

Financial Results

H1 2021

Agenda

Results H1 2021



-
- 1 Business development H1 2021
 - 2 Financials in detail
 - 3 Operational highlights and Outlook
-

1 Business development H1 2021

Financial highlights H1 2021

Strong performance in first half of the year despite ongoing pandemic



Sales

€ **1.908**bn

+4.8 % in reporting currency

+9.7 % organic growth

Business Free Cash Flow¹

€ **181**m

-5,2 % vs. H1 2020 (€191m)

Earnings per share

€ **1.45**

+€20 cents vs. H1 2020

EBITDA margin

22.0 %

EBITDA +6.8 % to €420m

Net income²

€ **196**m

+15.9 % vs. 2020 H1

CapEx

€ **62**m

3.2 % of sales

¹ Business Free Cash Flow = EBITDA – CapEx +/- changes in Working Capital

² Attributable to shareholders of Symrise AG

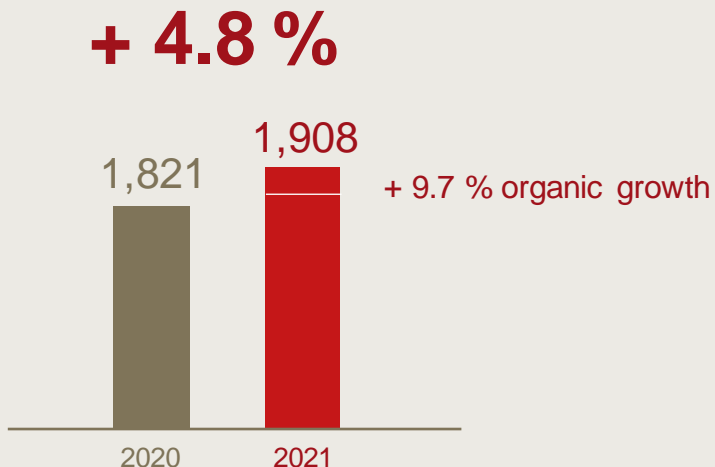
Sales H1 2021

Organic growth driven by progress in pandemic response and increased demand



Symrise Group

In €m (sales growth in %)



+ 9.7 % organic sales growth
driven by both segments in several applications

+ 4.8 % sales growth in reporting currency
Negative FX-effect of € 103 million

Portfolio diversification and investments in capacity expansion pay off

Sales by segment in H1 2021

Both segments with strong growth reflecting normalizing consumer behavior



in €m/ organic growth in %



Scent & Care

Fine Fragrance and Cosmetic Ingredients exceeding pre-Corona levels significantly; Consumer Fragrance with ongoing growth; Menthol using new capacity



Flavor & Nutrition

(as of 1 April 2021 F&N merged)
Growth driven by beverages in mature markets; Savory ongoing growth vs. very strong PY. Pet Food with continued double-digit growth; ADF/IDF accelerating through synergies

