameters	
Non- performance- related		Contractually agreed fixed amount, which will as a rule be paid out in twelve equal monthly amounts
		<ul> <li>Supplementary payments in the form of fringe benefits, in particular:         <ul> <li>Company car, including for private use</li> <li>Contributions to a group accident insurance policy (death/invalidity)</li> <li>Employer contribution to social security</li> </ul> </li> <li>For persons joining Symrise, in some cases payments compensating for forfeiture of variable remuneration from a previous employer or other financial disadvantages</li> </ul>
(30%)*	Retirement provision	<ul> <li>No company-funded pension plan for Executive Board members</li> <li>Ability to accumulate deferred compensation retirement benefits through salary conversion</li> <li>There may be some individual contractual pension commitments due to previous employment relationships with the company</li> </ul>

### **Remuneration System**

### Peer group and ESG / strategic goals example



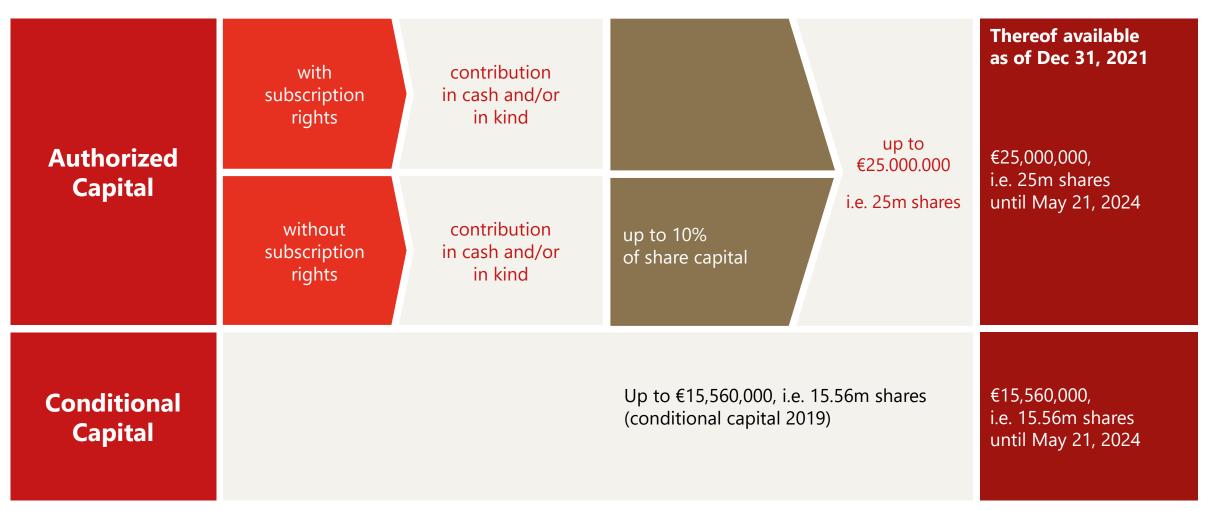
#### Peer Group

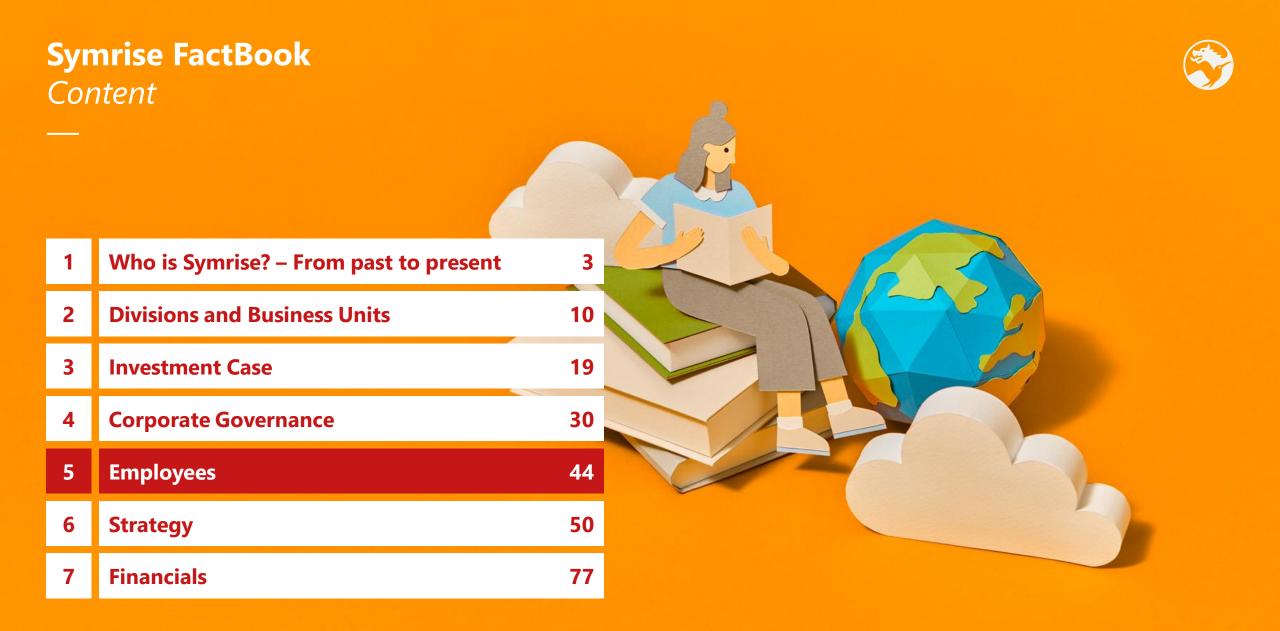
	Relative TSR -	- peer group	
Beiersdorf	Givaudan	LANXESS	CHR Hansen
Henkel	Novozymes	Croda	IFF
Südzucker	DSM	Kerry Group	Wacker Chemie
Evonik	KWS		
	Other contrac	tual aspects	
Keeping state-of-the	Malus & Clawback -art performance and compliance malus & clawb variable remuneration		
Determination of	Maximum remuneration maximum remuneration (CEO: €5.2 million and C Members: €3.4 million)		nsuring Julatory
	<b>Severance payments</b> nts are limited to a maximum of two years' remu term of the contract (also in case of change of c	neration or the	formity
Severa	Offset of severance payments nce payments are offset against compensation f postemployment noncompete clause	or	

### Authorized and Conditional Capital

Authorization to issue up to 40.56m shares

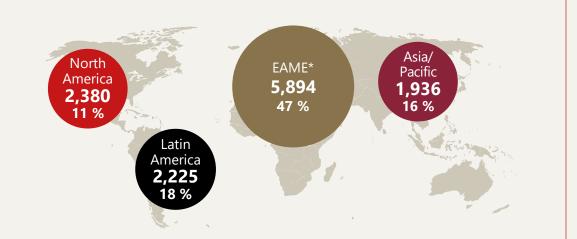






### **Employees** *Structure and turnover rate*

Number of employees by region 2023



**Turnover rate** 

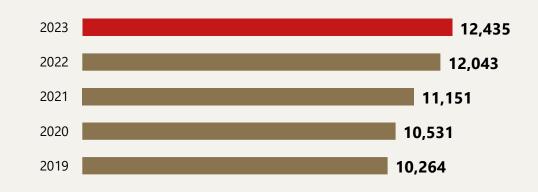


worldwide 2023



#### Number of employees (FTE)

since 2019



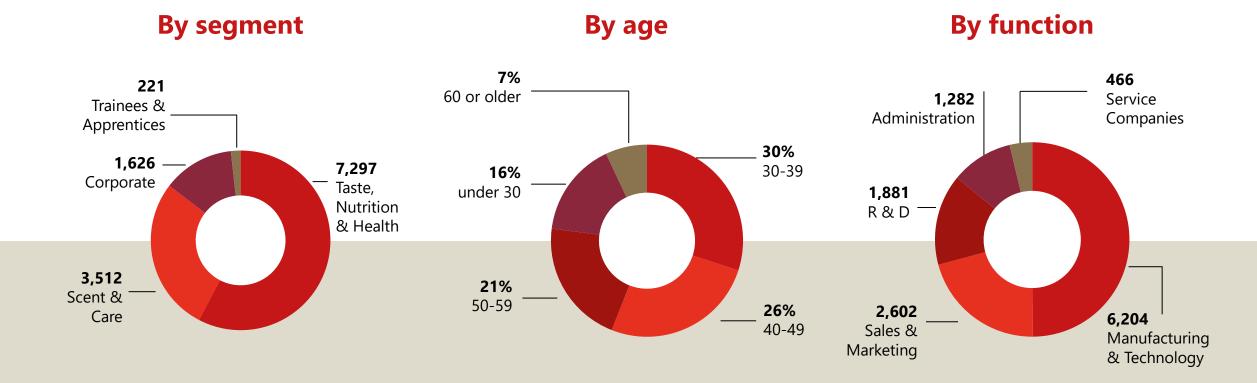
34%

of the Symrise Group's employees have been with the company for at least 10 years.



