

Results for the *Financial Year 2020*

Agenda

Overview



-
- 1** 2020 at a Glance
- 2** Financials 2020
- 3** Strategic Initiatives / Outlook
-

1
2020 at a Glance

Financial highlights FY 2020

Symrise continues profitable growth in a challenging year



Sales

€ **3.520** bn

+ 3.3 % in reporting currency

+ 2.7 % organic growth

Business Free Cash Flow ¹

€ **564** m

16.0 % of sales

+ 18 % vs. last year

Dividend proposal

€ **97** cents

per share

EBITDA margin

21.1 %

EBITDA + 5.8 % to € 742 m

Net income ²

€ **307** m

Earnings per share ² € 2.27

CapEx

€ **159** m

4.5 % of sales

¹ Business Free Cash Flow = EBITDA(N) – CapEx +/- changes in Working Capital (see Appendix chart 33)

² Attributable to shareholders of Symrise AG

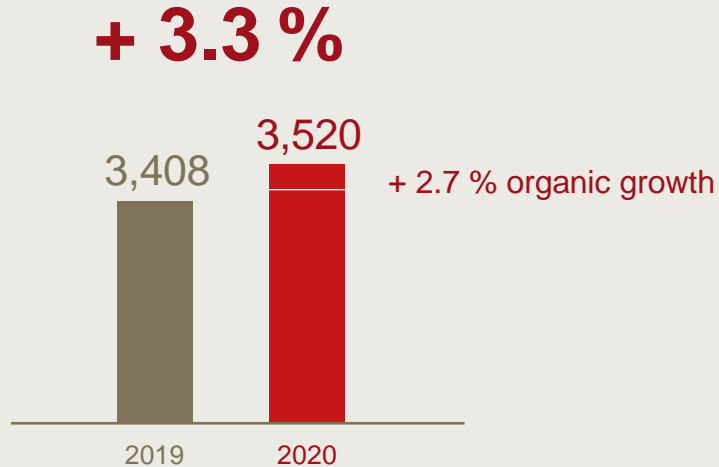
Sales 2020

Continued growth despite corona and cyber attack in Q4



Symrise Group

In €m (sales growth in %)



Comments

+ 2.7 % organic sales growth

Driven by all segments

+ 3.3 % sales growth in reporting currency

Negative FX-effect of € 152 million

ADF/IDF with good start,
contributed + € 209 million sales

Sales by segment in 2020

Organic growth across all segments



in €m/organic growth in %



Scent & Care

Growth in Fragrance with good growth in consumer care in all regions; Cosmetic Ingredients grew in actives and Aroma Molecules grew in menthol.



Flavor

Mid single digit growth in savory applications could not compensate sweet and beverages. Latin America with growth in all business units

