

Results for the *First half year 2023*

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2 August 2023



Agenda

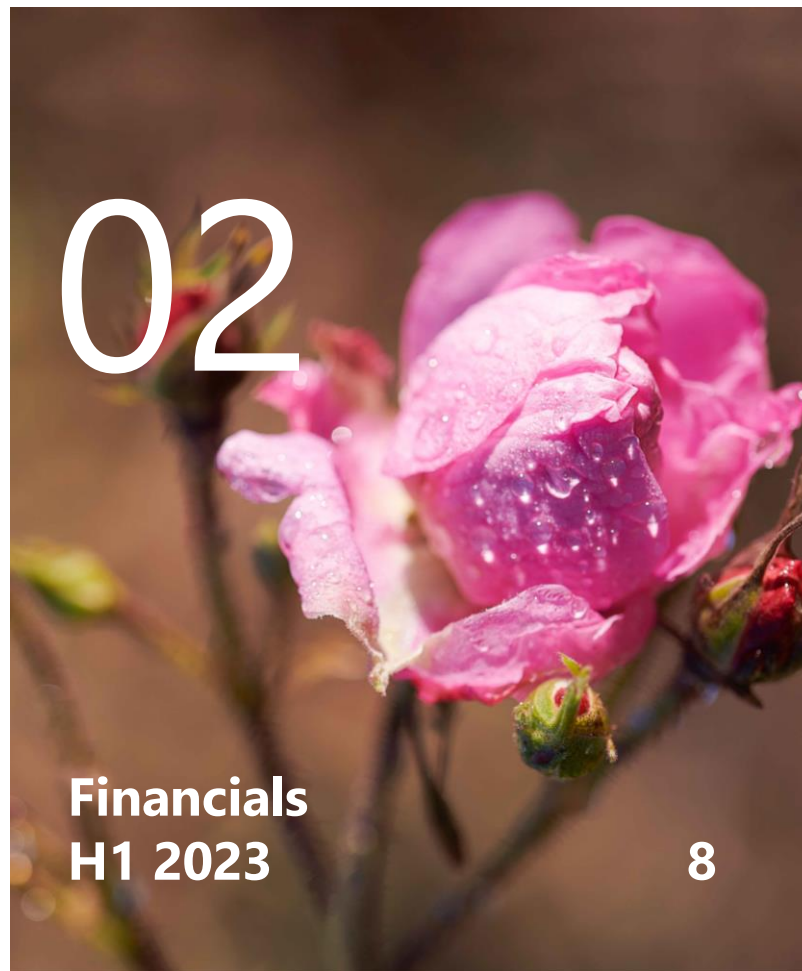
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H1 2023
at a Glance



Financial highlights H1 2023

Symrise continues to deliver good results in difficult times



Sales

€2.4bn

+6.8 % in reporting currency
+8.0 % organic growth

Business Free Cash Flow¹

€106m

+€1.4m vs. H1 2022

Earnings per Share (EPS)

€1.34

-18.0 % vs. H1 2022

Normalized EBITDA margin²

19.7%

EBITDA² €475m, +1.5 % vs. H1 2022³

Net Income

€188m

-€41m vs. H1 2022

R&D Expenses

€131m

+6.2 % vs. H1 2022

¹ Business Free Cash Flow = EBITDA – CapEx (including cash effects from leasing) +/- changes in Working Capital

² Normalized for one-time effects in segment S&C

³ Normalized for one-time gain for the sale of Velcorin® business

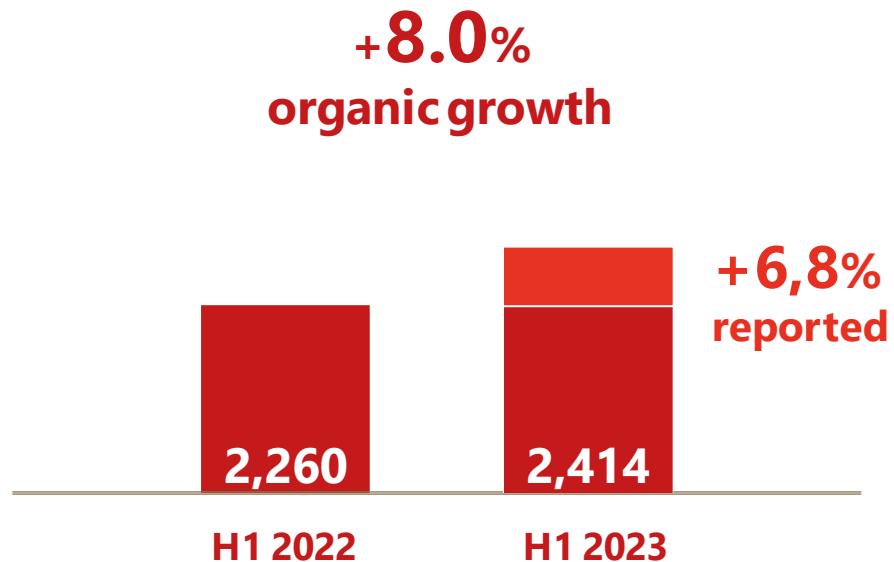
Sales H1 2023

Organic growth driven by well balanced portfolio mix



Symrise Group

In €m (sales growth in %)



8.0%

organic sales growth
driven by high business dynamics



6.8%

sales growth in reporting currency
negative FX-effect of €62m



€35m

sales contribution from Portfolio effects
(M&A)

Sales by segment H1 2023

Taste, Nutrition & Health enjoyed strong growth dynamics



Taste, Nutrition & Health in €m / organic growth in %

1,398
H1 2022



1,527
H1 2023

+11.4%

+9.3 %*

Growth driven by
Food & Beverages and Pet Food;
both with double-digit growth.