### **Employees** *Structure 2023*





### **Employees** *Diversity, safety and remuneration*



#### **Diversity** Key figures

	$\smile$	
	2022	2023
Proportion of women in the total workforce	40%	38%
Proportion of women in first management level	16%	13.5%
Proportion of women in second management level	37%	38%
Nationalities	>60	>80

#### Safe working conditions

Continuously improving the safety of our employees:

			$\checkmark$
	2022	2023	Goal 2025
MAQ*	2.8	2.3	<1.5

Wage	agreements	(in T€):
------	------------	----------

Applied to about 52% of our workforce worldwide. For the remainder we use a globally standardized job grade concept.



	2022	2023	Change
Wages & salaries	725,960	756,364	+30,404
Social security expenses	155,129	168,329	+13,200
Pension expenses (without interest expenses)	13,517	9,042	-4,475
Other personnel expenses	12,155	8,583	-3,572
Total personnel expenses	906,761	942,318	+ 35,557

### **Employees** *HR Strategy – based on four pillars*



### Remuneration

Base pay, variable remuneration, Long-term incentives

### **Company benefits**

Occupational health and safety, vacation, company pension plan

Communication and decision-making

Management

Employee participation / empowerment

Internal / external credibility

### Work environment

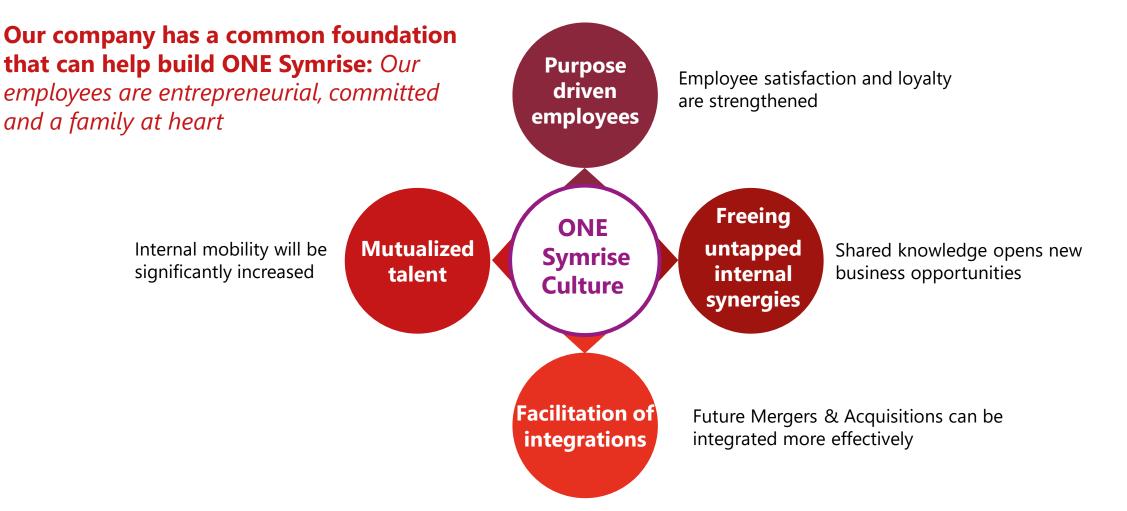
Working conditions, quality of work, team orientation, flexibility

## Career development opportunities

Skills acquisition, talent management, career feedback, mentoring programs, training programs, periods working abroad

# **ONE Symrise as a shared culture** that facilitates the integration of teams and individuals and mutualizes resources – our second largest asset





## Symrise FactBook



1	Who is Symrise? – From past to present	3	
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4	Corporate Governance	30	
5	Employees	44	
6	Strategy	50	
7	Financials	77	

6. Strategy

### **Strategy Overview** *Proven Three Pillar Approach since 2009*



Vision			
Growth	Efficiency	Portfolio	
<ul> <li>Growth in Emerging Markets</li> <li>Maximization of customer spectrum</li> <li>Targeted innovation</li> </ul>	<ul> <li>Specific efficiency programs</li> <li>Optimizing raw material portfolio</li> </ul>	<ul> <li>Expand competencies outside the traditional flavor and fragrance industry</li> <li>Acquisitions</li> </ul>	
	Sustainability		
	Values		

### **Our Ambition** *Strategic goals*





### **Strategy Overview** *Growth*



	Vision	
Growth	Efficiency	Portfolio
<ul> <li>Growth in Emerging Markets</li> <li>Maximization of customer spectrum</li> <li>Targeted innovation</li> </ul>	<ul> <li>Specific efficiency programs</li> <li>Optimizing raw material portfolio</li> </ul>	<ul> <li>Expand competencies outside the traditional flavor and fragrance industry</li> <li>Acquisitions</li> </ul>
	Values	

### **Pillar Growth** Exploiting full potential of customers and markets\*



**49%** 

Taste,

Health

40%

EAME

Nutrition &

#### Sales distribution Symrise's 10 largest customers Innovation – enabler for growth Distribution by division / BU R&D expenses by segments / total spend €266m by Segment 37% 51% Food& Pet Food Cosmetic Aroma 63% Cust. Fragrance Scent Scent Taste, Beverage Ingredients Molecules & Care & Care Nutrition & Health 1. 2. 3. 4. 5. Sales distribution Sales distribution 6. by Customer Type by Region 7. 34% 13% 33% 8. LATAM Regional Global Key 9. Customers Accounts 10. 21% APAC

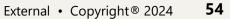
33%

Local

Customers

- Multiple touchpoints with clients

- The largest customer constitutes only 5% of Group sales



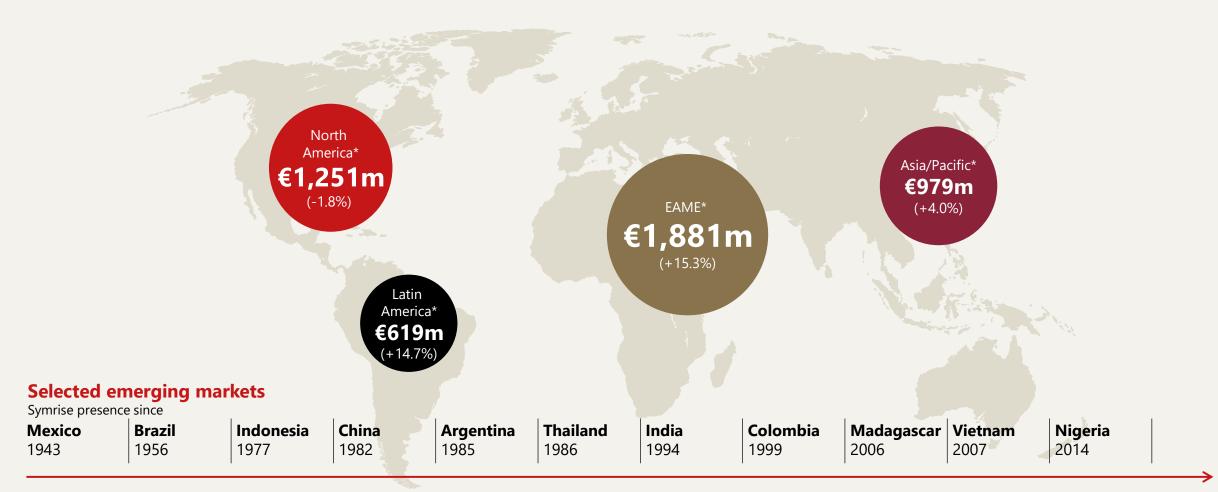
26%

NA

\*All data for FY 2023.