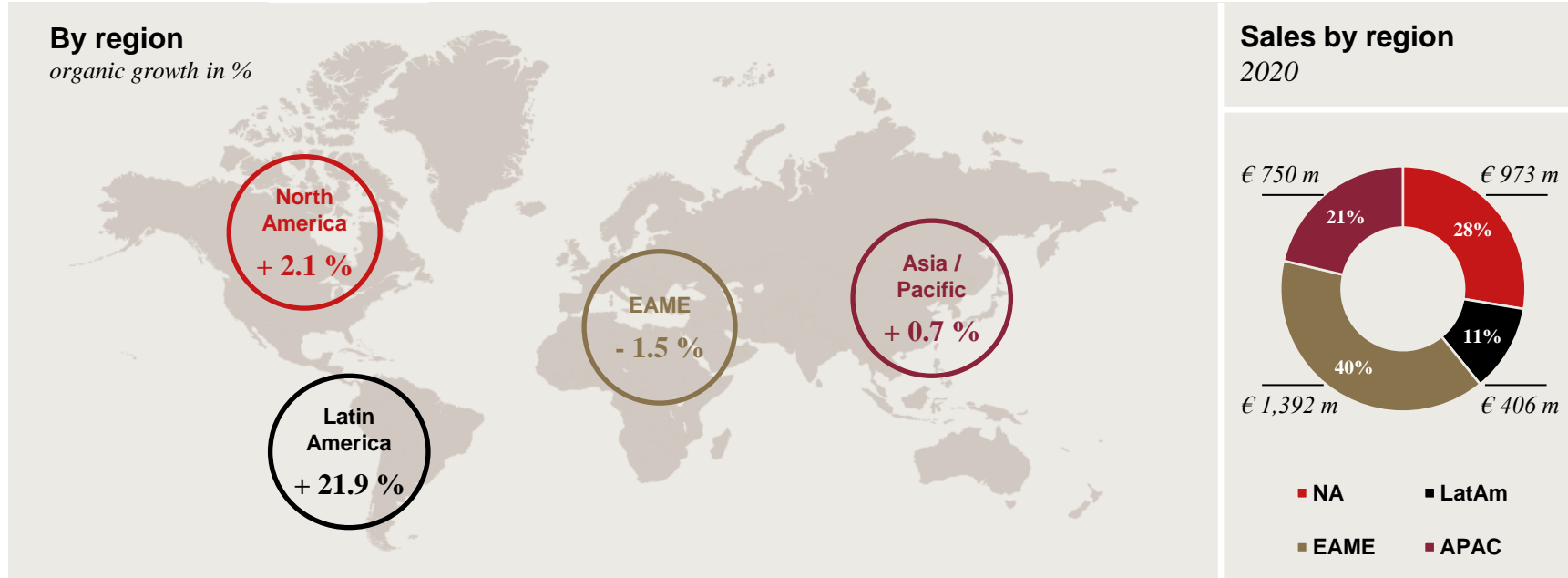


Nutrition

Strong growth in pet food while food suffered from corona related lockdowns

Sales by region in 2020

Americas as growth drivers / slight decrease in EAME



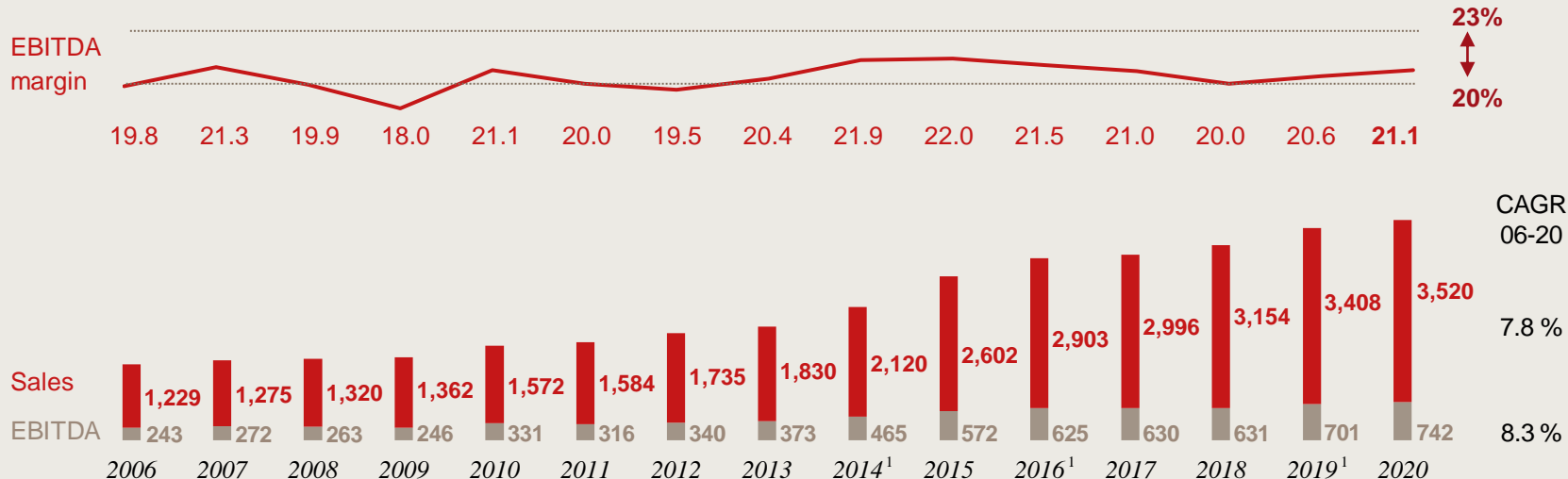
Sales and EBITDA

Outstanding track record



Development of sales / EBITDA

Sales and EBITDA in €m, margin in %



¹ 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.

Share price performance + 16 % in 2020

Very attractive dividend and long-term value creation

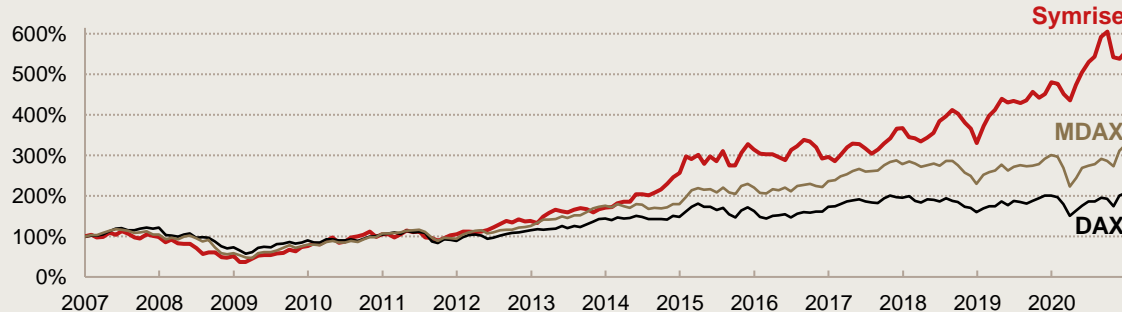


Dividend 2007 – 2020

Per share in € cents



Share price 2007 – 2020



Comments

Continued positive share price development; exceeding German DAX and MDAX + 16 % in 2020

Attractive dividend proposal
97 € cents per share for 2020

Company targeted by criminal cyber attack

Temporary shut down of major operational activities



Cyber attack December 2020

The company had to shut down essential IT systems across the group when it became aware of a serious criminal cyber attack by unknown perpetrators with blackmailing intent.

Symrise has shielded its IT infrastructure and brought important systems back up as quickly as possible.

Customer appreciated the immediate dialogue, to prioritize orders. We work on backlogs, to minimize lead times, additional shifts have been put in place.

—
Until December Symrise was fully on track to achieve the organic sales target of the upper end of 3-4 % (2.7 % finally achieved).





2
Financials 2020

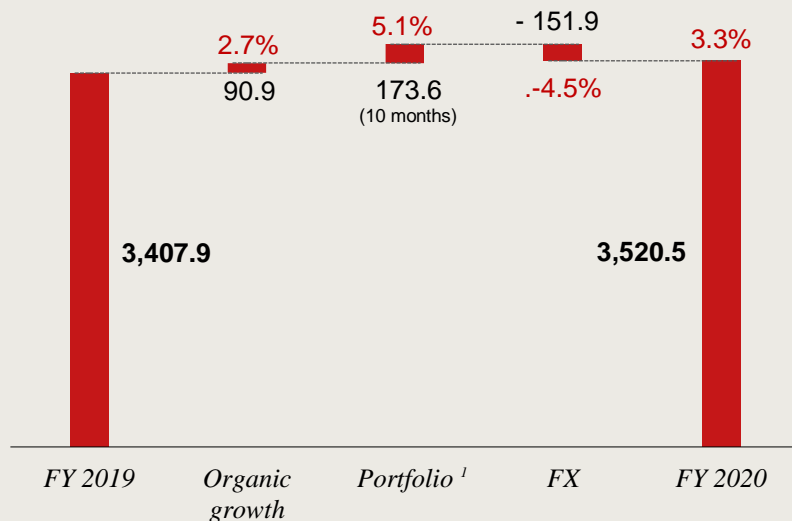
Group 2020

Organic growth of 2.7 % despite pandemic and cyber attack



Sales development

In €m



Comments

Organic growth of 2.7 % as a result of positive and negative deviations caused by corona related changes in customer demand (while the market grew only 1 % according to IAL) and despite cyber attack in Q4