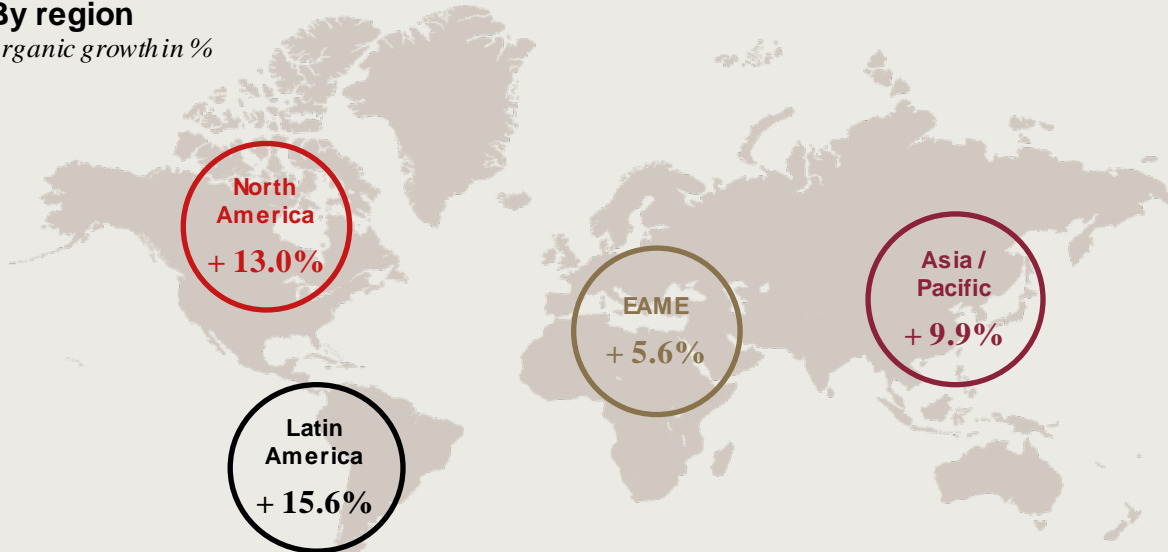
Sales by region in H1 2021

All regions with significant growth driven mostly by incremental sales volumes



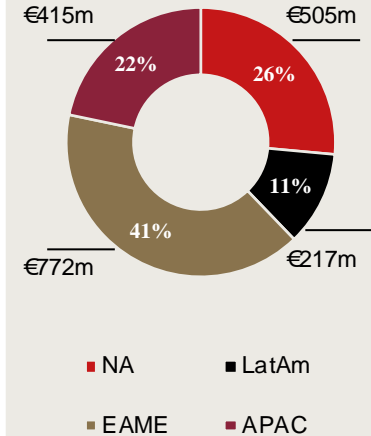
By region

organic growth in %



Sales by region

H1 2021



2 Financials in detail



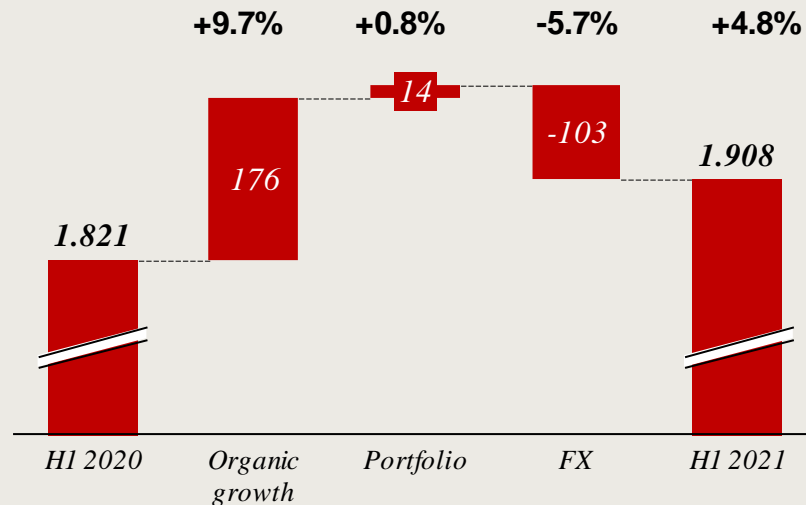
Group H1 2021

Strong organic sales growth driven by volume increase



Sales development

In €m



Comments

Organic growth of 9.7 % clearly shows resilience of business model

—
Total sales contribution from **Sensient Fragrance & Aroma Chemicals business** which was acquired in April 2021 with 3rd party sales of €14 million

—
Negative currency effect of € 103m driven by almost all currencies, mainly from high inflation of BRL and ARS as well as USD and RUB

Group H1 2021

EBITDA increase driven by incremental sales, strict cost management and acquisition one-off effect



<i>In €m</i>	H1 2020	H1 2021	Var. %
Sales	1,821	1,908	4.8
Gross profit	730	756	3.6
Gross margin %	40.1	39.6	
EBITDA	393	420	6.8
EBITDA margin %	21.6	22.0	
Depreciation	68	67	-0.7
Amortization	60	56	-6.1
EBIT	266	297	11.6
EBIT margin %	14.6	15.5	

Comments

Gross profit increase of 3.6 % below sales growth of 4.8 % mainly due to higher manufacturing cost quota, also driven by Sensient acquisition. Raw material cost in line with prior year level despite inflation trends in some key materials.

—
EBITDA increase of 6.8% due to Corona related lower travel and R&D costs as well as one-off effect related to the Sensient acquisition of € 13.2 million. Overall reaching a margin of 22.0 %; excl. one-off effect EBITDA margin is 21.3 %

—
Lower amortization driven by FX effect and end of amortization of ERP templates