### **Growth in emerging markets** *Historically strong presence*

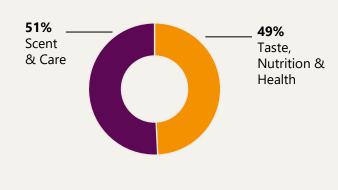




### **Targeted innovations** *Our R&D organization and efforts\**



#### **R&D by Segment**



## **10** R&D centers for Taste, Nutrition & Health:

- Holzminden (Germany)
- Teterboro (USA)
- Singapore Shanghai (China)
- Tokyo (Japan)
- Rennes (France)
- Paris (France)
- Elven (France)
- São Paulo (Brazil)
- Lund (Sweden)

**12** R&D centers for

Scent & Care:

- Holzminden (Germany)
- Teterboro (USA)
- Singapore
- Shanghai (China)
- Tokyo (Japan)
- Chennai, Mumbai (India)
- Paris (France)
- Antananarivo (Madagascar)
- 2 in São Paulo (Brazil)
- Cuautitlan (Mexico)



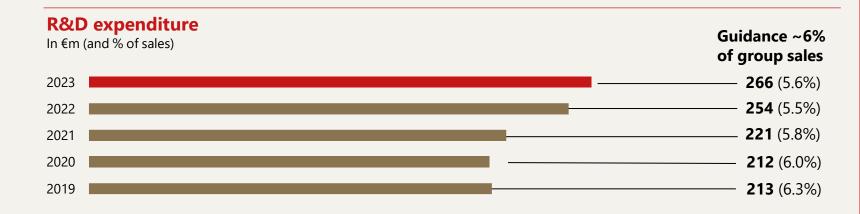
34 new patents in 2023



**15.0%** of sales from new product developments



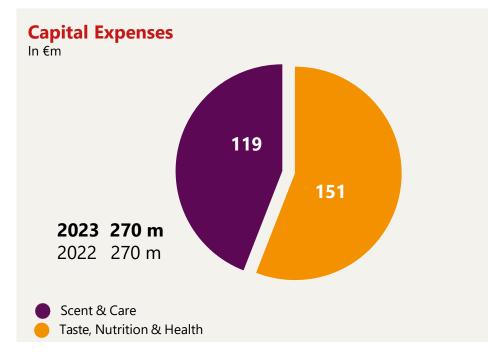
**1.881** R&D employees



## Capital expenses to leverage growth opportunities



Continued expansion of production footprint



Investments in **property**, **plant and equipment**. **Totaling €247m** - mainly from new plant constructions.

Investments in **intangible assets of € 23 million** - especially in software.







#### **New constructions**

- Pet Food "Araucaria" Brazil (completed in Q1)
- Pet Food "Balam" Mexico
- Cosmetic Ingredients plant Spain
- Cosmetic Ingredients plant JV India

#### Capacity expansion TN&H

- Pet Food JV with Sunner China
- Pet Food "Schaffelaarbos" in the Netherlands
- Food & Beverage Naturals France

#### Capacity expansion S&C

- Capacity Expansion Mexico
- Upgrade Granada Spain
- Capacity Expansion Mexico
- Capacity Expansion Spain

6. Strategy – Growth

### **Pillar Growth** *Investing in new areas of dynamic growth*





#### **Pet Food**

- -Aggressive expansion of additional capacities
- -Expand raw materials base, e.g. use of yeasts
- -Extension of business model to Veterinary
- -Mid-term sales target >€1.5 billion



#### **Health Solutions**

- -Technologies and products to enhance the microbiome, e.g. prebiotics, probiotics and postbiotics
- -Support further growth of probiotics
- -Plant-based products and extracts, e.g. acerola, cranberry, etc. which can be expanded together with probiotic solutions
- -Development of innovative new models to better understand the microbiome, e.g. ENAF
- -Pet healthcare: Swedencare



#### **Cosmetic Ingredients**

-Consistent implementation of our strong innovation pipeline.

-Extension of the business model

### **Scent & Care: Strategic Initiatives to accelerate growth** *Focus on markets, portfolio and capacities*



#### FRAGRANCES

#### **Strong focus towards Fine Fragrances:** Opening of Jardin Arabia – the new Fine Fragrance creation hub in Dubai.

#### Fragrances inaugurates Red House:

New creation hub in Shanghai Strengthen Fine Fragrance expertise.

Introducing luxury De Laire bases, an homage to fragrant China.





#### AROMA MOLECULES

### Strengthening Symrise specialties

**business:** Further investments, in our manufacturing site in Granada with focus on specialty business.



**Introducing the Green Chemistry Score:** A comprehensive evaluation system based on the 12 Principles of Green Chemistry.



#### COSMETIC INGREDIENTS

## Symrise expands strategic partnership with Kobo Products Inc:

Increased stake in the US company Kobo Products Inc. to 49 %. Partnership in mineral UV filters and decorative cosmetics.

Symrise and Virchow Group announce Joint Venture in India: Achieve market leading position for cosmetic ingredients.

Building production of world-scale volumes to serve the APAC region.



### Fields of innovation in our industry for the next decade

There will also be great scope for innovation in our core business in the future



Consumer Health	FLA	Pet Food
-Personalized nutrition -Probiotics, prebiotics, postbiotics, microbiome analysis, AI, big data	<ul> <li>-100/100: Sustainable, natural, declaration-free</li> <li>-Backward integration, biotech, process technology, traceability</li> <li>-3D printing</li> </ul>	-Vegetarian or vegan protein sources -Yeast, algae, plants
FRA	AM FRA Ingredients	CI
-AI-assisted composition development, Genysis in creation, formula optimization and sampling ex-collection	-FRA Ingredients 100/100: 100% biodegradable and renewable lab on a chip -Broad and stable raw material base -Green chemistry, biotech	<ul> <li>-Personalized beauty care</li> <li>-New performance structures based on natural products</li> <li>-Al, biotech, spectroscopic skin analysis, microbiome analysis</li> </ul>

### Innovations Innovative Products, Processes & Technologies



### **Protein Center of Excellence**

Road to meat-free alternatives

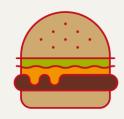
Using special technological equipment, Symrise develops individual solutions and perfectly configures the texture, appearance, juiciness, mouthfeel and taste for a variety of alternative protein-based products, thus creating winning taste profiles while keeping the indulgence factor for consumers. SymTrap® Technology Green method for capturing aromas & tastes

The patented SymTrap® technology extracts and concentrates flavoring substances from side stream. It only requires minimal processing and low amounts of energy, whilst the end products are given a more natural and authentic taste. Recently, SymTrap® has been used to develop fragrances from upcycling food byproducts.

### **SymProBiome**

Creating effective solutions that work in harmony with the body's microbiome

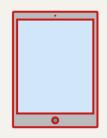
The unique SymProBiome platform positions Symrise at the forefront of microbiome research. It takes understanding of the body's complex and dynamic ecosystems to a new level and enables the creation of specific and effective health and personal care products for key areas including skin and hair care, oral hygiene and gut health



<u>Read more</u>

<u>Read more</u>





### Innovations

### Innovative Products, Processes & Technologies

### **KI Philyra**

**Read more** 

Artificial intelligence system developed in collaboration with IBM

Philyra creates scents based on complex algorithms, which Symrise perfumers finally perfect. It promotes creativity by developing new raw material combinations for individual user preferences. Philyra currently works on alcoholic fragrances, yet can be extended to other scented product categories, e.g. skincare or detergents.

### SymEffect<sup>™</sup> UV

ingredients increases the effectiveness of organic and mineral UV filters

SymEffect<sup>™</sup> UV enables manufacturers to achieve higher protection at the same UV filters concentration in a product. The UV protection booster can be easily incorporated into the oil phase of creams and lotions. SymEffect<sup>™</sup> UV works well with emulsion based cosmetic products with sun protection factors, such as beach products, daily face creams and care products for children. It also improves the sustainability profile of sunscreens because of its natural raw material base.

### **Multifunctional ingredients**

for household care products

In addition to classic cosmetic ingredients, Symrise is now also offering multifunctional ingredients for household care products in this category. The powerful ingredients perform the function of several ingredients, which allows for shorter ingredient lists and less packaging.



