

Results for the
Financial Year 2019

Agenda

Overview



-
- 1** 2019 at a Glance
- 2** Financials 2019
- 3** Strategic Initiatives / Outlook
-

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2019 at a Glance



Financial highlights FY 2019

Symrise continues profitable growth



Sales

€3.408bn

+ 8.0 % in reporting currency

+ 5.7 % organic growth

Business Free Cash Flow²

€476m

14.1 % of sales

+ 53 % vs. last year

Dividend proposal

95 € cents

per share

EBITDA(N)¹ margin

20.8%

EBITDA(N) +12.2 % to €707.2m

Net income¹

€304m

Earnings per share³ €2.25

Investments

€182m

5.3 % of sales

¹ Adjusted for transaction and integration costs; including IFRS 16 effect

² Business Free Cash Flow = EBITDA(N) – Investments +/- changes in Working Capital

³ Attributable to shareholders of Symrise AG

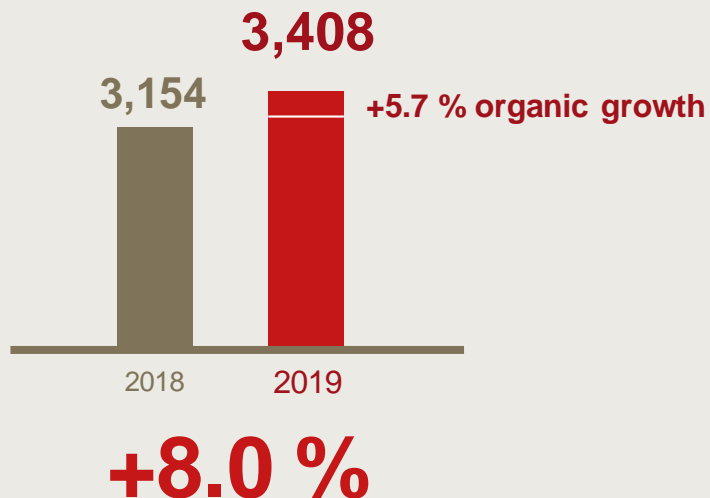
Sales 2019

Continued accelerated growth



Symrise Group

In €m (sales growth in %)



Comments

+5.7 % organic sales growth
Driven by all segments and regions

+8.0 % sales growth in reporting currency
Good capacity utilization and strong demand

ADF/IDF *with good start, contributed +€32 million*

Sales by segment in 2019

Growth across all segments



in €m/organic growth in %

1,324
2018

1,419
2019

+5.6%
+7.2% reported

Scent & Care

Double-digit growth with Fine Fragrances, high demand in EAME and Latin America. Good momentum with Cosmetic Ingredients and Aroma Molecules.

1,191
2018

1,257
2019

+3.8%
+5.6% reported

Flavor

Dynamic single-digit growth in Asia/Pacific in Sweet and Beverages, especially in Indonesia, Malaysia and China.

639
2018

732
2019

+9.3%
+14.5% reported

Nutrition

Double-digit growth in Pet Food in North and Latin America. ADF/IDF contributed as expected after closing in November, +€32 million.

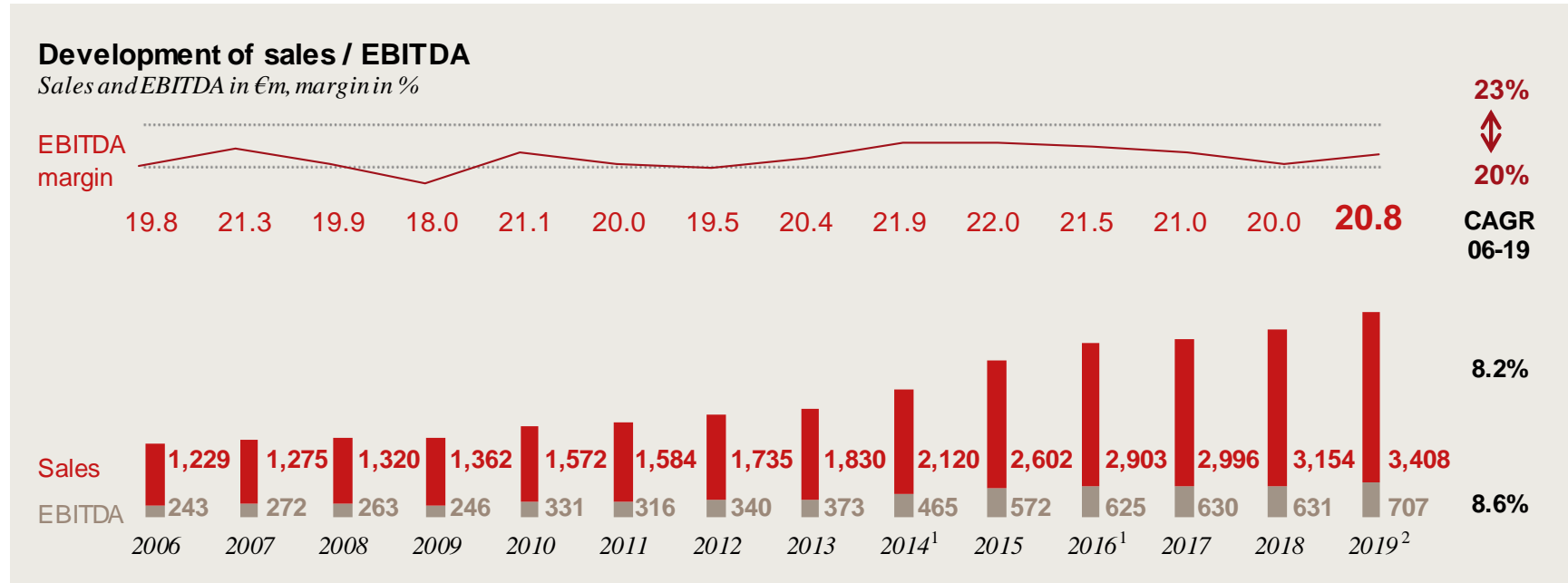
Sales by region in 2019

Dynamic growth in Emerging Markets



Sales and EBITDA

Outstanding track record



¹ Adjusted for transaction and integration costs as well as one-off valuation effects related to business combinations

² Adjusted for transaction and integration costs related to business combinations; including IFRS 16 effect