Scent & Care in €m / organic growth in %

863
H1 2022



886
H1 2023

+2.4%

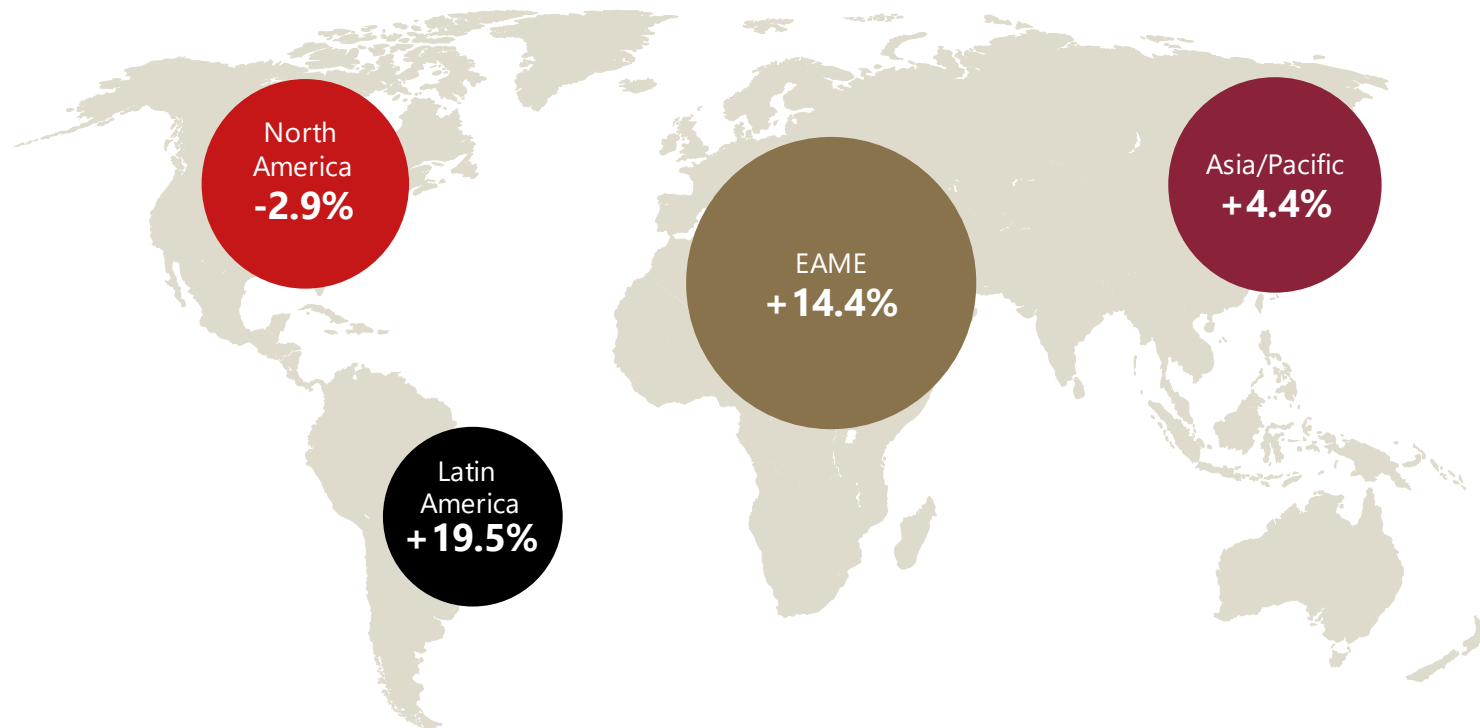
+2.7 %*

Fine Fragrances and Cosmetic Ingredients
experienced high project vitality and increased win rates.
Aroma Molecules suffered from difficult market
environment.

Sales by region in H1 2023

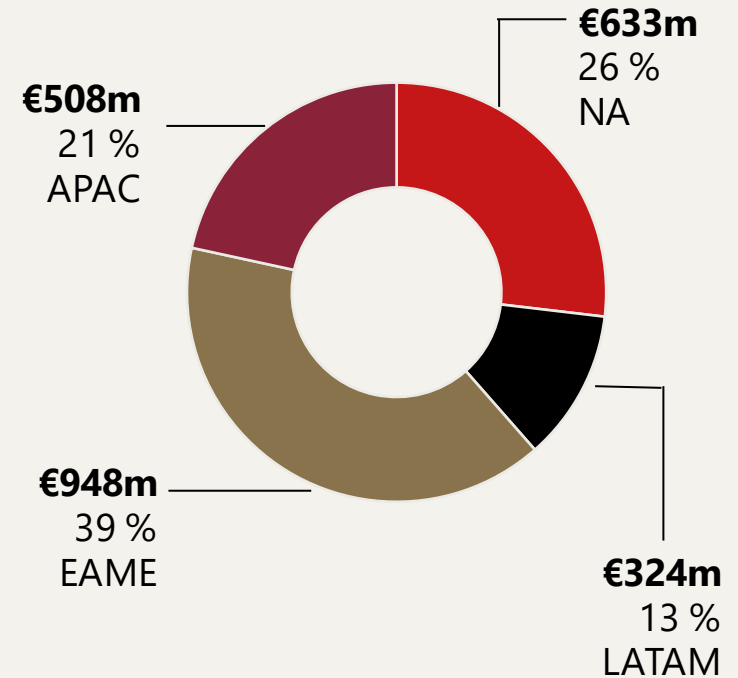
Strong organic growth in Latin America and EAME / North America below last year