—
Total sales contribution from ADF/IDF with sales of € 209 m

—
Negative currency effect of € 152 m driven by almost all currencies, mainly from high inflation of BRL and ARS as well as USD and MXN

¹ Acquisitions

Group 2020

High Profitability – EBITDA increase of 5.8 %



<i>In €m</i>	2019 ¹	2019 normalized ^{1,2}	2020	Var. %	Comments
Sales	3,408	3,408	3,520	3.3	<p>Gross profit increase of 2.2 % below sales growth of 3.3 % due mainly to higher manufacturing cost quota at ADF/IDF. But RMC - 1.3%ppt below 2019</p> <p>—</p> <p>EBITDA increase of 5.8 % supported by ADF/IDF and due to corona related lower travel and R&D costs reaching a margin of 21.1%</p> <p>—</p> <p>Higher depreciation and amortization driven by last years' investments and acquisitions</p> <p>—</p> <p>EBIT increase of +3.4 %</p>
Gross profit	1,361	1,361	1,390	2.2	
Gross margin %	39.9	39.9	39.5		
EBITDA	685	701	742	5.8	
EBITDA margin %	20.1	20.6	21.1		
Depreciation	124	124	137	10.3	
Amortization	106	106	118	11.4	
EBIT	455	472	488	3.4	
EBIT margin %	13.4	13.8	13.8		

¹ FY 2019 restated for finalized ADF/IDF Purchase Price Allocation.

² Adjusted for transaction and integration costs related to business combinations.

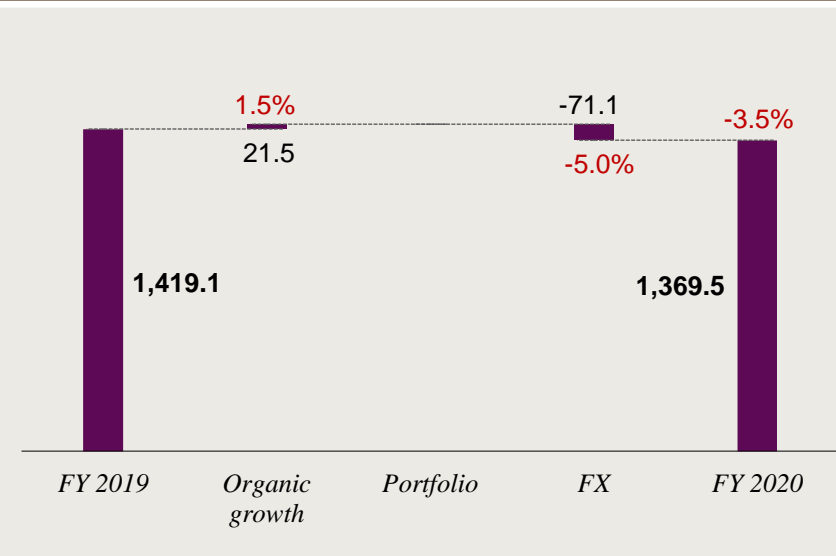
Scent & Care 2020

Slight sales growth on stable margin level



Sales development

In €m



Short P&L

In €m

	2019	2020	Var. %
EBITDA	278	272	-2.3
EBITDA margin	19.6 %	19.8 %	
EBIT	203	193	-5.2
EBIT margin	14.3 %	14.1 %	

Comments

Corona related changes in consumer behavior. Fragrance with single digit growth due to strong Consumer Fragrances and Oral Care, **Cosmetic Ingredients and Aroma Molecules** slightly below previous year, suffering from lower demand for UV-filters and fragrance ingredients. Additional burden from the cyber attack in Q4

—
Margin reached 19.8 % (19.6 % in 2019)

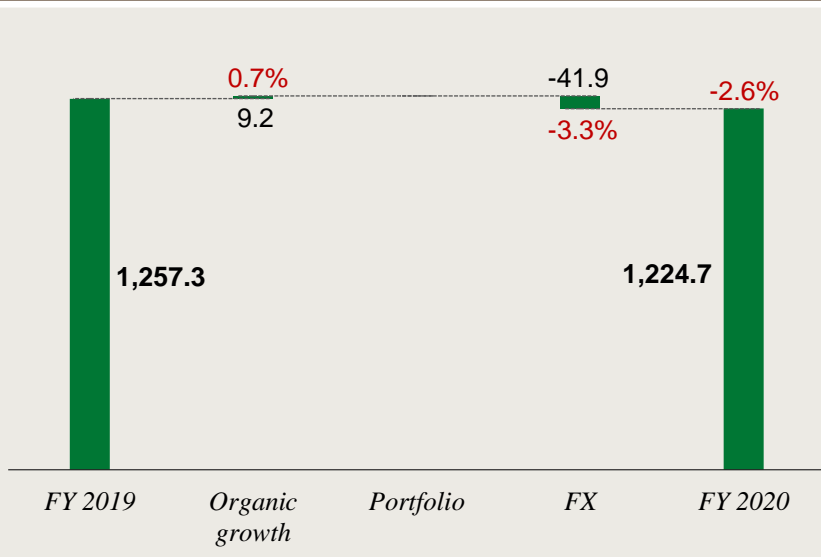
Flavor 2020

High profitability despite lower growth



Sales development

In €m



Short P&L

In €m

	2019	2020	Var. %
EBITDA	268	267	-0.5
EBITDA margin	21.4 %	21.8 %	
EBIT	209	207	-1.0
EBIT margin	16.7 %	16.9 %	

Comments

Organic growth of 0.7 % as a result of the cyber attack and of the change in consumer behavior in the Corona crisis. *Decrease in out of home consumption mainly in beverages and sweets. Higher demand for savory applications*

Margin increase to 21.8 % (21.4 % in 2019) *related to stable raw material costs*