Share price performance +42 % in 2019

Very attractive dividend and long-term value creation

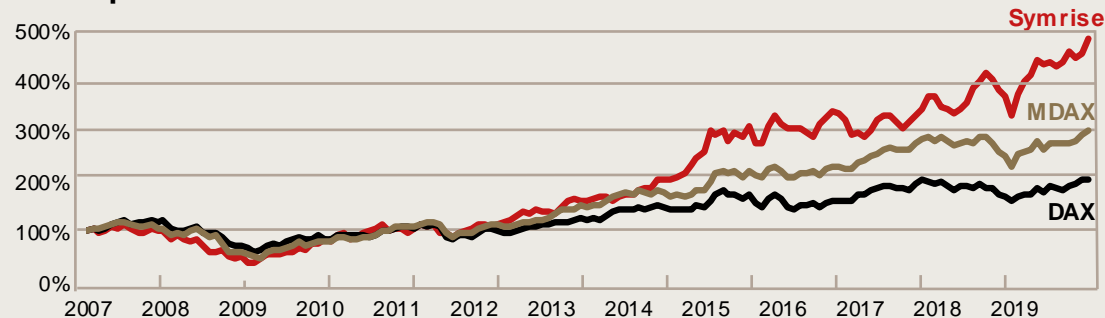


Dividend 2007 – 2019

Per share in € cents



Share price 2007 – 2019



Comments

Continued positive share price development; exceeding German DAX and MDAX +42 % in 2019

Attractive dividend proposal
95 € cents per share for 2019

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2 Financials 2019

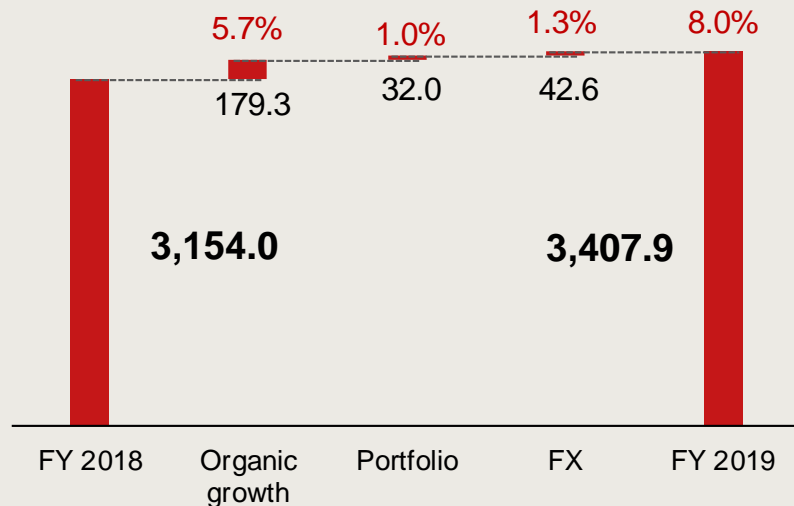
Group 2019

Another year of strong organic growth



Sales development

In €m



Comments

Strong organic growth of 5.7% driven by good demand and good capacity utilization in all segments and regions.

— **Portfolio effect** from ADF/IDF with sales of €32m.

— **Positive currency effect of €43m** mainly driven by stronger USD.

Group 2019

Profitability growing faster than top-line



In €m	2018	2019	2019 ¹ normalized	Var. %	Comments
Sales	3,154	3,408	3,408	8.0	<p>Gross profit increase of 10 % mainly due to under proportional raw material price increases. Gross margin increase from 39.4% to 40.1% reflects eased raw material markets in 2019.</p> <p>—</p> <p>EBITDA(N) increased by €76m to a 20.8% margin.</p> <p>—</p> <p>Higher depreciation driven by last years investments and IFRS 16 adoption.</p> <p>—</p> <p>EBIT(N) increase of €47m (+10.7%) underlines the profitable growth.</p>
Gross profit	1,241	1,367	1,367	10.1	
EBITDA	631	691	707	12.2	
<i>EBITDA margin in %</i>	20.0	20.3	20.8		
Depreciation	92	124	124	33.6	
Amortization	104	103	103	-0.9	
EBIT	434	464	481	10.7	
<i>EBIT margin in %</i>	13.8	13.6	14.1		

¹ Adjusted for transaction and integration costs; including IFRS 16 effect

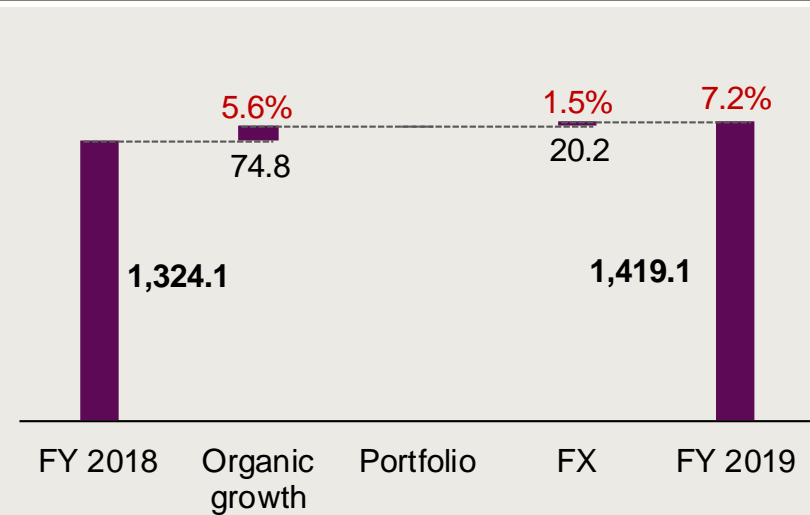
Scent & Care 2019

Strong sales growth on good margin level



Sales development

In €m



Short P&L

In €m

	2018	2019	Var. %
Sales	1,324	1,419	7.2
EBITDA	254	278	9.3
EBITDA margin	19.2%	19.6%	
EBIT	192	203	6.0

Comments

Dynamic business momentum in Fragrances, with double-digit growth in Fine Fragrances. **Cosmetic Ingredients and Aroma Molecules** with moderate growth (after double-digit growth in FY 2018).

Margin up to 19.6% despite a continuing difficult raw material market in 2019 (Citral crisis).