Organic growth by region in %



Sales by region

H1 2023



02

Financials H1 2023



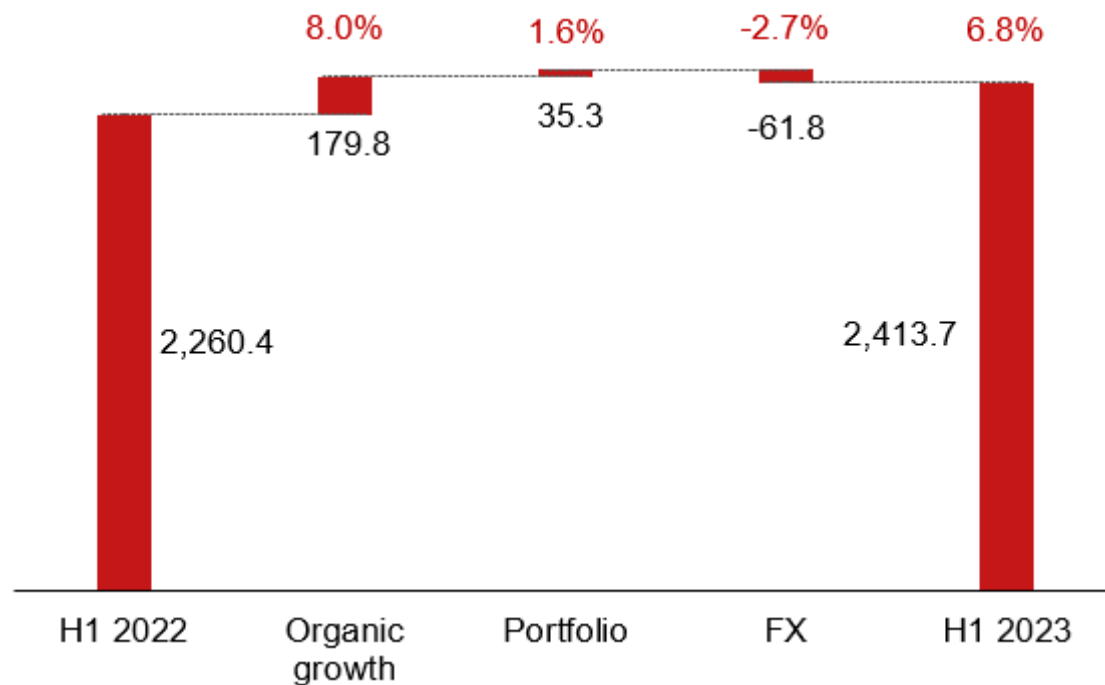
Group H1 2023

Continued organic growth momentum



Sales development

In €m



Comments

Organic growth of 8.0 % driven by strong and healthy 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 €62m, attributable to multiple currencies.

Group H1 2023

Profitability on a comparable basis 1.0 pp below prior year



In €m	H1 2022	H1 2023	Var. %
Sales	2,260	2,414	6.8
EBITDA	486	446	-8.1
EBITDA margin %	21.5	18.5	-3.0pp
Velcorin	-18		
S&C one-time effects		+29	
EBITDA normalized	468	475	1.5
EBITDA margin % normalized	20.7	19.7	-1.0pp

Comments

Pressure on margin, especially in segment Scent & Care, due to difficult market conditions with inflationary developments and high raw material costs.

In addition, **Scent & Care** was affected by **one-time effects** of €29m in connection with the downtime of the Colonel Island site, the reorganization of the segment and costs in connection with the antitrust proceedings.

In the **prior-year** period, a **positive one-time effect** of €18m for the sale of Velcorin® business was generated. Without positive one-time gain, EBITDA-margin would have been 20.7 %.

Normalized EBITDA margin decreased to 19.7 %, which is 1.0 pp below previous year's normalized EBITDA margin, mainly due to higher raw material and energy costs.

Group H1 2023

Profitability suffered from difficult market conditions and increased costs



In €m	H1 2022	H1 2023	Var. %
Sales	2,260	2,414	6.8
Gross profit	871	879	0.9
Gross margin %	38.5	36.4	-2.1pp
EBITDA¹	468	475	1.5
EBITDA ¹ margin %	20.7	19.7	-1.0pp
Depreciation	79	85	8.0
Amortization	63	59	-6.5
EBIT¹	326	331	1.5
EBIT ¹ margin %	14.4	13.7	-0.7pp

Comments

Gross margin suffered from increased raw material and energy costs by 2.1 pp vs. last year.