—
EBIT increase of +11.6 %

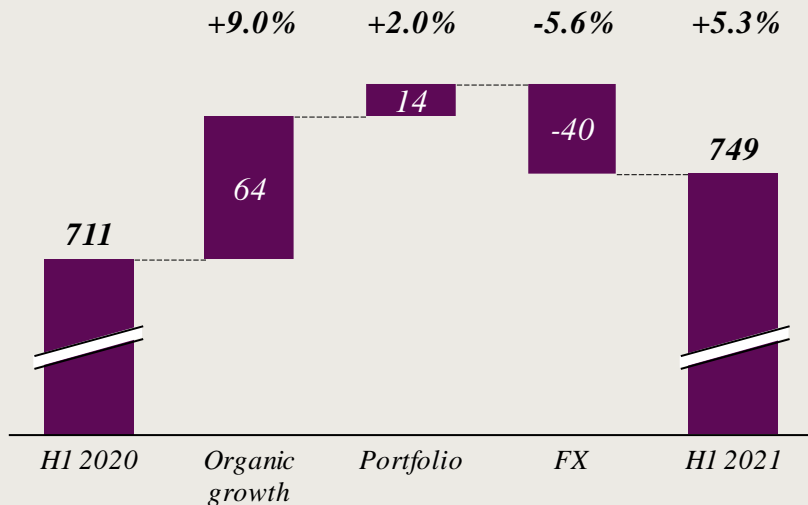
Scent & Care H1 2021

9 % organic growth with 21.7 % EBITDA margin



Sales development

In €m



Short P&L

In €m

	2020	2021	Var. %
EBITDA	146	162	11.0
EBITDA margin	20.6 %	21.7 %	
EBIT	107	125	16.6
EBIT margin	15.0 %	16.6 %	

Comments

Organic growth fully driven by incremental volume; strong push through Fine Fragrances and Cosmetic Ingredients; including €14 million portfolio effect

EBITDA margin increased to 21.7 % also reflecting one-off effect ex Sensient acquisition

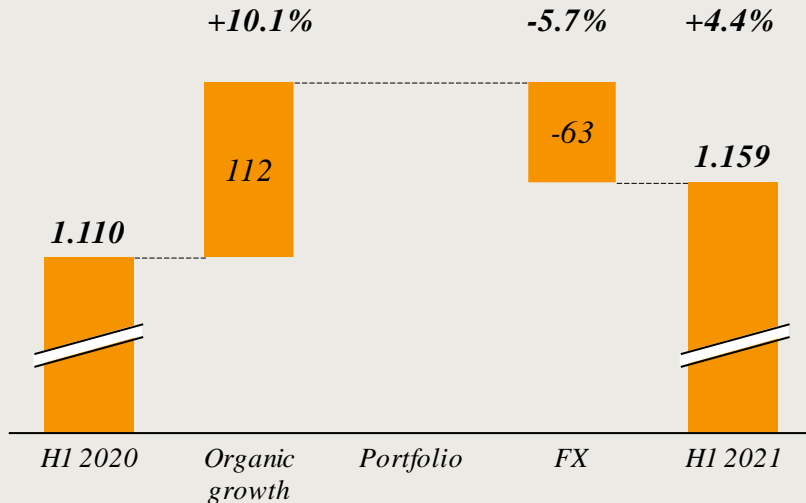
Flavor & Nutrition H1 2021

10 % organic growth with 22.2 % EBITDA margin



Sales development

In €m



Short P&L

In €m

	2020	2021	Var. %
EBITDA	247	258	4.3
EBITDA margin	22.2 %	22.2 %	-
EBIT	159	172	8.2
EBIT margin	14.3 %	14.8 %	3.5

Comments

Strong organic growth fully driven by volume and with positive effect from portfolio

EBITDA margin stable at strong level of 22.2 %; higher material cost fully compensated by strict management of operational cost

EPS H1 2021

EPS up by strong 16 %



<i>In €m</i>	2020	2021	Var. %
EBIT	266	297	11.7
Financial result	-29	-23	-20.7
EBT	237	274	15.6
Income tax	-64	-72 (26.2 %)	12.1
Net income¹	169	196	15.9
EPS ¹ in €	1.25	1.45	15.9

Comments

Income tax rate *decreased to 26.2 % (27.0 %)*

—
Financial result *improved by €6 million to -€23 million due to one-off effects in prior year period (i.e. interest on tax liabilities) and lower interest on pension and leasing obligations*