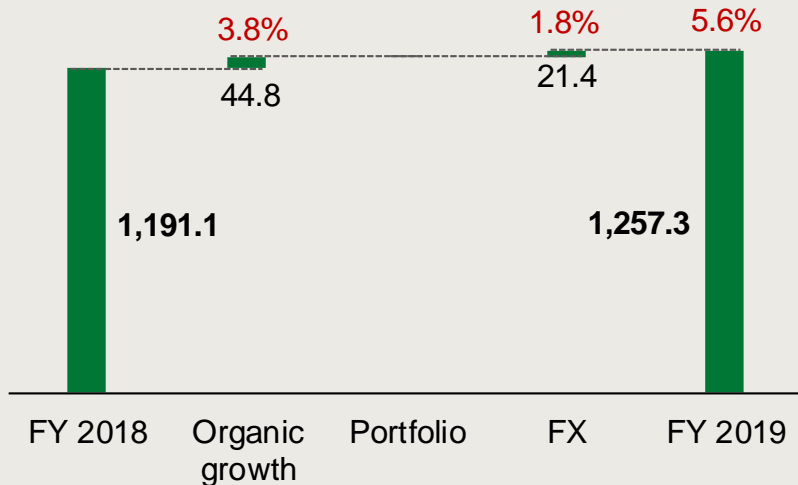
Flavor 2019

Profitability increased at a high level



Sales development

In €m



Short P&L

In €m

	2018	2019	Var. %
Sales	1,191	1,257	5.6
EBITDA	244	269	10.1
EBITDA margin	20.5%	21.4%	
EBIT	193	209	8.4

Comments

Slower growth compared to 2018 due to limited price increase opportunities.

Strong demand particularly in Asia/Pacific (mainly sweet and beverage applications).

Margin increase to 21.4 % related to a more favorable product mix.

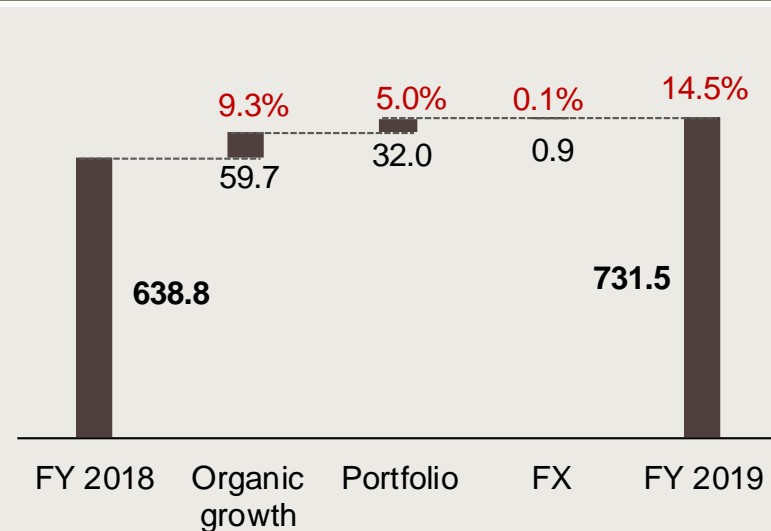
Nutrition 2019

Strong growth in Pet Food



Sales development

In €m



Short P&L

In €m

	2018	2019	2019 ¹	Var. %
Sales	639	732	732	14.5
EBITDA	132	144	161	21.5
<i>EBITDA margin</i>	20.7%	19.7%	22.0%	
EBIT	49	52	68	38.2

Comments

*Very strong dynamics in **Pet Food** mainly in the Americas, driven by global and regional customers.*

— **Successful start of ADF/IDF** since closing in November 2019.

— **Profitability on a very healthy level** of 22%.

¹ Adjusted for transaction and integration costs; including IFRS 16 effect

EPS

New record level of €2.25



<i>In €m</i>	2018	2019	2019 ¹ Normalized	Var. %	Comments
EBIT	434	464	481	10.7	<p>Normalized Financial result <i>excludes a positive USD hedge effect of €10m for ADF/IDF acquisition.</i></p> <p>—</p> <p>Normalized Income tax rate decreased to 27.1%(28.1%) <i>mainly due to higher earnings in countries with lower tax rates and accelerated depreciation allowances.</i></p> <p>—</p> <p>Normalized EPS² <i>on new record level of €2.25 despite 5.6m new shares issued in February 2019 .</i></p> <p>—</p> <p>Dividend <i>of €0.95 to be proposed at AGM on 6 May 2020.</i></p>
Financial result	-45	-46	-56	24.0	
EBT	389	418	425	9.2	
Income tax	-109 (28.1%)	-113	-114 (27.1%)	4.6	
Net income²	275	298	304	10.2	
EPS* in €	2.12	2.21	2.25	6.1	

¹ Adjusted for transaction and integration costs; including IFRS 16 effect

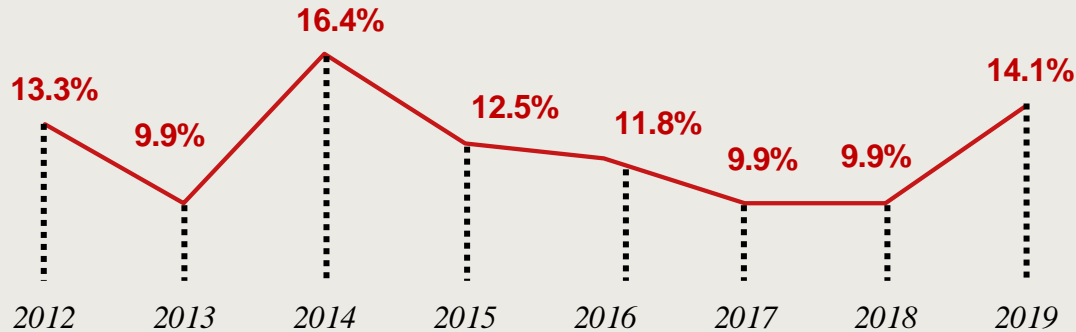
² Attributable to shareholders of Symrise AG

Business Free Cash Flow (BFCF)

Strong cash delivery compared to 2018



BFCF as % of Sales



Definition of BFCF: $\frac{EBITDA - CAPEX + \text{Change in Working Capital}}{\text{Sales}}$
= Business Free Cash Flow