Depreciation increased due to ongoing investments in capacity expansion.

Amortization reflects reduction of recipes from merger in 2003.

Normalized EBIT margin down 0.7 pp against prior year.

¹ normalized for one-time gain for the sale of Velcorin® business in 2022 and one-time effects in segment S&C in H1 2023

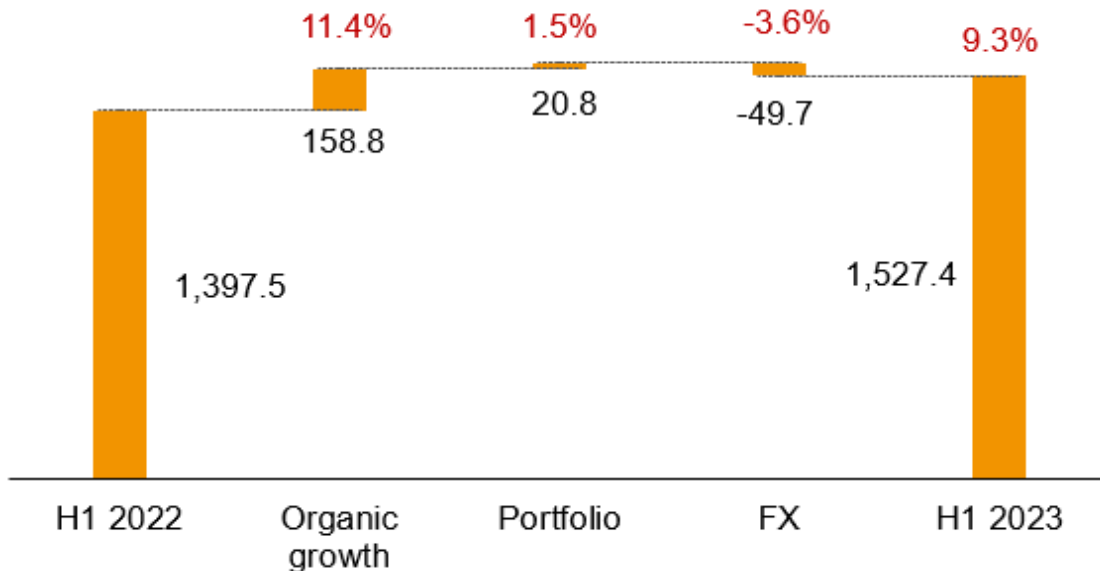
Taste, Nutrition & Health H1 2023

Healthy growth and profitability



Sales development

In €m



Short P&L

In €m

	H1 2022 ¹	H1 2023	Var. %
EBITDA	297	335	12.8
EBITDA margin	21.2 %	21.9 %	
EBIT	198	236	19.2
EBIT margin	14.2 %	15.4 %	

Comments

Organic growth of 11.4 % resulting from both divisions.

- **Food & Beverage** enjoyed a strong demand from Sweet, Savory & Beverage applications.
- The **Pet Food** division continued its high growth; especially the regions Asia/Pacific and EAME contributed with strong double-digit growth rates.

EBITDA margin increased to 21.9 % (PY 21.2 %¹).
Reported EBITDA margin in prior-year period at 22.5 %.

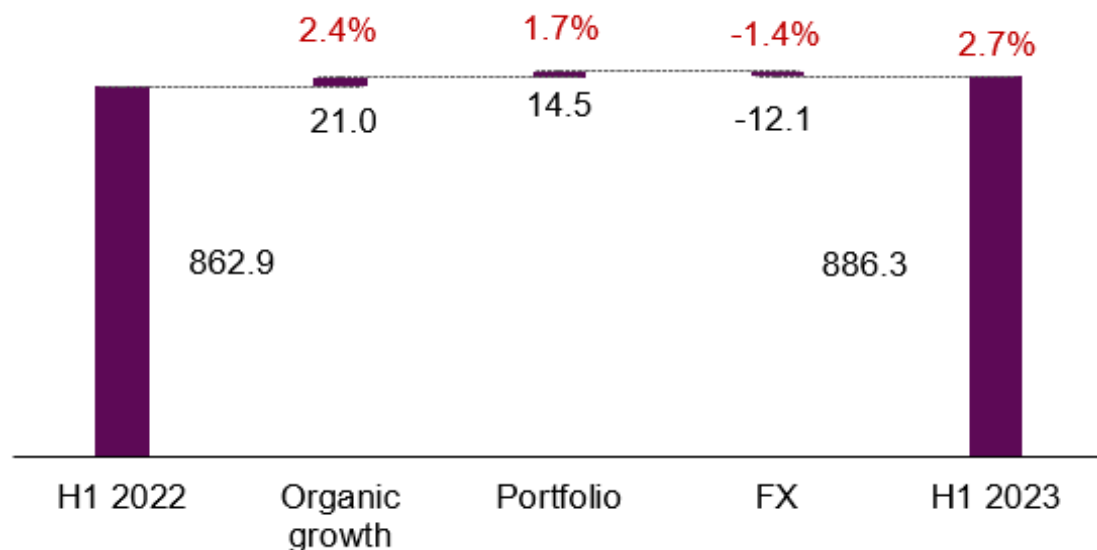
¹ normalized for one-time gain for the sale of Velcorin® business