—
EPS *increasing strongly by 16% to new all time high at €1.45*

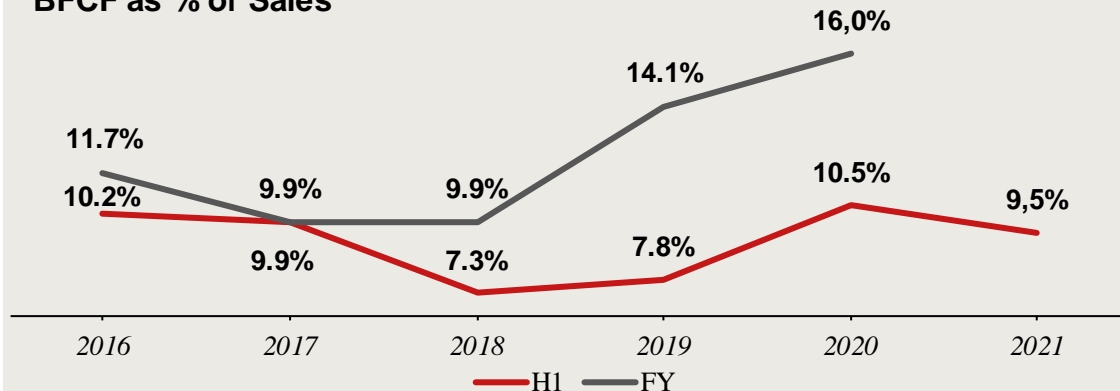
¹ *Attributable to shareholders of Symrise AG.*

Business Free Cash Flow (BFCF) H1 2021

Continued strong delivery of BFCF; after exceptional performance in 2020



BFCF as % of Sales



Definition of BFCF:

$$\begin{array}{r} \text{EBITDA} \\ \text{minus} \\ \text{CAPEX} \\ \text{minus/plus} \\ \text{Change in Working Capital} \\ \hline = \\ \text{Business Free Cash Flow} \end{array}$$

BFCF H1 2021 decreased by 5.2 % to €181 million (vs. €191 million in 2020 H1)

Equals 9.5 % of sales; last 12 months ratio of sales for June 2021 at 15.4%

Strong EBITDA growth

Working Capital increase *due to strong sales growth*

CAPEX 3.2 % of sales (€62 million) *due to Corona related delay of projects*

Ambition 2021:

BFCF > 14 % of sales

Balance sheet H1 2021

Healthy equity ratio of 42 %



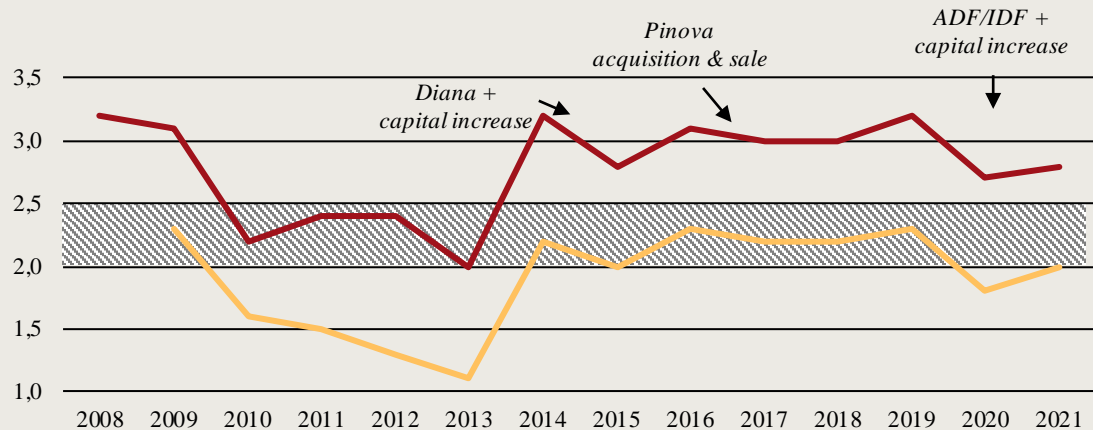
Assets In €m	Equity and Liabilities In €m	Comments
<p>5,940 6,100</p> <p>Cash & equiv. 725 552</p> <p>Trade receivables 601 770</p> <p>Inventories 863 913</p> <p>Intangibles & PPE 3.399 3.409</p> <p>Other 352 457</p> <p>FY 2020 H1 2021</p>	<p>5,940 6,100</p> <p>334 350 Trade payables</p> <p>1.973 1.985 Borrowings</p> <p>681 614 Pensions</p> <p>435 444 Other</p> <p>154 153 Deferred tax liabilities</p> <p>2.362 2.555 Equity</p> <p>FY 2020 H1 2021</p>	<p>Decrease in cash and cash equivalents (-€174 million) mainly due to acquisitions and higher working capital positions</p> <p>—</p> <p>Increase in inventories and receivables (+€219 million) due to strong sales growth, securing global supply chain as well as addition of Sensient business</p> <p>—</p> <p>Pension provisions decreased by €68 million due to an increase of the German interest rates</p> <p>—</p> <p>Increase in Equity by €193 million partly due to negative fx-translation effects</p> <p>—</p> <p>Asset held for disposal linked to Food Colors business unit (€21 million)</p>