<u>Read more</u>





### **Strategy Overview** *Efficiency*

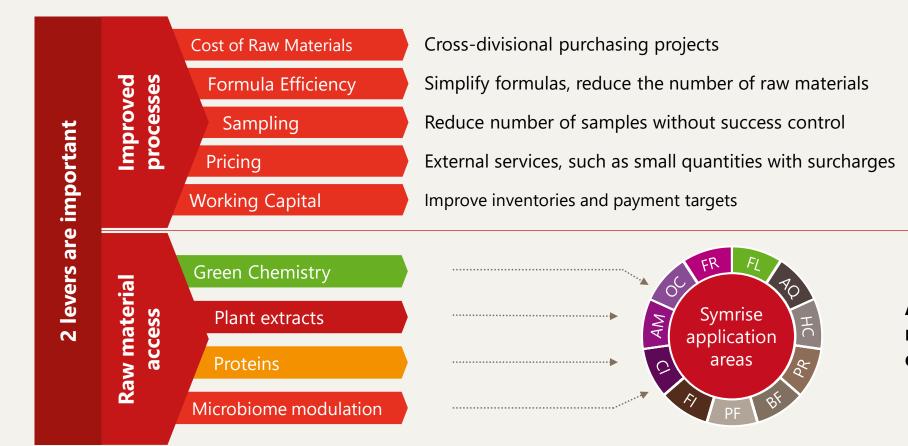


Vision			
Growth	Efficiency	Portfolio	
	<ul> <li>Specific efficiency programs</li> <li>Optimizing raw material portfolio</li> </ul>	<ul> <li>Expand competencies outside the traditional flavor and fragrance industry</li> <li>Acquisitions</li> </ul>	
	Values		

6. Strategy – Efficiency

### **Pillar Efficiency** Focus on processes and raw material access





At present, four raw material platforms are essential for Symrise

### **Backward integration**

1. Strategic

RENESSENZ

acquisitions to move closer

to the origin of the raw

materials we process.

Serving the trend towards naturals & traceability



#### Industry-leading backward integration

**Naturals and synthetics,** e.g. Vanilla, Onion, Citrus and Menthol

**No. 1 supplier** of fragrance raw materials<sup>\*</sup>

**Sustainable partnership** with farmers worldwide

Serving the trend towards naturals & traceability

**Securing access** to key raw materials

**Achieved** 100% traceability of strategic raw materials

2. Partnerships
 e.g. onion field studies in cooperation with the
 Holzminden Onion Ring

**3. Long-term contracts** and sustainability partnerships with commitment to purchase e.g. for d/l-menthol or bergamot.

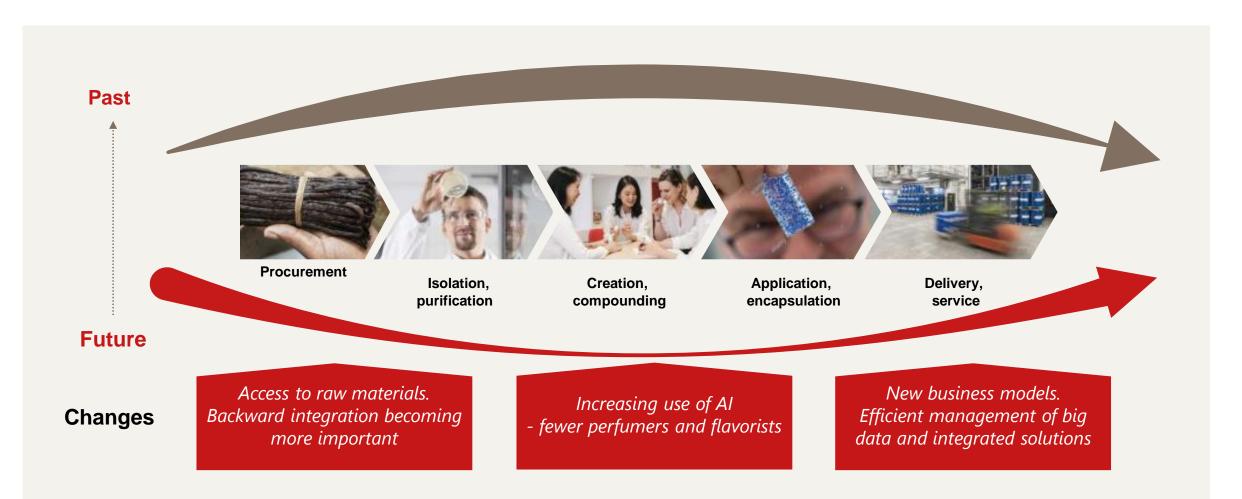
4. Social engagement to improve the living conditions in regions like Brazil and Madagascar by investing in local infrastructure, education and social benefits such as health insurance.



6. Strategy – Efficiency

### **Digitalization is changing the levers used to add value** *in our value chain*





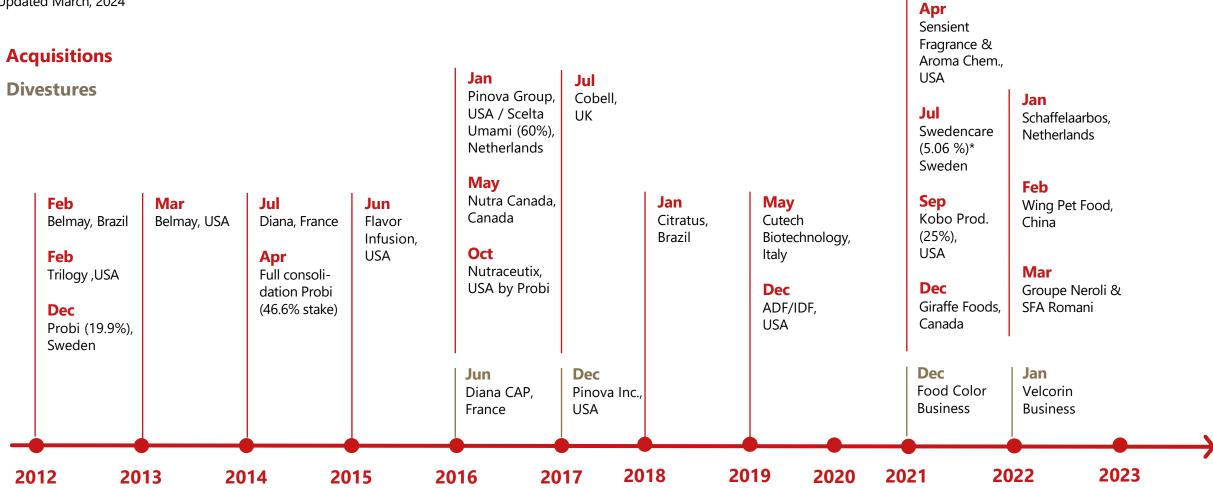
### **Strategy Overview** *Portfolio*



Vision		
Growth	Efficiency	Portfolio
		<ul> <li>Expand competencies outside the traditional flavor and fragrance industry</li> <li>Acquisitions</li> </ul>
	Values	

### **M&A** Portfolio changes at a glance

Updated March, 2024



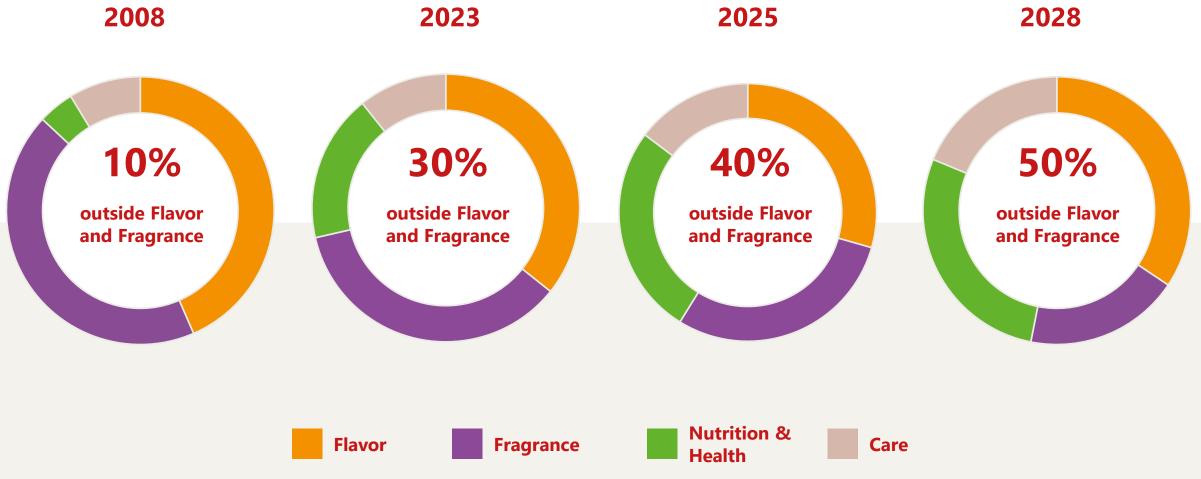


6. Strategy – Growth

# Symrise has already changed its profile considerably and will continue to change its portfolio



Significant growth contributions in new business areas are resulting in a substantial portfolio shift



6. Strategy

### **Strategy Overview** *Sustainability*

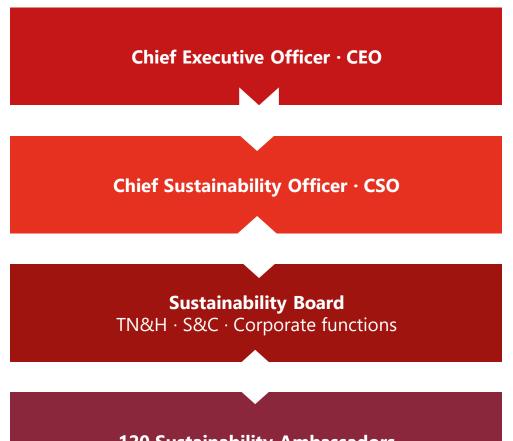


Vision				
<b>Growth</b> <ul> <li>Growth in Emerging Markets</li> <li>Maximization of customer spectrum</li> </ul>	<b>Efficiency</b> <ul> <li>Specific efficiency programs</li> <li>Optimizing raw material portfolio</li> </ul>	Portfolio- Expand competencies outside the traditional flavor and fragrance		
		industry – Acquisitions		
Sustainability				
	Values			

#### 6. Strategy – Sustainability

### **Our sustainability organization** *Business and sustainability are inextricably linked*





#### The CEO is directly responsible for sustainability; he regularly receives reports on the progress of all sustainability activities.