Scent & Care H1 2023

Moderate sales growth in a challenging market environment

Sales development

In €m



Short P&L

In €m

	H1 2022	H1 2023 ¹	Var. %
EBITDA	171	140	-18.1
EBITDA margin	19.8 %	15.8 %	
EBIT	128	96	-25.0
EBIT margin	14.9 %	10.8 %	

Comments

Organic growth of 2.4 % with a mixed picture within the divisions:

- **Fragrances** enjoyed double-digit growth in Fine Fragrances; Consumer Fragrance with solid single-digit growth.
- **Aroma Molecules** with a difficult market environment; high raw material costs and a decline in volumes.
- **Cosmetic Ingredients** high double-digit growth driven by strong demand in micro & sun protection.

Normalized EBITDA margin amounts to 15.8 % vs 19.8 % last year.

¹ normalized for one-time effects

EPS

Affected by weaker operating results



In €m	H1 2022	H1 2023	Var. %
EBIT¹	344	302	-12.1
Financial result	-27	-45	69.0
EBT	318	258	-18.9
Income tax	-83 (26.2 %)	-67 (26.1%)	19.3
Net income²	229	188	-18.0
EPS in €	1.64	1.34	-18.0

¹ Reported

² Attributable to shareholders of Symrise AG

Comments

Financial result: €18m below H1 2022, mainly due to higher interest expenses related to the financing of M&A activities in 2021 & 2022 and interests for pension obligations.

Income tax: rate stayed stable at 26.1 % (tax guidance of 25-27 %).

Net income: €41m below previous year due to negative one-time effects in segment S&C of €29m as well as a positive one-time effect of €18m for the sale of Velcorin business in the previous year.

Reported EPS: decreased by 18 % to €1.34 per share.

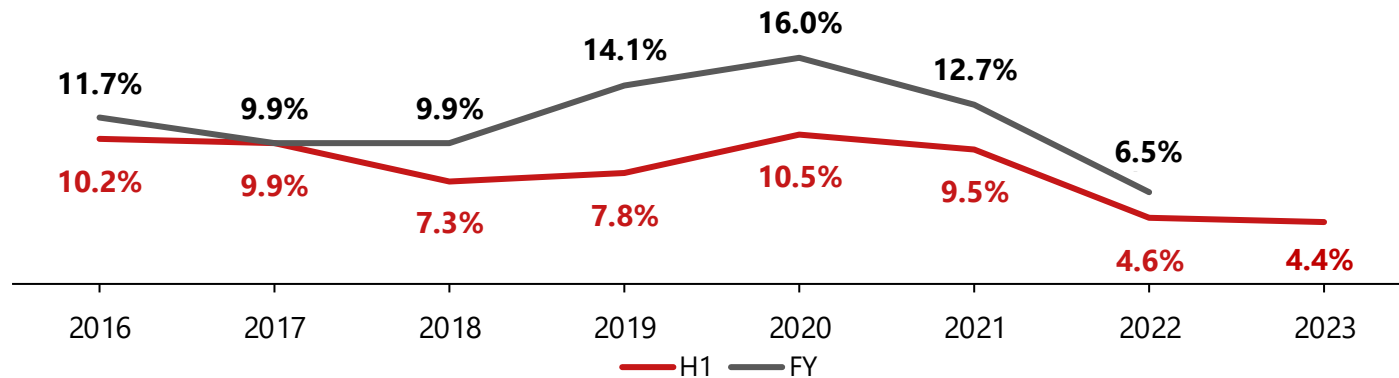
Business Free Cash Flow (BFCF)

Increase in working capital and higher investments led to a still modest BFCF



BFCF

as % of sales



Definition of BFCF:

EBITDA
 minus CAPEX
 minus/plus Change in Working Capital
 = Business Free Cash Flow

BFCF increased by €1.4m to €106m
 = 4.4 % of sales.

Increase in CAPEX from €91m to €97m due to incremental investments and further capacity expansions in new and existing sites, especially in Pet Food.