BFCF increased by 53% to €476m
= 14.1% of sales

Strong EBITDA growth

Working Capital growth *below top-line growth*

CAPEX 5.3% of sales (€182m) *after 7.2% (€226m) in 2018*

Ambition 2020

BFCF around 14% of sales

Balance sheet

Solid financial position with equity ratio of 41.4 %

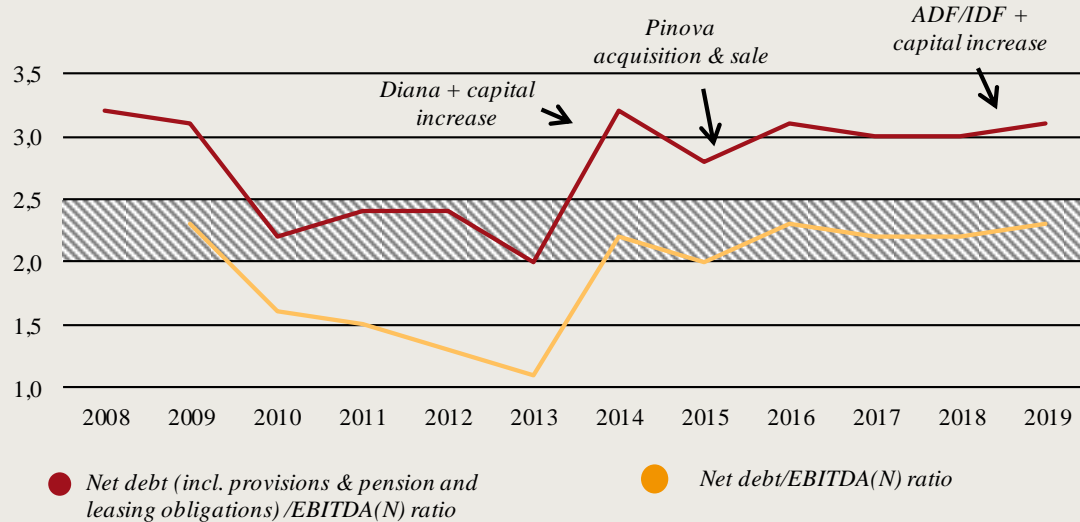


Assets In €m	Equity and Liabilities In €m	Comments
<p>4,920</p> <p>Cash & equiv. 280</p> <p>Trade receivables 596</p> <p>Inventories 845</p> <p>Intangibles & PPE 2,948</p> <p>Other 251</p> <p>FY 2018</p>	<p>5,957</p> <p>Trade payables 332</p> <p>Borrowings 1,966</p> <p>Pensions 605</p> <p>Other 422</p> <p>Deferred tax liabilities 168</p> <p>Equity 2,464</p> <p>FY 2019</p>	<p>Increase in Intangibles & PPE mostly driven by ADF/IDF transaction.</p> <p>—</p> <p>Borrowings: New Promissory Loan (Schuldschein/€250m) and term loan (€200m) for ADF/IDF.</p> <p>—</p> <p>Pension provisions increased by €92m reflecting reduction in German interest rates from 2.0% to 1.2%.</p> <p>—</p> <p>Other liabilities increased by €96m due to IFRS 16 leasing.</p> <p>—</p> <p>Equity increase of €400m for ADF/IDF.</p>
<p>5,957</p> <p>446</p> <p>648</p> <p>889</p> <p>3,716</p> <p>258</p> <p>FY 2019</p>	<p>4,920</p> <p>316</p> <p>1,659</p> <p>513</p> <p>316</p> <p>172</p> <p>1,944</p> <p>FY 2018</p>	

Net debt development

Covenant in long-term target range

Net debt / EBITDA(N)



Status Quo

- Net debt² of €1,617m reflects 2.3 x EBITDA(N)
- Net debt² including pensions and similar obligation of €2,222m reflects 3.1 x EBITDA(N)

Ambition

- Long-term target of 2.0 to 2.5 x EBITDA (incl. pensions)
- Unchanged since IPO
- Top priority: Remain an investment grade profile

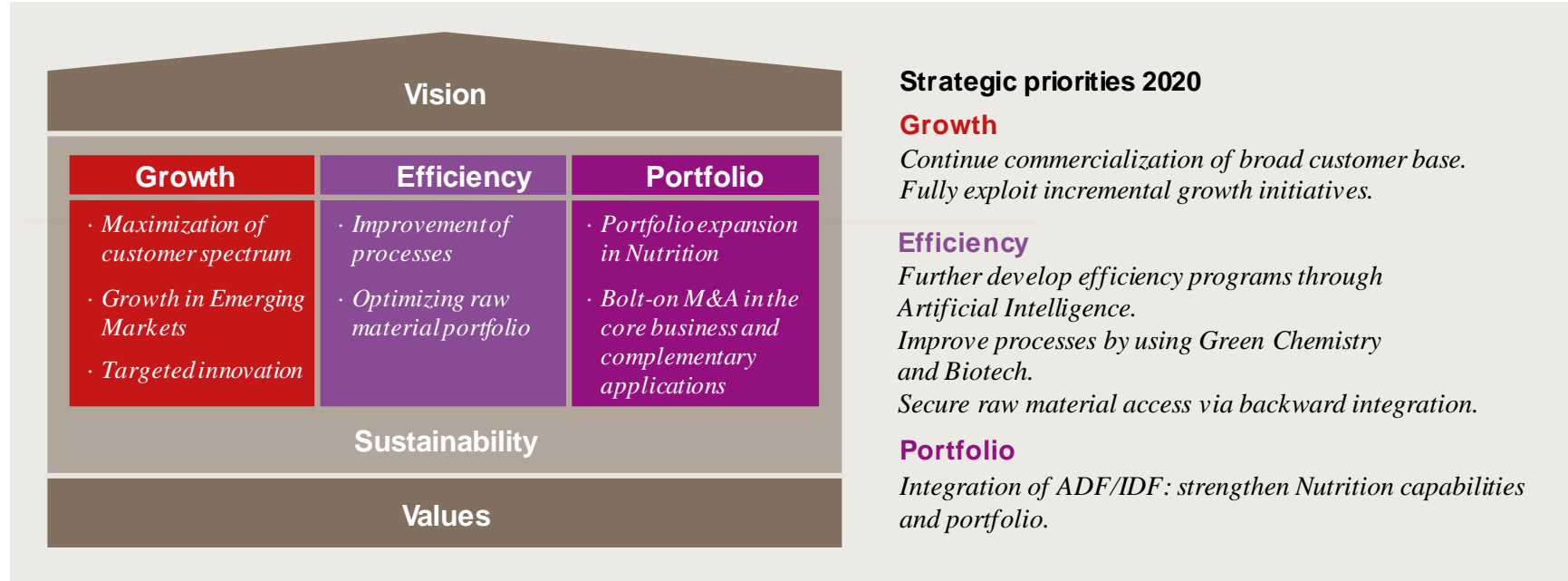
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3 Strategic initiatives