The Chief Sustainability Officer is responsible for the development and implementation of the **sustainability agenda** and defines the **sustainability targets**.

The Sustainability Board is a **cross-divisional committee** that operationalizes our sustainability management with representatives from the different segments.

Corporate functions such as HR, Investor Relations, Sustainability and Communications are also represented.

**120 Sustainability Ambassadors** 

The Sustainability Organization is supported by a global network of around **120 Sustainability Ambassadors** that locally implement initiatives.

6. Strategy – Sustainability

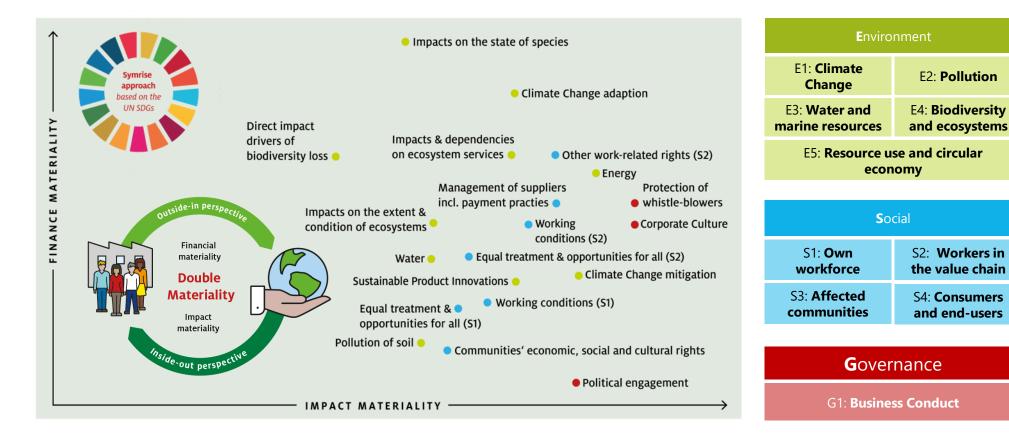
### **Symrise's integrated corporate strategy** *Sustainability along the value chain*





## **Sustainability focus 2024** Increasing transparency and requirements based on CSRD

(Corporate Sustainability Reporting Directive)















- Compass: SDGs

Comment

- Double materiality analysis conducted based on CSRD requirements
- ESG divided in 10 standards
- 37 topics overall / 21 material for Symrise (>1000 data points)

- Transparency acknowledged through numerous positive ratings, e. g. CDP, highest score in *Climate* and *Water* 



#### 6. Strategy – Sustainability

## **Sustainability Management** 2023 track record and goals 2025



	Our 2023 track record	Goals for 2025
	<b>4.4 %</b> improvement in the eco-efficiency of greenhouse gas emissions (Scope 1+2) <sup>1</sup>	We achieved our goal for 2020 of improving the eco-efficiency of greenhouse gas emissions by 33 % compared with 2010 ahead of schedule. We have now set for ourselves the 2025 goal of increasing the eco-efficiency of emissions by more than 60 % compared to 2016. <sup>1</sup>
<b>(</b> )	<b>2.4 %</b> reduction in absolute greenhouse gas emissions (Scope 3)	We reduced Scope 3 GHG emissions in category 1 "purchased raw materials and services" by around 43 % between 2016 and 2023. We now want to reduce absolute emissions by 15 % by 2025 compared to 2020.
Footprint	<b>10.7 %</b> improvement in the eco-efficiency of the chemical oxygen demand in wastewater <sup>1</sup>	Improve the eco-efficiency of the chemical oxygen demand in wastewater by 4 % annually by 2025 or by a total of 60 % in relation to base year 2010. <sup>1</sup>
	- 6.3 % improvement in the eco-efficiency of hazardous waste <sup>1</sup>	Improve the eco-efficiency of hazardous waste by 4 % annually by 2025 or by a total of 60 % compared to base year 2010. <sup>1</sup>
	- <b>30.9 %</b> reduction in water use in regions with water stress	15 % reduction of water use at all production sites in arid regions (2018 – 2025).
Innovation	<b>15.0 %</b> sales from new product developments <sup>2</sup>	Each year we develop new products that are consistent with sustainability criteria, and these products account for a share of sales of more than 15 % over the past three years.
A contraction of the contraction	All suppliers were subject to a sustainability risk assessment	We respect human rights and protect the environment by implementing defined due diligence measures in our value chain.
Sourcing	95 % of strategic biological raw materials are procured from sustainable sources	100 % sustainable sourcing of all strategic biological raw materials by 2025.
ſſĿ	13.5 % women in the first management level	Increase the percentage of women in the first management level to 30 % by 2025.
	38 % women in the second management level	Increase the percentage of women in the second management level to 45 % by 2025.
Care	<b>2.3</b> MAQ <sup>3</sup> accident frequency	Industry-leading occupational safety < 1.5 MAQ

<sup>1</sup>All figures relative to the value added. <sup>2</sup> Relative to the market launch in the past three years.

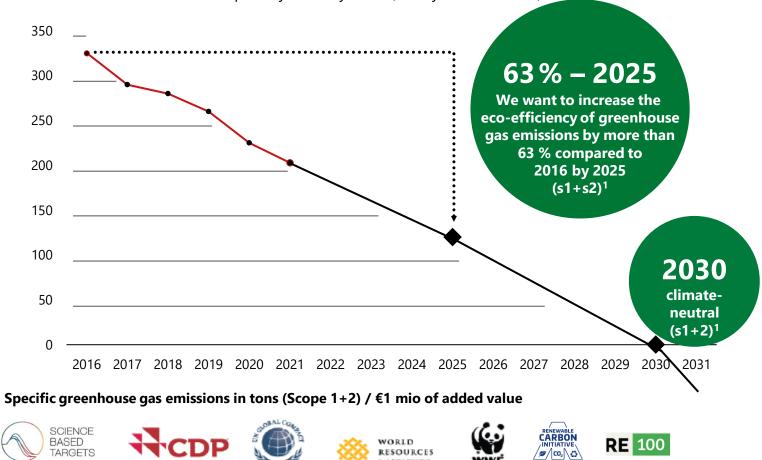
74 External • Copyright® 2024 <sup>3</sup> MAQ = work accidents (> 1 lost day) x 1 million/working hours

6. Strategy – Sustainability

## **Reduction of greenhouse gas emissions (Scope 1+2)** *Climate-positive starting in 2030*



Committed to **reducing absolute greenhouse gas (GHG) emissions from scope 1 and 2 until 2030 by 100 %** and to reduce absolute scope 3 by 30 % by 2030 (base year each 2020).



Activities starting in **2030** we will contribute to preventing or sequestering more greenhouse gas emissions from the atmosphere than we produce through our operating activities

#### Solid basis – our achievements so far

- Greenhouse gas emissions efficiency target 2010 2020 already achieved in 2016. Yearly efficiency increase of 4 %.
- · Since 2016 increase ambition level to more than 6 % per year
- $\cdot$  Sourcing all electricity from renewable sources was already achieved in 2020
- · Leadership status in climate protection / CDP "A" since 2015
- SBT 1.5 °C: The Science Based Target Initiative approved Symrise's target with the highest level of ambition currently possible (1<sup>st</sup> SBTi approval in 2017).