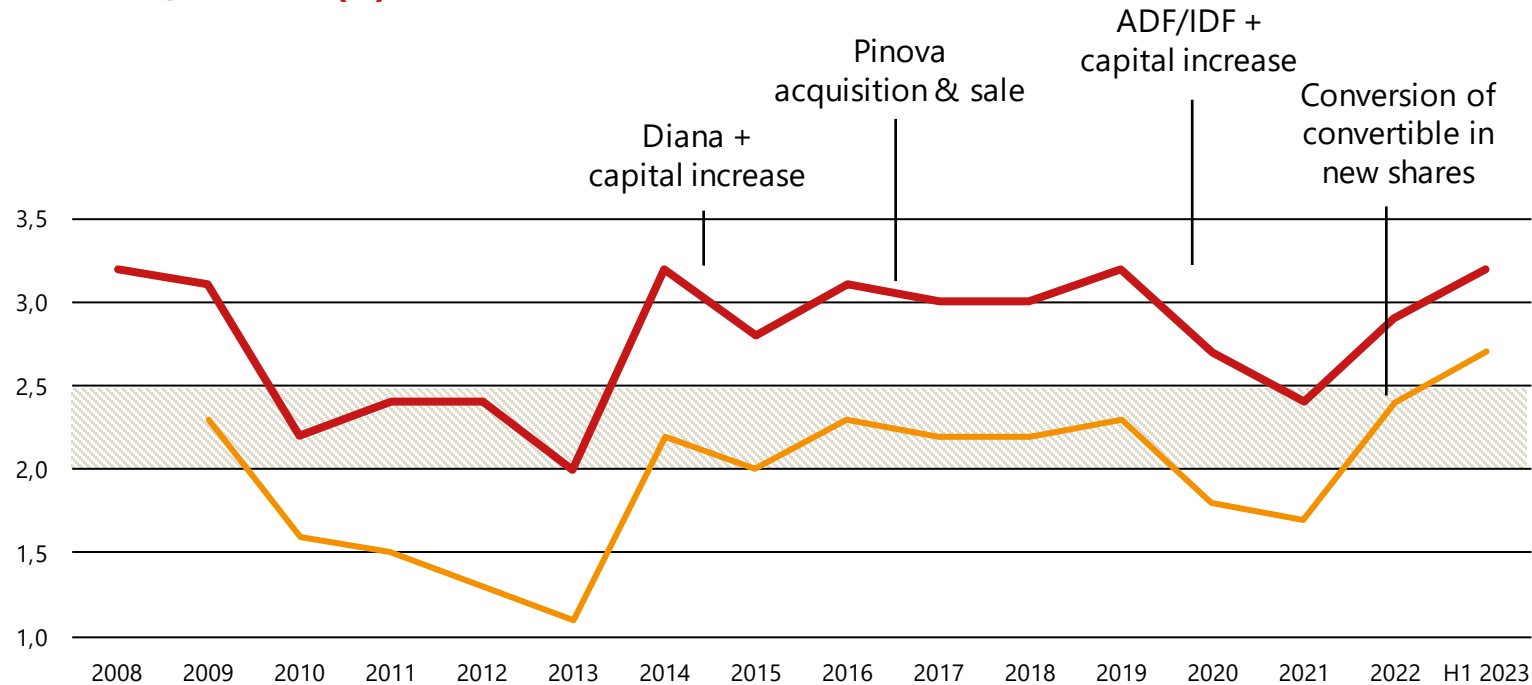
Increased Working Capital by €204m due to strong sales growth, acquisition effects and lower trade payables.

Revised guidance 9-11 %

Net debt development

Increase due to high investment activities

Net debt / EBITDA(N)



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

■ Net debt/EBITDA ratio

¹ EBITDA LTM; normalized by impairment of the associated company Swedencare and one-time effects in segment S&C

Status Quo

Net debt of €2,435m (€2,233m in 2022) reflects 2.7 x EBITDA¹.

Increase driven by working capital and additional cash reserves.

Net debt including pension provisions and leasing obligation of €2,916m reflects 3.2 x EBITDA¹.

Ambition

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

Unchanged since IPO.

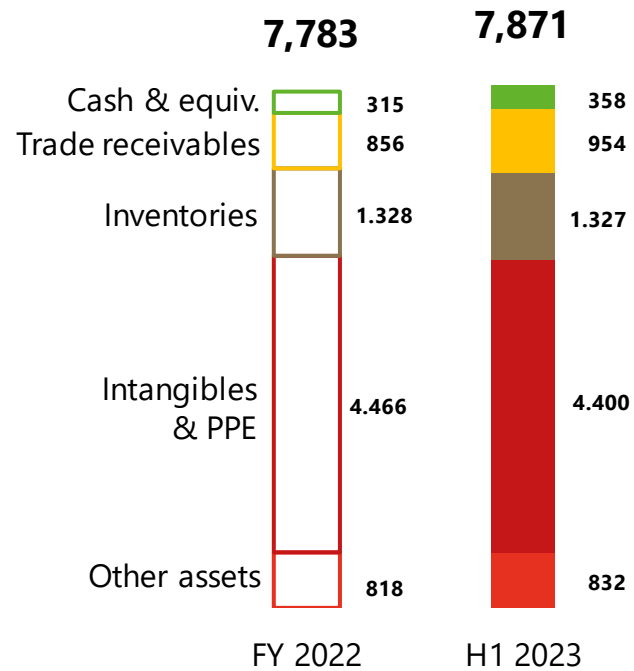
Priority: Remain investment grade profile.