Outlook

Corporate strategy will continue *individual levers specified for 2020*



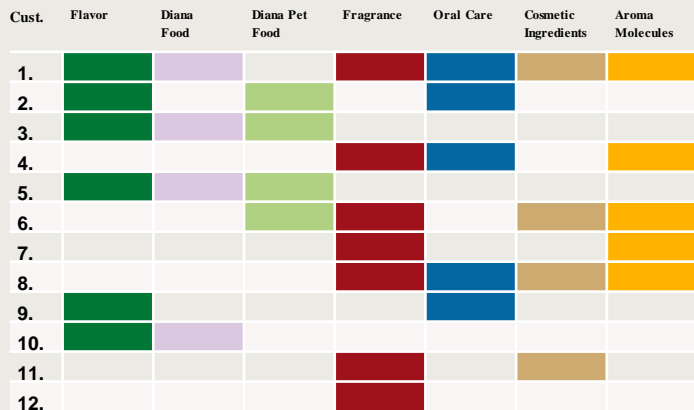
Pillar Growth

Exploiting full potential of customer and markets



Symrise's 12 largest customers

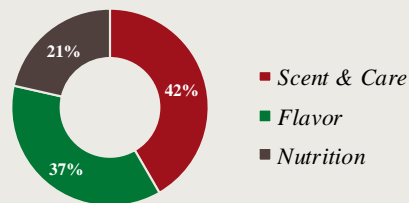
Distribution by Division / Application



- Multiple touchpoints with clients
- The largest customer constitutes only 5% of overall sales

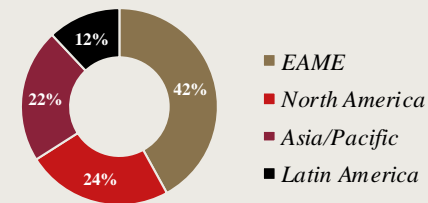
Sales distribution

by Segment



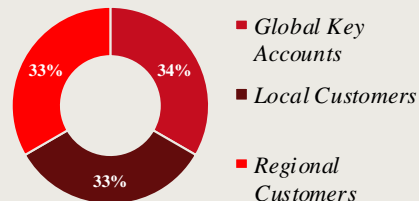
Sales distribution

by Region



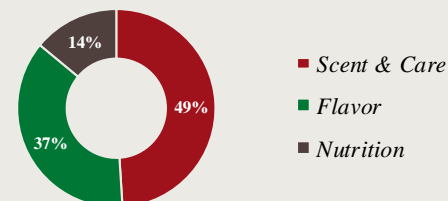
Sales distribution

by Customer Type



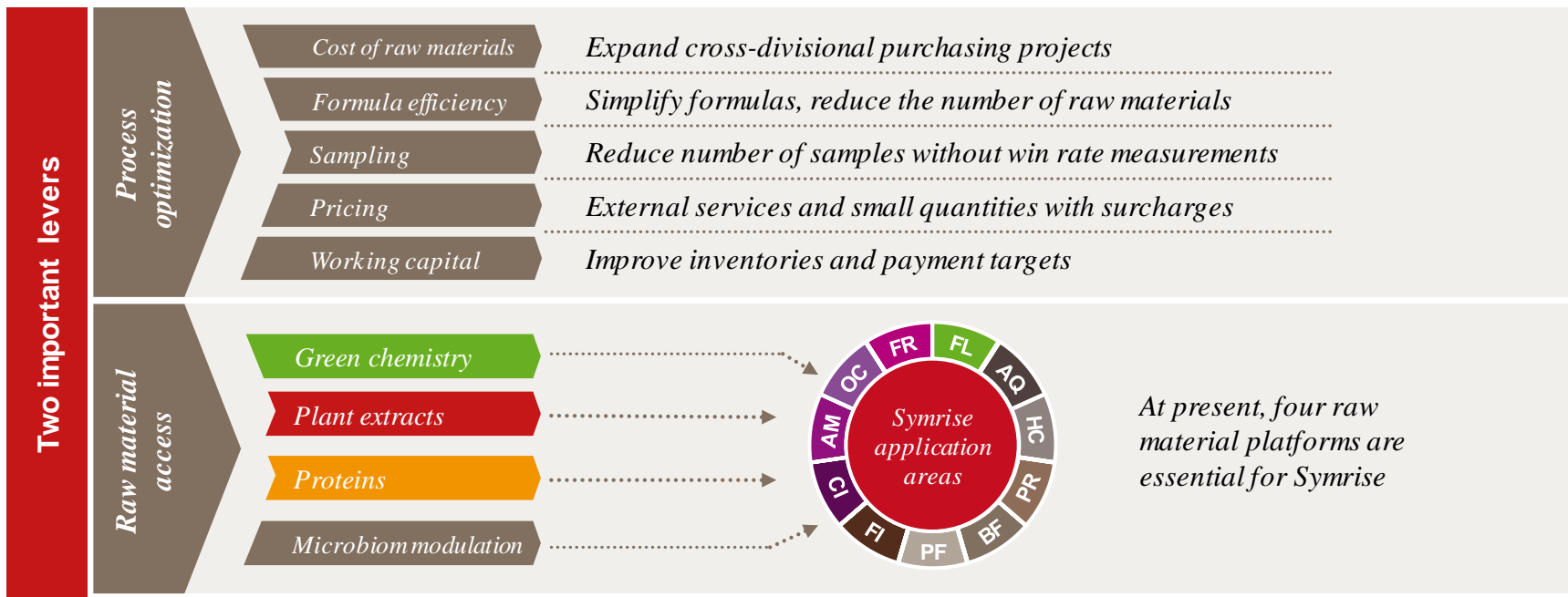
Innovation – enabler for growth

Expenses by segments / total spend €213m



Pillar Efficiency

Focus on sustainable processes and raw material access



Pillar Portfolio

Innovation through networking of competencies

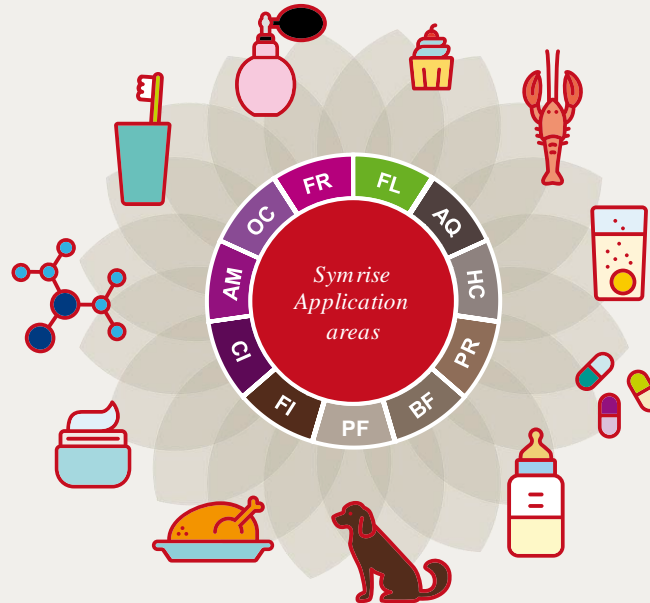


We have *successfully expanded our competencies over the past five years.*

We generate more than one third of our sales *outside the traditional F&F business.*