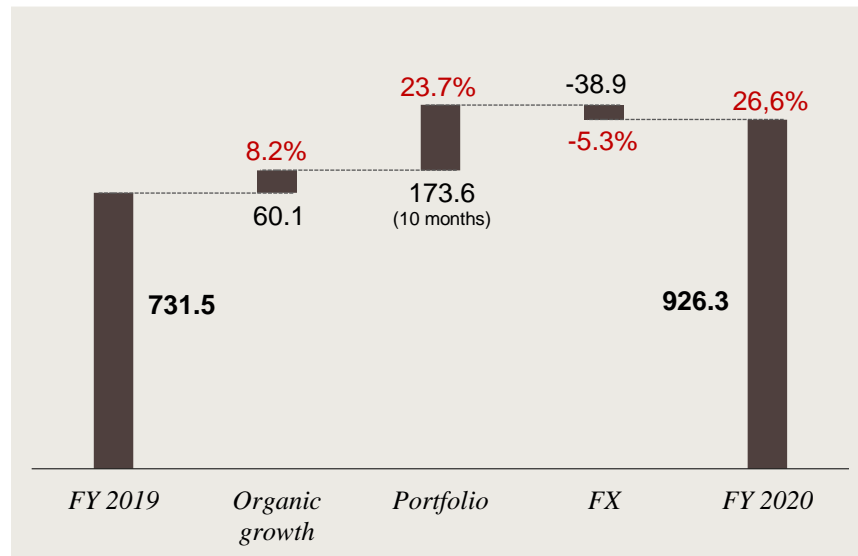
Nutrition 2020

Growth driver Pet Food



Sales development

In €m



Short P&L

In €m

	2019 ¹	2019 normalized ^{1,2}	2020	Var. %
EBITDA	139	155	204	31.4
EBITDA margin	18.9 %	21.2 %	22.0 %	
EBIT	43	59	87	48.4
EBIT margin	5.8 %	8.1 %	9.4 %	

Comments

Pet Food with strongest growth in all regions while Food suffered from lower out of home consumption in the pandemic

— **ADF/IDF above expectations** with 209 m€ sales

— **Profitability on a very healthy level** of 22.0 % (21.2 % in 2019)

¹ FY 2019 restated for finalized ADF/IDF Purchase Price Allocation.

² Adjusted for transaction and integration costs related to business combinations.

EPS

New record level of € 2.27



In €m	2019 ¹	2019 ^{1,2} normalized	2020	Var. %	Comments
EBIT	455	472	488	3.4	<p>While the Financial result 2019 normalized included a positive USD hedge effect of € 10 m for ADF/IDF, the financial result 2020 included interest payments to tax authorities and the early refinancing of expiring USPP and promissory note tranches</p> <p>—</p> <p>Income tax rate decreased to 25.6 % (27.1 %) primarily due to lower tax rates and a regional perspective changed earnings contribution, mainly from ADF/IDF</p> <p>—</p> <p>EPS on new record level of € 2.27</p> <p>—</p> <p>Dividend of € 0.97 per share to be proposed at AGM on 5 May 2021</p>
Financial result	-46	-56	-64	14.8	
EBT	410	416	424	1.8	
Income tax	-112	-113 (27.1 %)	-109 (25.6 %)	-3.8	
Net income³	291	296	307	3.6	
EPS ³ in €	2.16	2.20	2.27	3.0	

¹ FY 2019 restated for finalized ADF/IDF Purchase Price Allocation.

² Adjusted for transaction and integration costs related to business combinations.

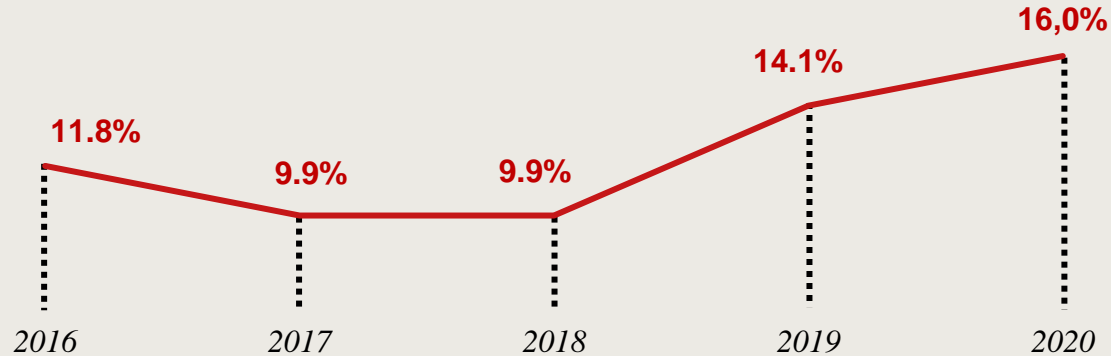
³ Attributable to shareholders of Symrise AG.

Business Free Cash Flow (BFCF)