Balance sheet

Equity ratio of 45.3 %

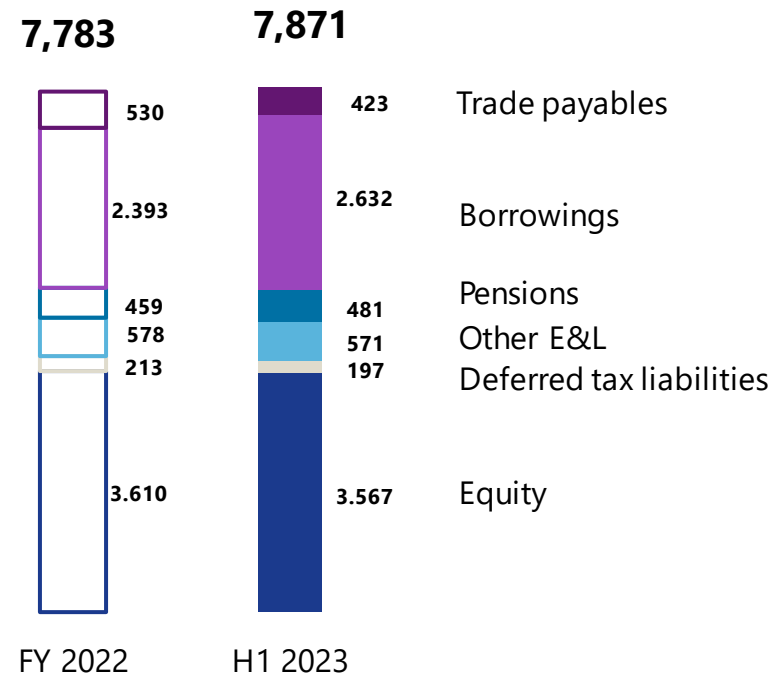
Assets

In €m



Equity and Liabilities

In €m



Comments

Slight increase in **assets** primarily from higher trade receivables.

Increase in **working capital** mainly due to

- higher sales
- acquisition effects.

Changes to **equity and liabilities** mainly from higher borrowings for working capital and additional cash reserves.

Equity ratio at a healthy level of 45.3 %.

03

Strategic Initiatives / Outlook



Growth Initiatives

Strengthening competitiveness through strategic investments

Taste, Nutrition & Health



Increased share in Swedencare above 30 %
Ambition to be innovation leader in Pet Food & Care.
Ideal partnership for driving cross-selling opportunities.

Pet Food launches nutrition brand Nuvin™

Former Nutrios™ brand comprises portfolio of egg, chicken, proteins and health solutions



TN&H invests in enzymatic technology with sugar alternative experts Bonumose

Inventor of economic and innovative enzyme solutions.
Enables production of rare monosaccharides.

Scent & Care

Cosmetic Ingredients opens new Beauty & Home Care Centre in Paris

Expanding innovation to provide customized innovation.
Labs for cosmetic applications, such as actives, botanicals and microbiology.



Fragrances inaugurates Red House, a new creation hub in Shanghai

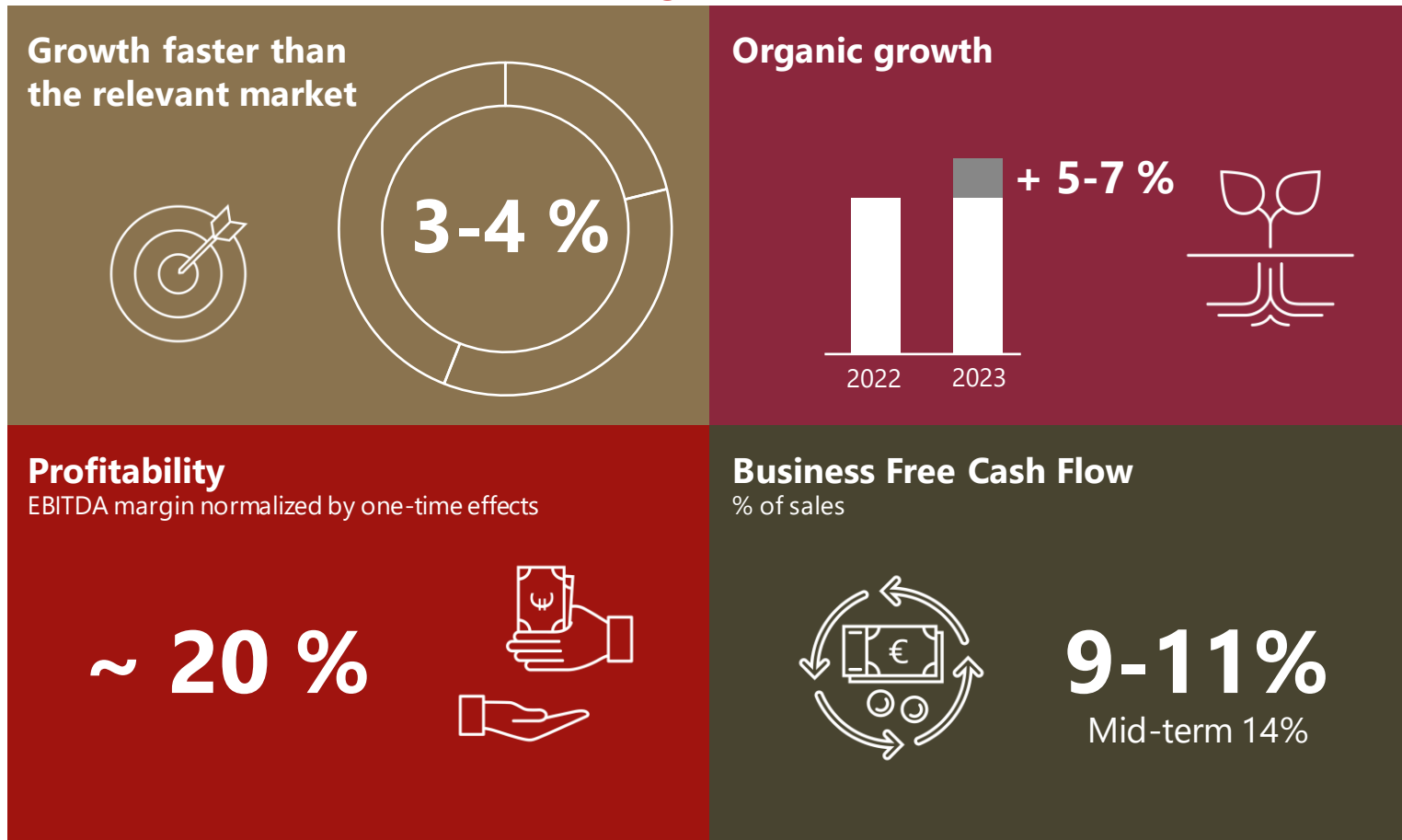
Strengthen fine fragrance expertise.
Introducing luxury De Laire bases, an homage to fragrant China.