We have leading positions in *various fields of application.*

We focus on sustainable technologies *as an enabler for innovation.*



Our focus is on leveraging growth opportunities

Symrise remains clear sustainability leader

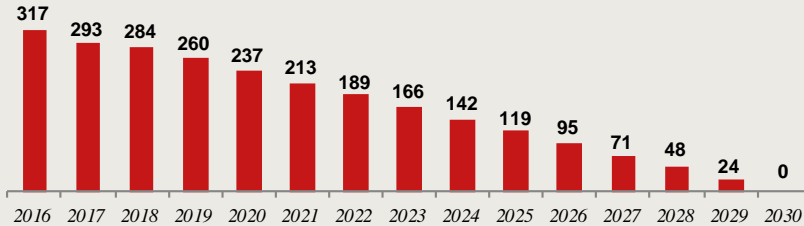
Climate protection and biodiversity key focus areas



Climate protection

- Climate positive from 2030 onwards
- Science-based target: reduce carbon emissions by 7.2% pa
- Purchase total electricity from renewable sources by 2025

Tons CO₂/€m added value

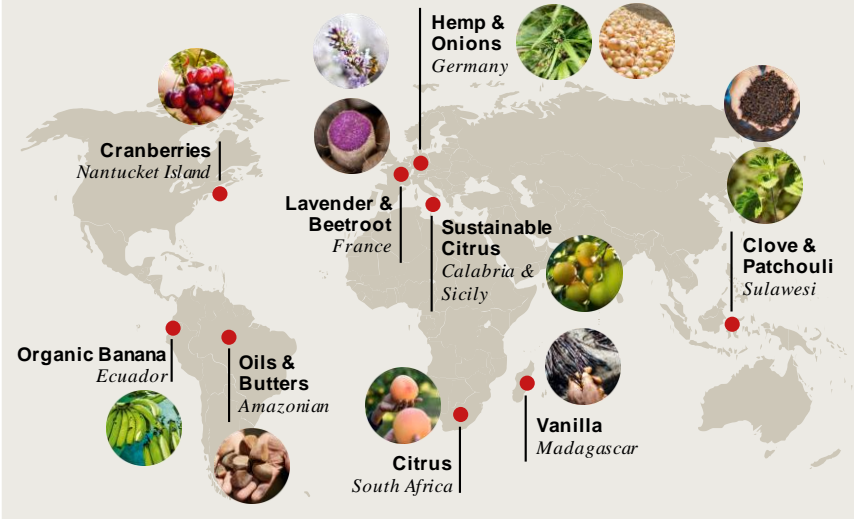


Carbon Disclose Project Ratings 2019

Climate: A / Water: A / Forest: A-

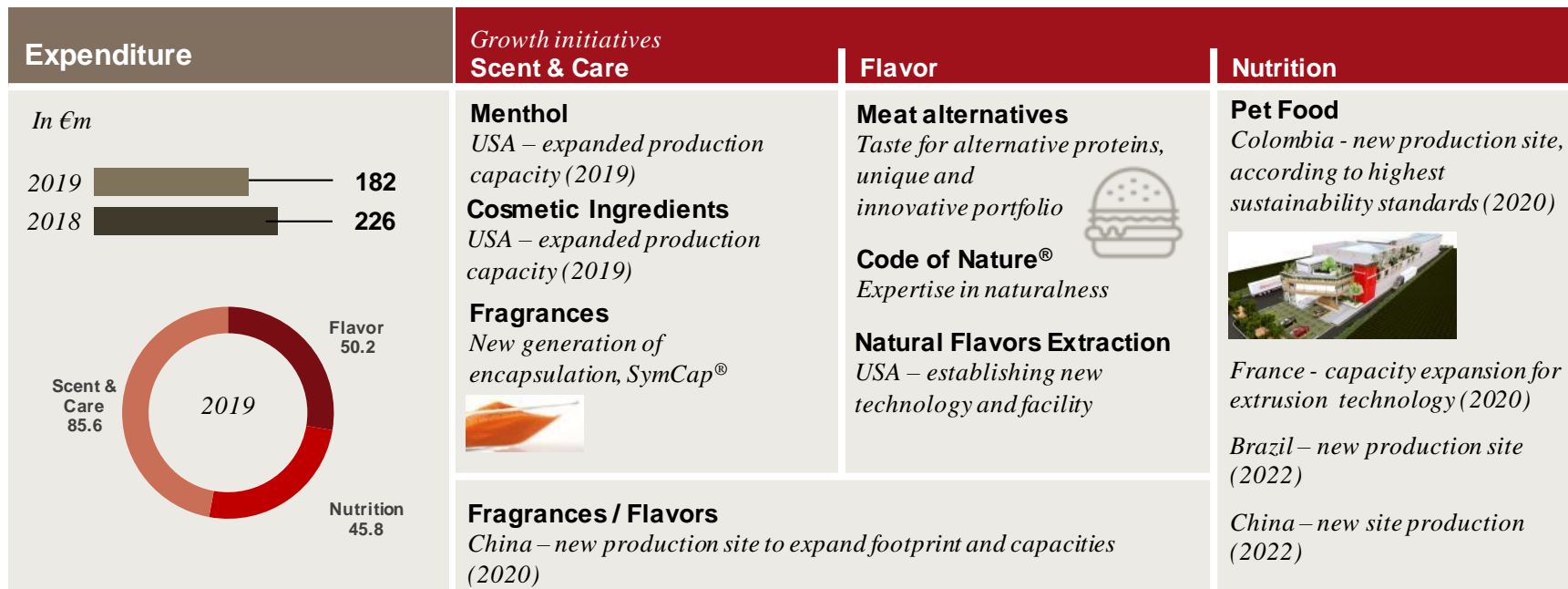
Backward integration in natural raw materials

with strong focus on biodiversity and social support for local communities



Investments and growth initiatives

Capacity expansion and innovation driving growth



Alternative proteins

Princess and the Pea – an innovative beverage concept



First alternative milk drink – launched by Symrise subsidiary Drinkstar

Five flavors

Plant protein content comparable to classical milk drinks

Vegan, sugar-free, rich in protein and calcium

Outlook 2020

Confident to achieve targets



Targets 2020

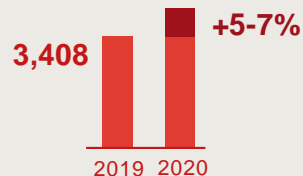
Growth faster than the relevant market

Growth



Organic growth

€m



Profitability

EBITDA margin



Business Free

Cash Flow (% of sales)