Stronger than expected and supported by cyber attack



BFCF as % of Sales



BFCF increased by 18 % to € 564 m
= 16.0 % of sales

Strong EBITDA growth

CAPEX 4.5 % of sales (€ 159 m) *after*
5.3 % (€ 182 m) in 2019

Reduction of Working Capital *due to*
cyber attack and lower inventory

Ambition 2021

BFCF >14 % of sales

Balance sheet

Solid financial position with equity ratio of 39.8 %



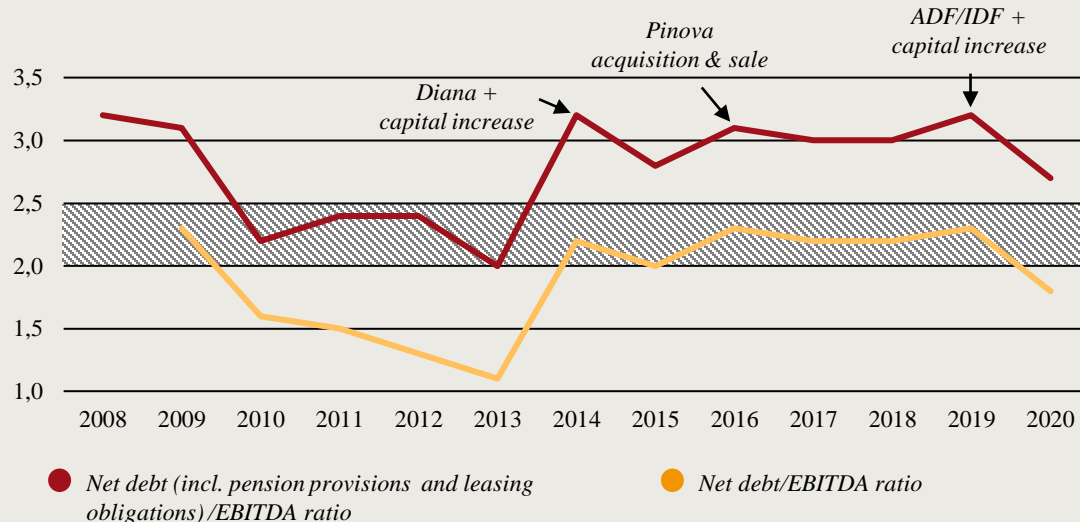
Assets <i>In €m</i>	Equity and Liabilities <i>In €m</i>	Comments																																													
<table border="1"> <caption>Assets (€m)</caption> <thead> <tr> <th>Category</th> <th>FY 2019</th> <th>FY 2020</th> </tr> </thead> <tbody> <tr> <td>Cash & equiv.</td> <td>446</td> <td>725</td> </tr> <tr> <td>Trade receivables</td> <td>648</td> <td>601</td> </tr> <tr> <td>Inventories</td> <td>892</td> <td>863</td> </tr> <tr> <td>Intangibles & PPE</td> <td>3,633</td> <td>3,399</td> </tr> <tr> <td>Other</td> <td>334</td> <td>352</td> </tr> <tr> <td>Total</td> <td>5,953</td> <td>5,940</td> </tr> </tbody> </table>	Category	FY 2019	FY 2020	Cash & equiv.	446	725	Trade receivables	648	601	Inventories	892	863	Intangibles & PPE	3,633	3,399	Other	334	352	Total	5,953	5,940	<table border="1"> <caption>Equity and Liabilities (€m)</caption> <thead> <tr> <th>Category</th> <th>FY 2019</th> <th>FY 2020</th> </tr> </thead> <tbody> <tr> <td>Trade payables</td> <td>332</td> <td>334</td> </tr> <tr> <td>Borrowings</td> <td>1,966</td> <td>1,973</td> </tr> <tr> <td>Pensions</td> <td>605</td> <td>681</td> </tr> <tr> <td>Other</td> <td>425</td> <td>436</td> </tr> <tr> <td>Deferred tax liabilities</td> <td>168</td> <td>154</td> </tr> <tr> <td>Equity</td> <td>2,457</td> <td>2,362</td> </tr> <tr> <td>Total</td> <td>5,953</td> <td>5,940</td> </tr> </tbody> </table>	Category	FY 2019	FY 2020	Trade payables	332	334	Borrowings	1,966	1,973	Pensions	605	681	Other	425	436	Deferred tax liabilities	168	154	Equity	2,457	2,362	Total	5,953	5,940	<p>Increase in cash and cash equivalents (+ 279 m) mainly due to strong cash flow as well as additional liquidity reserves</p> <p>—</p> <p>Decrease in Intangibles & PPE mostly driven by higher depreciation and amortization on ADF/IDF and strong fx-translation effects</p> <p>—</p> <p>Pension provisions increased by €76m reflecting a further reduction in German interest rates from 1.2 % to 0.7 %</p> <p>—</p> <p>Slight decrease in Equity by €95m partly due to negative fx-translation effects</p>
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Net debt development

Returning to long-term target range after acquisitions



Net debt / EBITDA(N)



Status Quo

· Net debt of € 1,348 m (€ 1,617 m in 2019) reflects 1.8 x EBITDA

· Net debt including pension provisions and leasing obligation of € 2,029 m reflects 2.7 x EBITDA

Ambition

· Long-term target of 2.0 to 2.5 x EBITDA (incl. pensions provisions)

· Unchanged since IPO

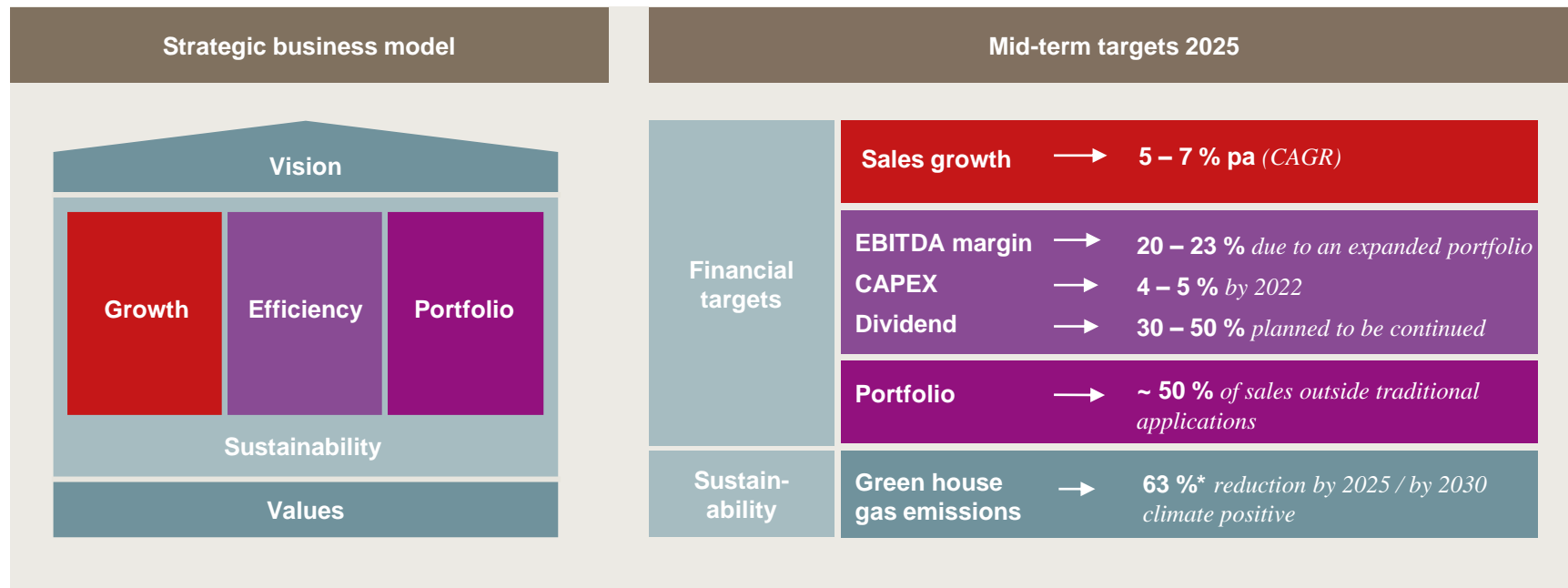
· Top priority: Remain an investment grade profile