Net debt development H1 2021

Stable net debt position; including acquisitions of €90m



Net debt / EBITDA(N)



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

● Net debt/EBITDA ratio

Status Quo

Net debt of €1,531 million (€1,348 million in 2020) reflects 2.0 x EBITDA

Net debt including pension provisions and leasing obligation of €2,145 million reflects 2.8 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 Operational highlights / Outlook

Symrise invests in Swedencare

International premium provider of pet health care



SWEDENCARE



Overview

- Swedencare offers premium products for pet healthcare
- Products and regional expansion since IPO 2016
- Swedencare's product PlaqueOff® is patented in more than 30 countries, and key markets EU and NA - since 2020 bio-certified

Financials

- Swedencare generates sales (April 2020 – March 2021) of around €32m
- EBITDA of €9m / EBITDA margin of 28.5 %
- Market cap. around €1,4bn
- Symrise purchased 5.06 % of Swedencare shares for a total amount of €56.7m

Product categories



ProDen PlaqueOff®

Supplement to reduce bad breath, tartar and plaque for pets



Neutraceuticals

Range of products for cats, dogs and horses for joints, mobility, skin, coat and digestion



Topicals /Dermatology

Antimicrobial shampoos, ear cleansing sticks, body sprays, dental chews



Highlights

- 1 Attractive and fast-growing market for pet health
- 2 Strategic connection towards Symrise Pet food portfolio
- 3 Pet Food Panels test centers will provide deeper insights
- 4 Joint innovation opportunities in Pet care and health
- 5 Benefit from Symrise leadership in oral care
- 6 Swedencare will get access to Symrise global set up
- 7 Symrise provides access to major pet food companies

Operational highlights H1 2021

Expanding capacity, driving innovation, sustainability linked financing



Symrise Diana Pet Food opens factory in China

- Extended capacities in a dynamic market
- First palatability measurement center in Asia Pacific
- Eco-friendly operation according to high sustainability standards



Symrise launches Sym Reboot™ its first processed probiotic dedicated to oral care

- Sustains the oral cavity's instinctive defenses and supports a healthy balance of the oral microbiome. Application in oral care products



Symrise opens F&N innovation center in Dubai

- State-of-the-art center for development and sensory laboratories
- Center with carbon neutral status



Symrise announces Hydrolite® 7 green, the 100% bio-based cosmetic ingredient

- Suits a variety of natural/green cosmetic formulations
- Enhances product protection, antioxidants, masks malodor



Symrise Diana Food deploys digital solution to enhance traceability of global farming and sourcing practices

- App collects and structures and coordinates agronomy data
- Addresses the demand for transparency and quality



Symrise received offer from Oterra™ to acquire its natural food coloring activities

- Offer has been presented to French Labor Unions
- Purchase agreement expected to be signed in the second half



“The Fragrance of Forests” - Symrise confirms FSC® Chain of Custody certification

- First producer from pine to achieve the certification
- Reflects renewable and sustainable raw material source
- Supports growing demand for FSC® certified raw materials



Symrise signs €500 million sustainability-linked Revolving Credit Facility

- Interest margin directly tied to sustainability KPIs
- Sustainability-linked margin adjustments to support projects by “Save the Children” in Madagascar

Guidance for 2021 raised

Sales growth and profitability targets increased

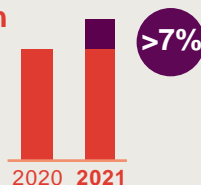


Targets 2021

Growth faster than the relevant market



Increased organic sales growth



Increased Profitability

EBITDA margin

>21 %

Business Free Cash Flow (% of sales)

>14 %

Underlying growth drivers

Flavor & Nutrition: ongoing strong growth prospects. *Pet Food, ADF/IDF and Flavor applications with increasing demand*

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Pet Food: *Portfolio development will enable further growth*

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Scent & Care: recovery of Fine Fragrances and Cosmetic Ingredients. *After lower demand due to the pandemic, luxury applications show higher dynamics*

—
Acquisition of Sensient Fragrances. *Integration fully in line with expectations*

Financial Calendar

26 October 2021

9M 2021 trading statement

1 March 2022

Full year result presentation

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