Outlook 2023

Proven business model in times of geo-political uncertainties

Targets 2023



Business environment

Favorable mega trends and industry dynamics

Taste, Nutrition & Health
building competencies towards complementary business areas

Scent & Care
differentiated portfolio; rebuilt of margins. Competitive environment in aroma molecules

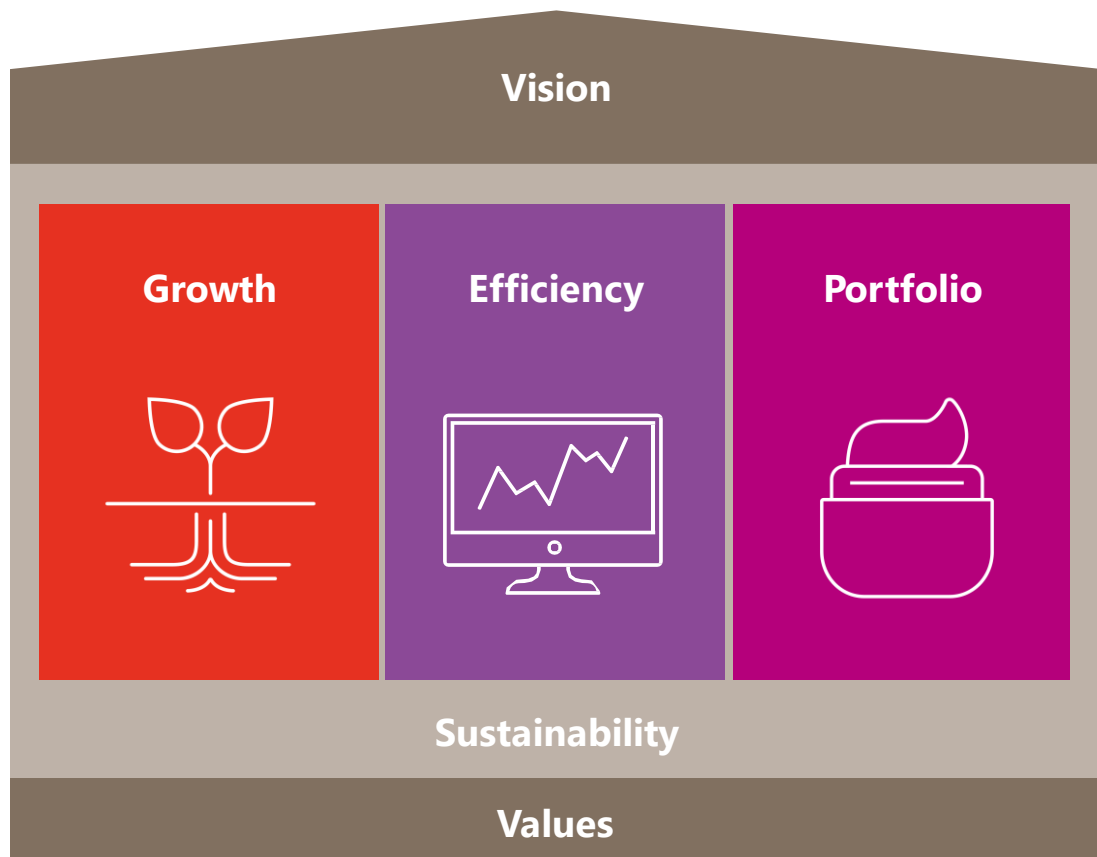
Well positioned
through diversified portfolio in non-traditional F+F application areas; mid-term targets confirmed.

Corporate strategy

Mid-term targets 2025 remain in place



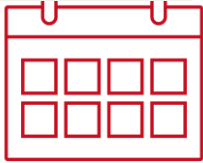
Strategic business model



Mid-term targets 2025

Financial targets		Sustainability
Sales growth	5 – 7 % p.a. (CAGR)	Green house gas emissions 63 %* reduction by 2025 by 2030 climate positive
EBITDA margin due to an expanded portfolio	20 – 23 %	
CAPEX from sales	4 – 5 %	
Dividend from net income	30 – 50 %	
Portfolio of sales outside traditional applications	~ 50 %	

*Science-based target (SBT) 2016-2025



Financial calendar 2023

11/12 October
Capital Markets Days

25 October
9M 2023 trading statement



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