3

Strategic initiatives

Corporate strategy

Mid-term targets 2025 remain in place



*Science-based target (SBT) 2016-2025

Organizational Development Flavor & Nutrition

Both segments under one umbrella



To prepare the future serving growth and profitability by combining Flavor and Nutrition

Unique Portfolio of ingredients and solutions across *Taste*, *Nutrition* and *Health* - for human food, pet food and other animal nutrition activities, including aqua feed



One leadership team
Streamlining core functions,
e.g. supply chain / regulatory



One research agenda
Expand position through
combination of taste and
food solutions



Flavor & Nutrition
President Jean-Yves Parisot

*“The combination of both DNA’s
will generate a stronger business,
it is a natural evolution”*



One strategic approach
Better customer penetration.
Centrally managed Key Accounts



Gain top and bottom line synergies
by a further differentiated
portfolio and lean organization

Flavor & Nutrition

Strong global set up of competencies and infrastructure



Key Figures

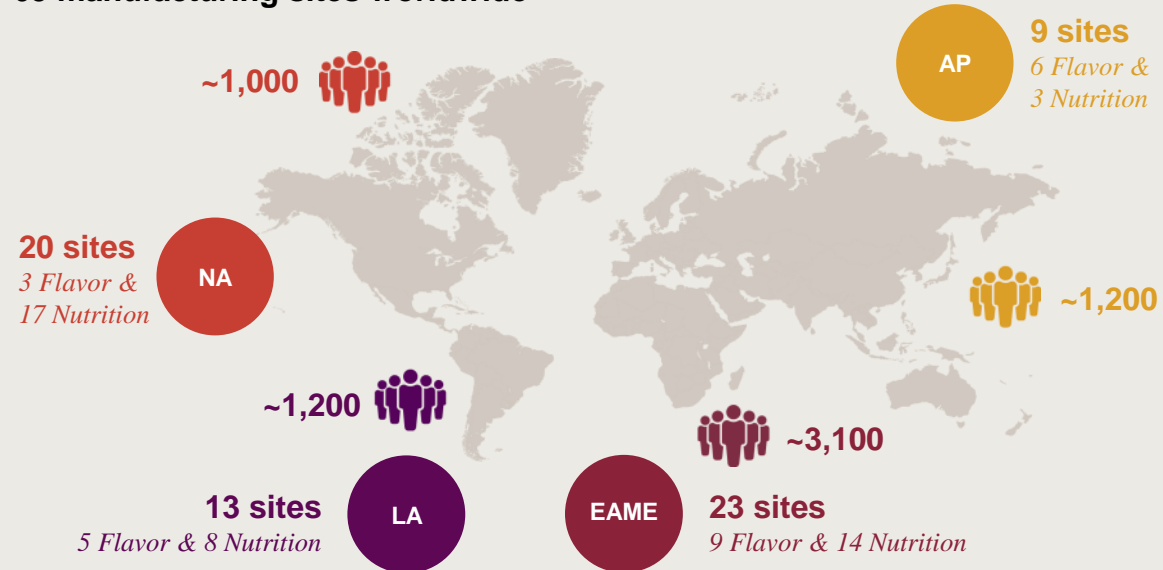
Sales > € 2 bn

EBITDA > 21 %

Total workforce 6,500 FTE

R&D investment > € 100 m

65 manufacturing sites worldwide



Organizational Development Scent & Care

Strong divisional leaders



New leadership team in place

In conjunction with the succession planning of the segment and in order to strengthen the profitability the leadership functions have been re-organized.

Building the base for a smooth integration of Sensient Fragrances.



Eder Ramos
Fragrance

Held various Management Positions as Regional and Divisional President within Scent & Care



Dr. Norbert Richter
Aroma Molecules

Successful execution of accelerated growth and shift towards renewables and green chemistry in AM













Dr. Jörn Andreas
Cosmetic Ingredients

International experienced, holding leadership positions in US, France, Sweden and Germany

Next Strategic milestone:
Closing of Acquisition of SENSIENT Fragrances

Scent & Care

Heinz-Jürgen Bertram (on an interim basis)

Fragrance	Aroma Molecules	Cosmetic Ingredients
Fine Fragrances 	Fragrance Ingredients 	Active Ingredients 
Consumer Fragrances 	Menthol 	Sun Protection 
Oral care 		Botanicals Colors 
		
SENSIENT Consumer Fragrances	SENSIENT Aroma Molecules	

Scent & Care

Acquisition of Sensient Fragrances



Strategic Rationale



Expand #1 position in Ingredients

Expansion of our **leadership position** in key fragrance raw materials

Additional **capacity to grow** by getting access to high quality multi-purpose plant