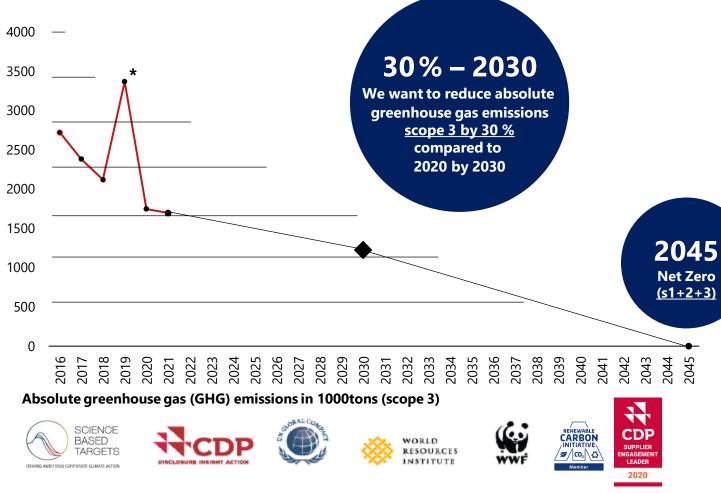
#### Action plan

- · Continuously increasing energy and process efficiency.
- · Low Carbon Transition Plan towards renewable energy coming from solar, wind, hydro, biomass and hydrogen.
- Product Carbon Footprint: increase number and quality of data in patented "Symrise Product Sustainability Scorecard"

6. Strategy – Sustainability

## **Reduction of greenhouse gas emissions (Scope 1-3)** *Reduce scope 3 emissions by 30 % by 2030*

Committed to reducing absolute greenhouse gas (GHG) emissions from scope 1 and 2 until 2030 by 100 % and to **reduce absolute scope 3 by 30 % by 2030** (base year each 2020).



\* Change Product Carbon Footprint calculation method; application of value-based calculation for major waste-streams



#### Net Zero by 2045 (Scope 1+2+3)

#### Solid basis – our achievements so far

- $\cdot$  Leadership status in climate protection since 2015
- $\cdot\,$  36 % reduction of our Scope 3 greenhouse gas emissions between 2016 and 2020 (via CDP Supply Chain program).
- SBT scope 3: "Well below 2°C". The Science Based Target Initiative approved Symrise's target with the highest level of ambition currently possible in Feb 2023.
- $\cdot$  Awarded by CDP as "Supplier Engagement Leader".
- $\cdot$  > 87 % of our main suppliers have climate protection goals.
- $\cdot$  Accompanied more than 6 suppliers to SBT approval in 2021.

#### Action plan

- Main suppliers must work towards aligning with Symrise's ambitious SBT target and RE100 aspirations
- · Low Carbon Transition Plan covers 8/15 emission categories:
- Purchased goods and services
- Capital goods
- Fuel and energy related activities
- Upstream & downstream transportation & distribution
- Waste generated in operations
- Business travel
- Employee commuting.

(All other 7 categories are not relevant to Symrise's business)

 Product Carbon Footprint: increase number and quality of data in patented "Symrise Product Sustainability Scorecard".

## Symrise FactBook Content



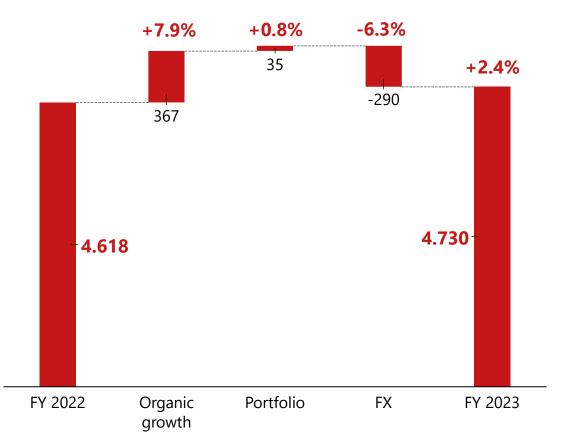
1	Who is Symrise? – From past to present	3
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## **Group 2023** *Organic growth of 7.9% (reported 2.4%)*



ln €m



**Organic growth of 7.9 % or €367m** driven by strong business in both segments.

#### **Total sales contribution** from portfolio effects (M&A) of €35m:

- Wing Biotechnology (China)
- Groupe Néroli & Romani (France)

**Negative currency effects** of €290m, attributable to multiple currencies.



## **Group 2023** *Profitability impacted by difficult market conditions*

in€ million	FY 2022 <sup>1</sup>	FY 2023	FY 2023 adjusted <sup>2</sup>	Change in %
Sales	4,618	4,730	4,730	2.4
Gross profit	1,702	1,693	1,739	2.2
Gross profit margin in %	36.9	35.8	36.8	-0.1pp
EBITDA	922	852	903	-2.0
EBITDA margin in %	20.0	18.0	19.1	-0.9pp
Depreciation	165	176	176	6.9
Amortization	127	116	116	-8.2
EBIT	630	559	611	-3.0
EBIT margin in %	13.6	11.8	12.9	-0.7pp

<sup>1</sup> Without impairment of the associated company Swedencare ( $\leq$ 126m)

<sup>2</sup> Adjusted for one-time effects (€52m)

**Pressure on margin:** The cost of goods sold increased slightly faster than sales, which was attributable to higher raw material and manufacturing costs.

Single months of **November** and **December** delivered significant lower operating results, due mainly to revaluation and provisions for inventory, underutilization and downtime, higher SG&A costs and the devaluation of the Argentinian currency.

In addition, **Scent & Care** was affected by **one-time effects** mainly in connection with the fire related downtime of the Colonel Island site.

**Adjusted EBITDA margin**<sup>2</sup> decreased to 19.1 %, which is 0.9 pp below previous year's EBITDA margin<sup>1</sup>.

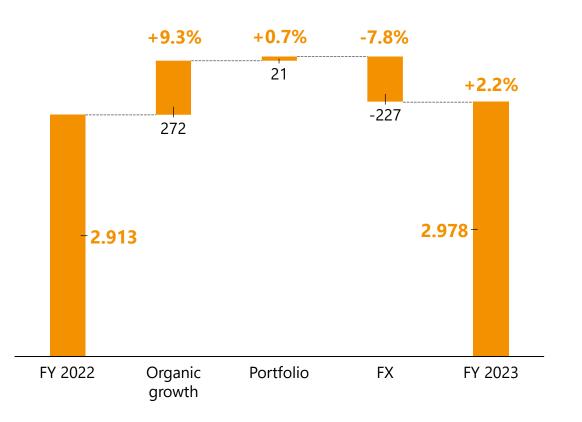


## Taste, Nutrition & Health 2023

Healthy growth and solid profitability

#### Sales development

ln €m



#### Short P&L

ln €m

€ million		FY 2022 <sup>2</sup>	FY 2023	FY 2023 adjusted <sup>1</sup>	Change in %
EBITDA		630.5	629.2	626.8	- 0.6
EBITDA margin	in %	21.6	21.1	21.0	
EBIT		430.2	428.8	426.4	- 0.9
EBIT margin	in %	14.8	14.4	14.3	

#### Organic growth of 9.3 % resulting from both divisions.

- **Food & Beverage** developed very positively with high single digit growth, driven by Savory, Sweet and Beverages.
- The **Pet Food** division continued its double-digit growth. Portfolio effect coming from acquisition of Wing Biotechnology.

#### Adjusted EBITDA margin decreased to $21.0 \%^1$ (2022: $21.6 \%^2$ ).

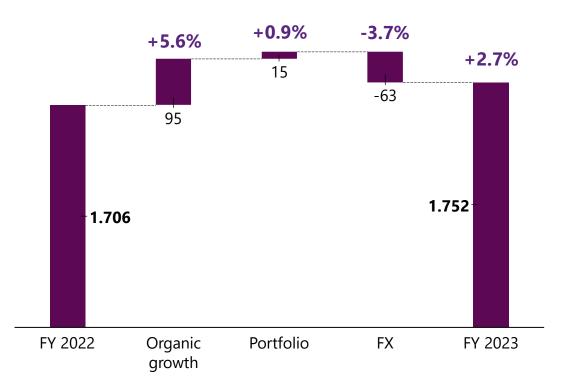
<sup>1</sup> Adjusted for income from an insurance reimbursement for a cybersecurity incident in 2020 of €2.4m <sup>2</sup> Without impairment of the associated company Swedencare (€126m)

## Scent & Care 2023

Robust Fragrances and Cosmetic ingredients could not offset softness in Aroma Molecules

#### Sales development

ln €m





#### Short P&L

ln €m

€ million		FY 2022	FY 2023	FY 2023 adjusted <sup>1</sup>	Change in %
EBITDA		291.0	222.4	276.7	- 4.9
EBITDA margin	in %	17.1	12.7	15.8	
EBIT		199.9	130.6	184.8	- 7.6
EBIT margin	in %	11.7	7.5	10.5	

#### Organic growth of 5.6 % dampened by Aroma Molecules

- Fragrances enjoyed high single-digit growth with double-digit growth in Fine Fragrances and good single-digit growth in Consumer Fragrance. Neroli & Romani contributed € 14.5m.
- Aroma Molecules sales were negatively impacted by the fire-related production stoppage at Colonel Island and a difficult market environment.
- Cosmetic Ingredients posted high double-digit growth driven by strong demand in micro & sun protection.