Growth dynamics

Added competencies and further diversified product portfolio *through acquisition of ADF/IDF.*

—
Launch of new product solution and capacity expansion *in fast growing and high-margin segments and markets.*

—
Efficiency programs *with focus on processes, e.g. Green Chemistry and Biotech, and expansion of backward integration of raw materials.*

Objectives 2025

supported by our proven strategy



Financial goals	until 2020	→	until 2025
Sales growth	5 – 7 % pa (CAGR)	→	5 – 7 % pa (CAGR)
Sales in Emerging Markets	> 50 %	→	> 50 %
Customer mix	1/3 global, regional, local	→	1/3 global, regional, local
EBITDA margin	19 – 22 %	→	20 – 23 % due to more favorable product mix
CAPEX	5 – 6 %	→	4 – 5 % by 2022 most of the major invests completed
Dividend	30 – 50 %	→	30 – 50 % planned to be continued
Sustainability goal			
Environment	33 % improvement of footprint	→	50 %* improvement of footprint

*Science-based target (SBT) 2016-2025

Symrise Supervisory Board

two highly experienced candidates for election at AGM in May



Michael König (56)



Appointed by District court to the Board effective 15 January 2020. He will stand for election at AGM, 6 May 2020

Michael König is CEO of Norwegian Elkem ASA, Oslo. He held a number of management positions in Germany and China such as with China National Bluestar. At Bayer AG he was Board member, responsible for Human Resources, Technology and Sustainability and the regions Asia/Pacific, Africa and Middle East.

Michael König has a degree in Chemical process engineering.

Peter Vanacker (54)



**Nominated for the Supervisory Board, 4 March 2020
He will be nominated for election at AGM, 6 May 2020**

Peter Vanacker is CEO of Finnish Neste Corporation. In his thirty-years professional career, he gained extensive management experience in an international environment, such as CEO of CABB Group or as Chief Marketing and Innovation officer Material Science at Bayer AG.

Peter Vanacker has a degree in Chemical engineering.

Financial Calendar 2020

28 April

Q1 2020 trading statement

06 May

Annual General Meeting

06 August

H1 2020 results

29 October

9M 2020 trading statement

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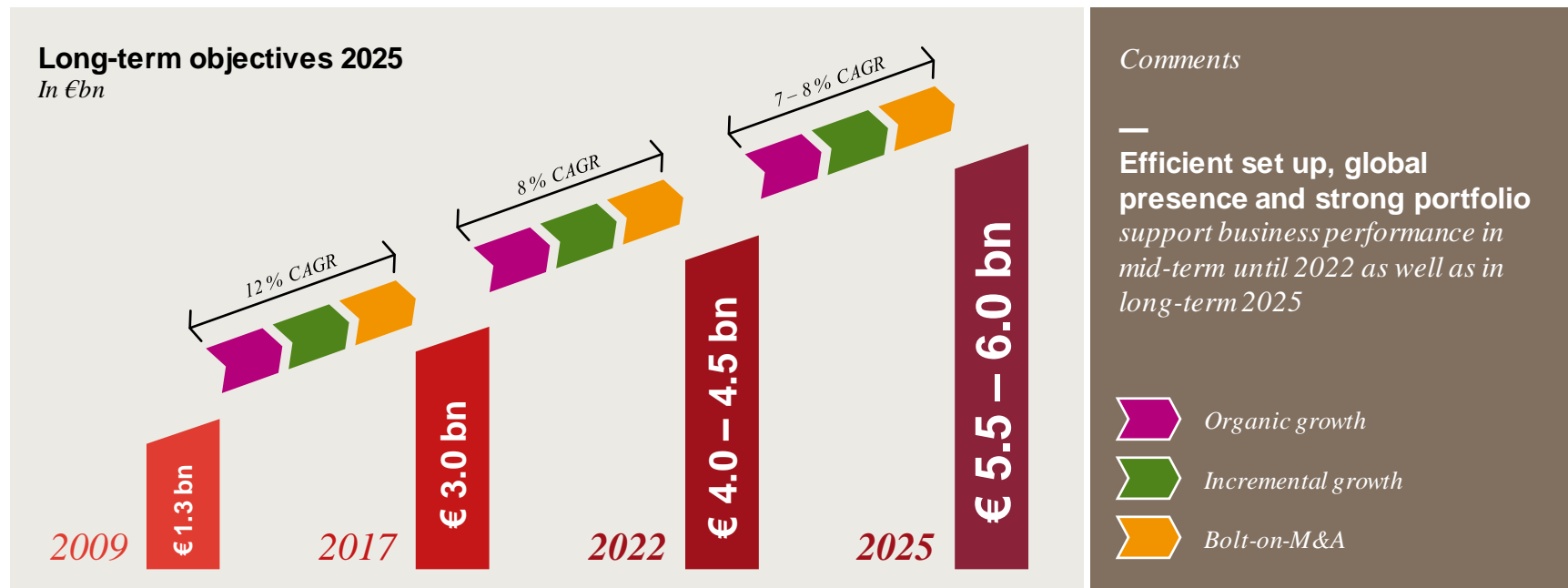
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This document contains forward-looking statements, which are based on the current estimates and assumptions by the corporate management of Symrise AG. Future performance and the results actually achieved by Symrise AG and its affiliated companies depend 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.