Strengthen Backward Integration

Access to Aroma Molecules with significant internal demand

Increased utilization of **value chain** and downstream renewable pinene



Actively Consolidate F&F Industry

Increase market share in Home Care Fragrance, incl. core-lists

Opportunity to drive **Symrise Express model** in EAME



Drive value for our Shareholders

Significant synergy opportunity through integration in Symrise value chain

Future potential synergies due to exclusive deal structure



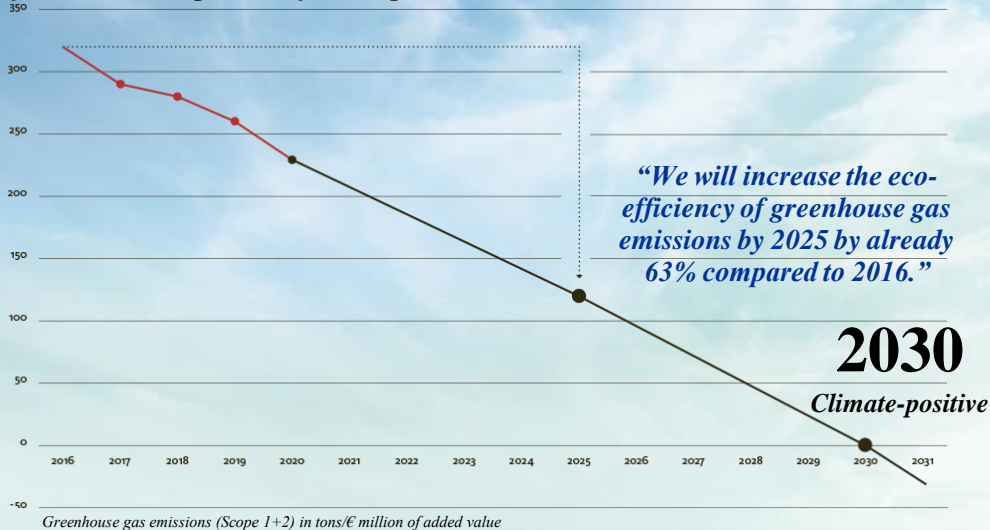
Site in Granada Spain

Improve environmental footprint

Climate-positive by 2030



The business activities of Symrise will contribute to preventing or sequestering more greenhouse gas emissions from the atmosphere than we produce through our operating activities.



Symrise achieved triple A Status (Water, Climate and Forests) in CDP Benchmark.



Symrise is one of the top 10 companies in the world.

No.1 in Germany

Further Ratings show the companies commitment to sustainability:



Biodiversity and Sourcing

Joint activities with customer and partner

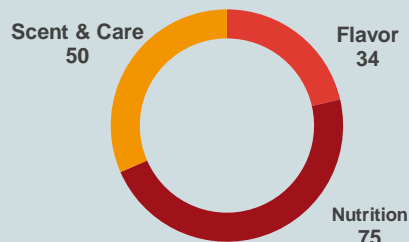


Investments and growth initiatives

Capacity expansion and climate protection



Capital Expenditure



Selected growth initiatives

Capacity expansion

China

Pet Food: New Production plant
Flavor & Nutrition: New development and application Center



Brazil

Pet Food: New Production plant



Spain

Scent & Care: Expansion of Sensient Granada site



ESG improvement (Focus on Environment)

USA

ADF/IDF: Advanced heating and cooling systems to reduce greenhouse gas emissions



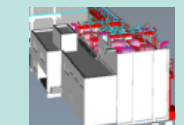
France

Food: New power plant technology to reduce greenhouse gas emissions



Germany

Holzminden site: Next level of extending generation of own electricity



Outlook 2021

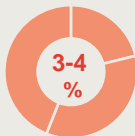
Confident to achieve targets



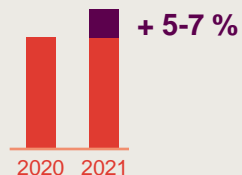
Targets 2021

Growth faster than the relevant market

Growth



Organic growth



Profitability

EBITDA margin

~ 21 %

Business Free Cash Flow (% of sales)

> 14 %

Growth dynamics

ADF/IDF group fully integrated in our Nutrition segment. *Ongoing high demand for meat based proteins*

Leverage growth opportunities of Flavor & Nutrition. *Joint innovation programs focusing on taste and natural ingredients*

Commercialize growth opportunities in Scent & Care *coming from Sensient portfolio*

Further implement efficiency programs *to strengthen profitability*

Financial Calendar 2021

28 April

Q1 2021 trading statement

05 May

Annual General Meeting

05 August

H1 2021 results

26 October

9M 2021 trading statement

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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.

Appendix

Definitions

Investment & Business Free Cash flow

Investment	Business Free Cash-flow (BFCF)
<p>Capital expenditure</p> <p><i>Capital expenditure for fixed assets and intangible assets</i></p>	<p>Calculation scheme (IFRS16 compliant)</p> <p><u><i>EBITDA</i></u></p> <p>minus <i>Capital expenditure for fixed assets & intangibles</i></p> <p>minus <i>Payments for lease obligations</i></p> <p>plus/minus <i>Movement Working Capital (inventory, payables, receivables)</i></p> <p>equals <u><i>BFCF</i></u></p>

Supervisory Board elections at the AGM 2021

Six experienced candidates for re-election



Michael König (*1963)

Graduate Engineer in Chemical Process Engineering, Univ. Dortmund

CEO Elkem ASA

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



Ursula Buck (*1961)

Degree in Business Economics, University of Augsburg

Managing Director of BuckConsult

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



Horst-Otto Gerberding (*1952)

Degree in Business Administration, Western Washington University, USA

Owner and Chairman of Gottfried Friedrichs GmbH & Co. KG

Expert in the F&F industry with profound inside knowledge of Symrise



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



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



Peter Vanacker (*1966)

MSc. Chemical Engineering, University of Gent

President & CEO Neste Corp.