## **Adjusted EBITDA margin amounts to 15.8 %** (2022: 17.1 %) due especially to increased raw material prices and higher operating costs.

<sup>&</sup>lt;sup>1</sup> Adjusted for one-time effects in connection with the production stoppage at the Colonels Island site, the reorganization following the segments' realignment and cost associated with the antitrust investigations and for income from an insurance reimbursement for a cybersecurity incident in 2020 (total one-time effects in 2023: €54.2m)

## **EPS** Impacted by weaker operating results

in € million	FY 2022 <sup>1</sup>	FY 2023 <sup>2</sup>	Change in %
EBIT	630	559	-11.3
Financial Result	-73	-94	29.6
EBT	557	465	-16.6
Income Tax	-140 (25.2%)	-120 (25.8%)	-14.5
Net Income <sup>3</sup>	406	340	-16.2
EPS in €	2.91	2.44	-16.2

**Financial result:** €22m below 2022, mainly due to interest expenses in connection with financing (€19m) and interest on pension provisions (€16m). Currency result of €11m was significantly higher than in PY.

Income tax: rate at 25.8 % within the tax guidance of 25-27 %.

**Net income:** €66m below previous year mainly due to negative one-time effects.

**EPS:** decreased by 16.2 % to €2.44 per share.

<sup>1</sup> Without impairment of the associated company Swedencare (€126m)

<sup>2</sup> Reported

<sup>3</sup> Attributable to shareholders of Symrise AG

## **Amortization from business combinations...**

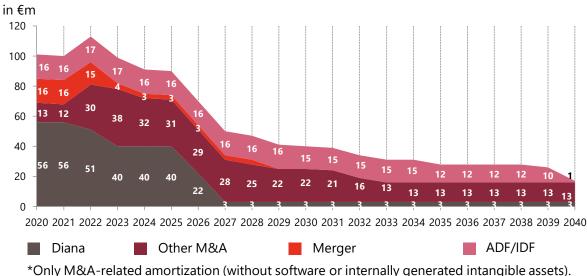
...currently impacts EPS with more than 70 cents/share



#### Huge **bandwidth in EPS projection** from analysts: (Vara Research Feb 6, 2024)

€	2024	2025	2026
Highest	3.49	4.15	4.64
Consensus	3.27	3.76	4.34
Median	3.24	3.74	4.33
Lowest	3.06	3.46	4.01

#### Amortization\*



#### **Main drivers**

Merger of Haarmann & Reimer and Dragoco in 2003: Recipes

#### Acquisition of Diana in 2014: Brands, customer base and recipes

#### Acquisition of ADF/IDF in 2019:

Customer base, supplier relationships, trademarks

#### **Status**

We saw a peak in 2022

#### Outlook

Further EPS support expected over time

## **Working Capital** *Clearly defined actions and measures to reach the mid-term target of 30-32 %*



#### WoC absolute & as % of Sales









#### Drivers

#### 2019

· Slight improvement due to ADF/IDF Acquisition

#### 2020

· Full year effect from ADF/IDF Acquisition

 Positive impact from cyber attack, less receivables, higher payables

#### 2021

· Reverse impact from cyber attack

• Full impact of global supply chain disruptions following the Corona crises

· Acquisition of Sensient Fragrances and Giraffe

#### 2022

- · Ukraine/Russia war (shortages, high prices)
- · General inflationary developments
- Year of acquisitions (Schaffelaarbos, Néroli & Romani, Wing Biotechnology and increased stake in Swedencare)

#### 2023

 Decrease in inventories due to reinforced Working Capital management

#### **Measures:**

- **Reinforced** focused Working Capital management in **both segments**
- **Reduction of safety stocks** after normalization of global supply chain disruptions
- Tightened management of payment terms
- Increased focus on reducing overdue
   Special situation in S&C after fire in
- Colonel Island will further normalize

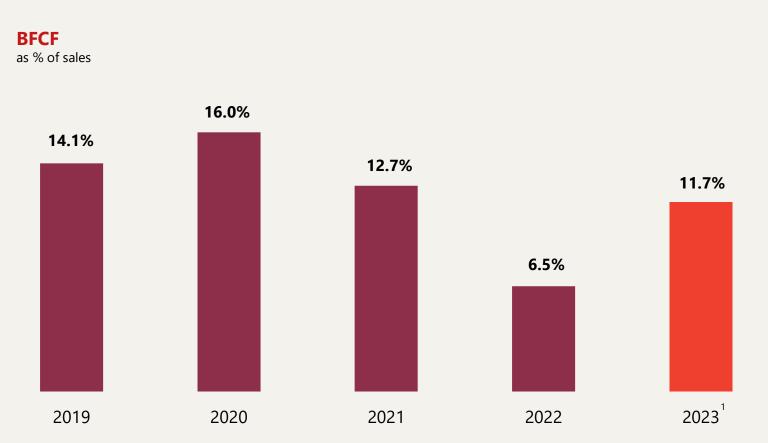
#### Ambition

**30 – 32%** 2025

as % of sales

## **Business Free Cash Flow (BFCF)**

## Reflects significant improvement of working capital



EBITDA (adjusted)

- Investments (including cash effects from leasing)

-/+ Changes in working capital

= Business Free Cash Flow



#### **BFCF<sup>1</sup> of €553 million** (2022: €301m)

= 11.7 % (2022: 6.5%) of sales

#### Solid EBITDA contribution

**CAPEX almost stable at 5.7 % of sales** (€270 million) after 5.8 % (€270 million) in 2022

**Significant improvement of working capital** supported by improved inventory management

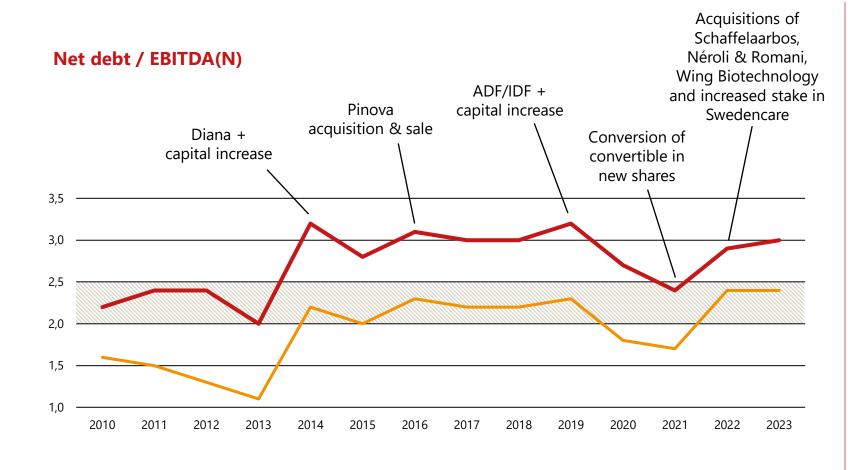
#### Ambition 2024

BFCF around 12 % of sales; mid term target of 14%

## Net debt development



## Increase due to weaker earnings and still high level of working capital



Net debt (incl. pension provisions and leasing obligations) /EBITDA ratio

Net debt/EBITDA ratio

#### **Status Quo**

**Net debt** of €2,166m (2022: €2,233m) reflects 2.4 x EBITDA<sup>1</sup>.

Net debt including pension provisions and leasing obligation of €2,666m reflects 3.0 x EBITDA<sup>1</sup>.

This is mainly due to a weaker earnings performance and the still high working capital to ensure supply availability.