Back up

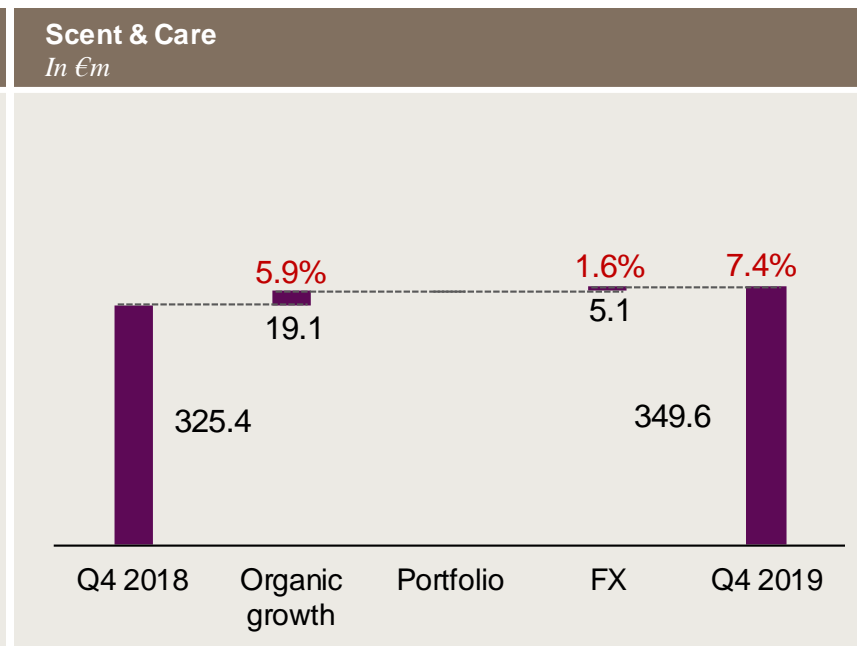
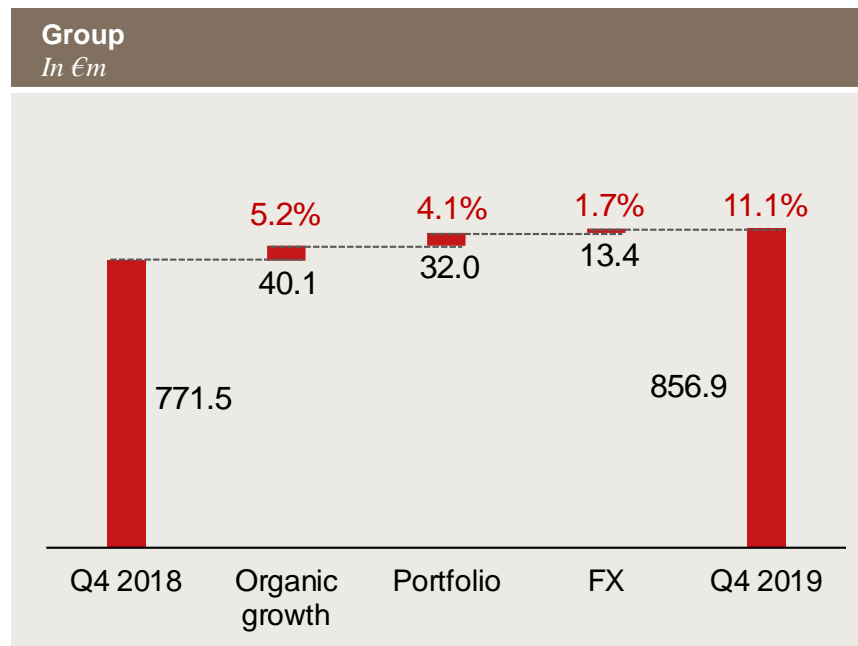
Long-term growth objective 2025

Doubling sales



Q4 2019

Group and S&C

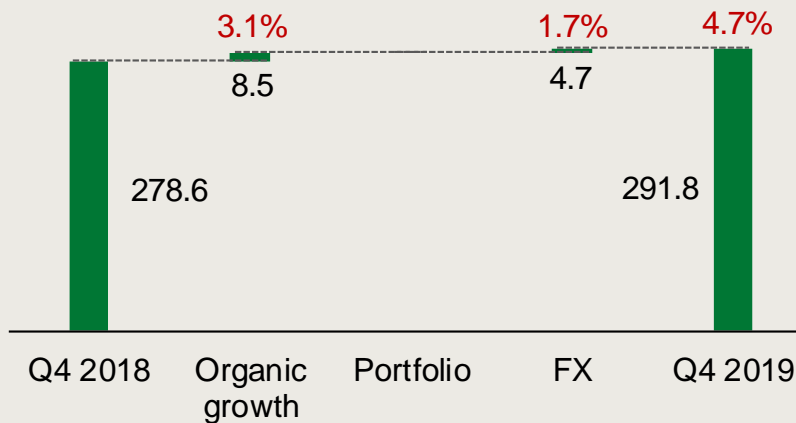


Q4 2018

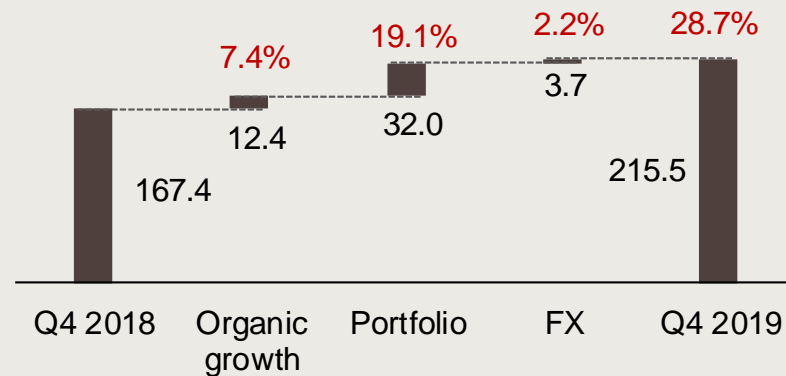
Flavor and Nutrition



Flavor
In €m



Nutrition
In €m

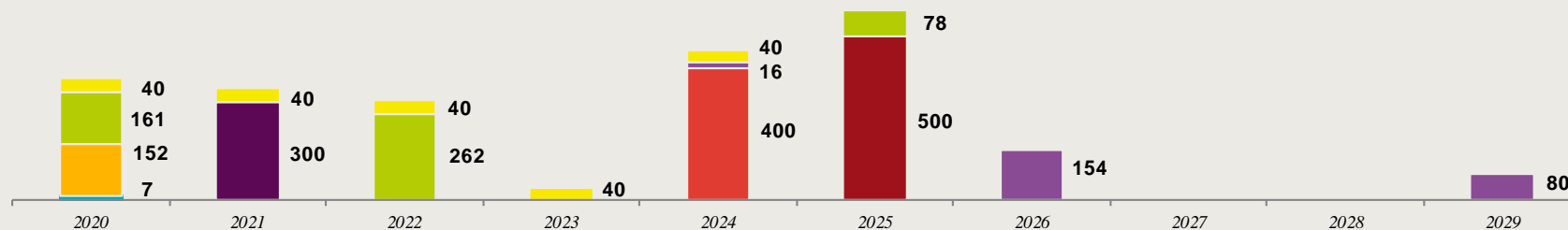


Maturity profile

Balanced maturity profile with low refinancing risks

Maturity Profile

In €m



■ EIB 2013

\$ 90m

7y

■ US Private Placement 2010

\$ 175m

10y

■ Revolver 2015

€ 300m

6y

■ Bond 2019

€ 500m

6.5y

Coupon 1.25%

■ Promissory Loan Notes 2015

€ 500m

5, 7, 10y

■ Convertible

€ 400m

7y

Coupon 0.2375%
Conversion rate
€ 91.8595 at emission

■ Promissory Loan Notes 2019

€ 250m

5, 7, 10y

■ Term Loan 2019

€ 200m