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

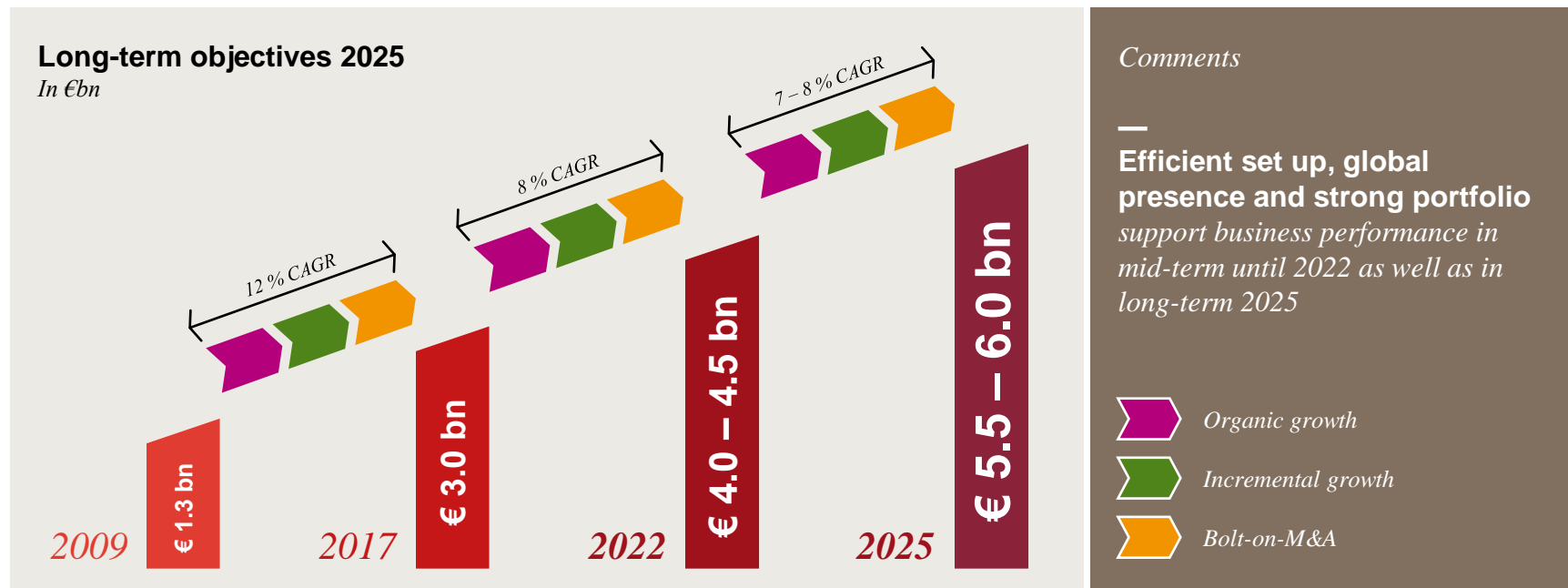


Read the candidates' full CVs [here.](#)

For more information on governance topics, read our Corporate Governance Presentation [here.](#)

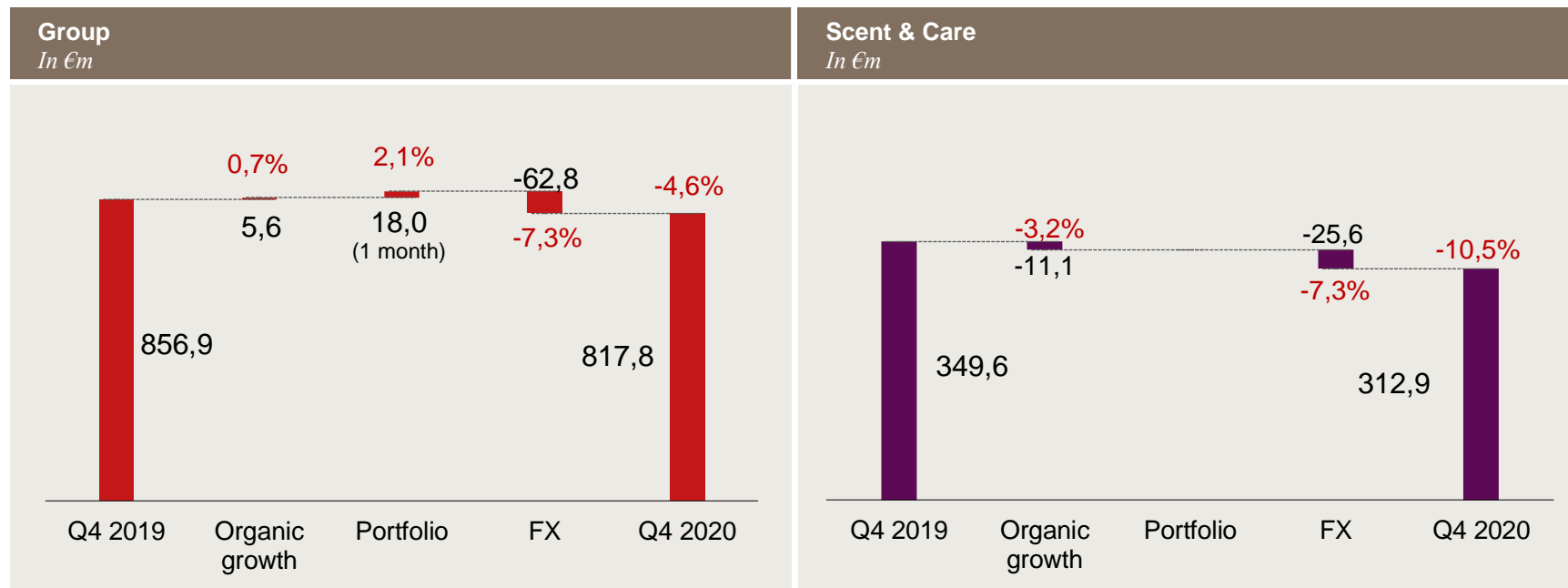
Long-term growth objective 2025

Doubling sales



Q4 2020

Group and S&C



Q4 2020

Flavor and Nutrition