#### Ambition

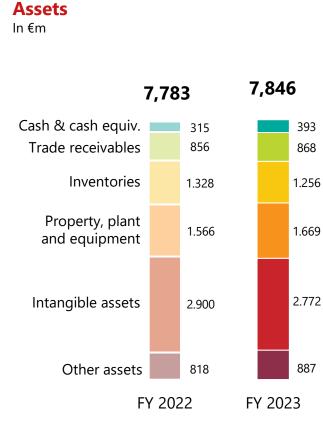
**Long-term target** of 2.0 to 2.5 x EBITDA (incl. pensions provisions and leasing obligation).

Unchanged since IPO.

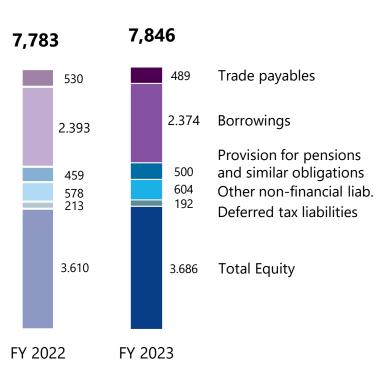
Priority: Remain investment grade profile.

<sup>1</sup> EBITDA: adjusted for one-time effects

## **Balance sheet** *Equity ratio of 47.0 %*



#### Equity and Liabilities In €m



### ies

#### Comments

Increase in **assets** primarily from higher PPE. The increase in cash & cash equivalents is offset by lower inventories.

Changes to **equity and liabilities** mainly resulted from trade payables, pensions and equity.

**Equity ratio** at a healthy level of 47.0 % (2022: 46.4%).



## **Balanced maturity profile 2023** *With diversified financing instruments*

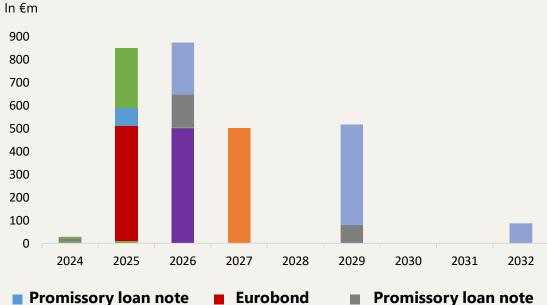
Updated March, 2024

#### **Maturity Profile**

2015

7, 10y

€ 77,5 m



2019

6.5y

€ 500m

Coupon 1.25%

#### **Net Debt**

#### ln €m

	2022	2023
Borrowings	2,393	2,374
Lease liabilities (according to IFRS 16)	155	185
Cash and cash equivalents	-315	-393
Net debt	2,233	2,166
Provisions for pensions and similar obligations	459	500
Net debt including provisions for pensions and similar obligations	2,692	2,666

Promissory loan note 2019	Eurobond 2020	Revolving credit facility 2021	Syndicated Loan	Promissory loan note 2022				
€ 240m 5, 7, 10y	€ 500m 7y Coupon 1.375%	€ 500m 3y (+1+1)	€ 298m Y 1,2,3y	€ 750m 4,7,10y				



## **Dividend** Sustainable dividend growth since IPO

In €-cents

**Dividend per share** 



#### **Dividend policy:**

Our dividend policy is based on Symrise AG's unappropriated net profit under commercial laws and aims to give our shareholders an appropriate share in the company's success. <b>Ambition</b> : 30% - 50% of net income.	50 2007	50 2008	50	60 2010	62	65 2012	70		CAGR 5,05% 80 2015	85 2016 <sup>2</sup>	88	90	95 2019 <sup>3</sup>	97 2020	102	105 2022 <sup>4</sup>	110
EPS	0.82	0.76	0.71	1.13	1.24	1.33	1.46	1.69*	1.90	2.05*	2.08	2.12	2.20*	2.27	2.74	2.91**	2.44
DPS	0.50	0.50	0.50	0.60	0.62	0.65	0.70	0.75	0.80	0.85	0.88	0.90	0.95	0.97	1.02	1.05	1.10***
Share price at year-end	19.28	9.98	14.98	20.53	20.62	27.12	33.5	50.13	61.33	57.83	71.62	65.06	93.80	108.40	130.30	101.70	99,64
Dividend yield	2.6%	5.0%	3.3%	2.9%	3.0%	2.4%	2.1%	1.5%	1.3%	1.5%	1.2%	1.4%	1.0%	0.9%	0.8%	1.0%	1.1%
Payout ratio	61.0%	65.8%	70.4%	53.1%	50.0%	48.9%	48.0%	44.4%*	42.1%	41.5%*	42.3%	42.5%	43.2%*	42.7%	37.2%	36.1 %	45.1%

1. Reported: EPS 1.48€ // Payout ratio 50.7%. | 2. Reported: EPS 1.95€ // Payout ratio 43.6%. | 3. Reported: EPS 2.16€ // Payout ratio 44.0% | 4. Reported: EPS 2.00€ // Payout ratio 52.5%.

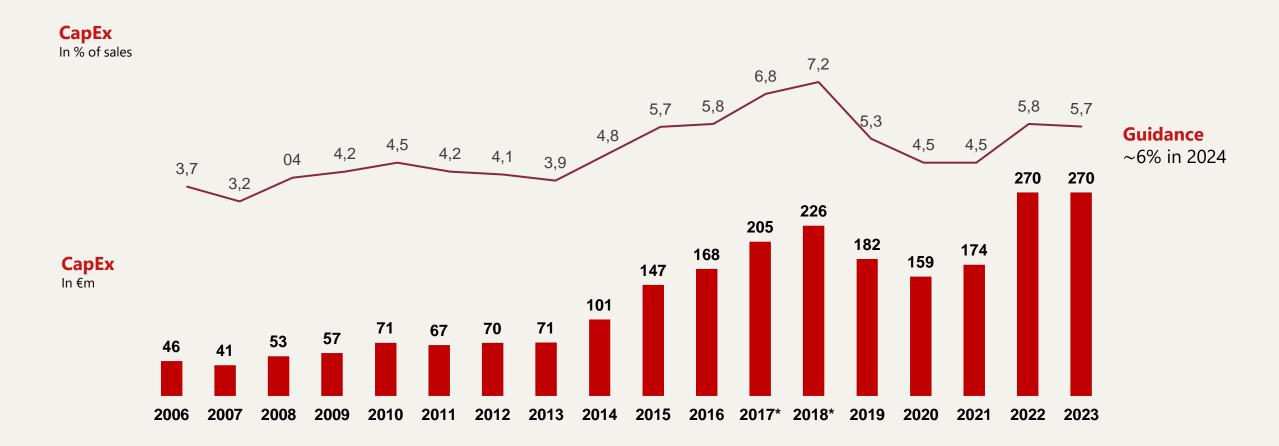
\* Normalized for M&A costs \*\* without impairment of Swedencare AB \*\*\*Recommended

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## CapEx Symrise Group 2006 – 2023

One of the highest CapEx ratios in the industry





## **Effective tax rate** *Symrise's approach to tax*

#### Effective tax rate

since IPO in %





#### We pay taxes where we create value

and thus contribute to enabling state and municipal investments in infrastructure and the common good. Until 2025, we plan to have a global tax rate of **25 - 27 percent**, which is on average for a German stock-listed company. This way we ensure that transparency and credibility are the basis for Symrise's **trusting and appreciative interaction** with each other and with our **external stakeholders.** 

For detailed information on our tax approach, please visit our *GRI report* and our *tax policy*.

## **Symrise Reporting Universe**

More information on the topics you are most interested in



#### Corporate Report

About our company – facts, reports and insights



#### Financial Report

Group management report, consolidated financial statements (IFRS) and corporate governance

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Remunertion Report

For the fiscal year 2023 pursuant to § 162 AktG



#### Separate Financial Statements

Management Report and Annual Financial Statements of Symrise AG according to HGB (German Commercial Code) standards



#### Sustainability Record (GRI-Report)

Sustainability reporting including separate nonfinancial report in accordance with Section 289b of the German Commercial Code (HGB)



Corporate Report 2023 - extended Online Version

## Symrise AG

Financial calendar

March 06, 2024 FY 2023 results

April 25, 2024 Q1/3M 2024 trading statement

May 15, 2024 Annual General Meeting 01 August H1 2024 results

24 October Q3/9M 2024 trading statement

This document contains forward-looking statements, which are based on the current estimates and assumptions by the corporate management of Symrise AG. Future performance and the results actually achieved by Symrise AG and its affiliated companies depend on a number of risks and uncertainties and may therefore differ materially from the forward-looking statements. Many of these factors are outside Symrise's control and cannot be accurately estimated in advance, such as the future economic environment and the actions of competitors and others involved in the marketplace. Symrise neither plans nor undertakes to update any forward-looking statements.



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always inspiring more