

AGENDA



COMPANY PROFILE



FINANCIALS



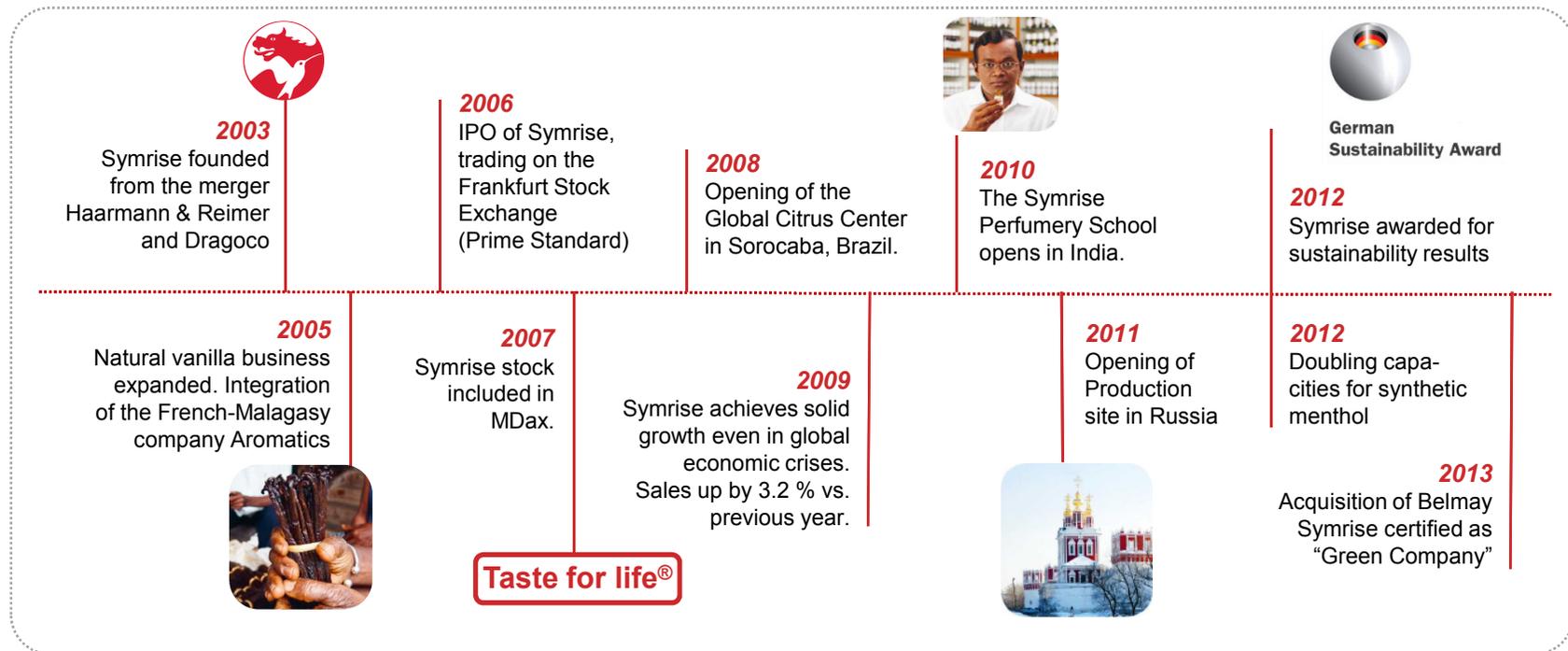
STRATEGIC PRIORITIES



OUTLOOK

10 YEARS SYMRISE

CREATING A GLOBAL PLAYER



SYMRISE TODAY

KEY FIGURES 2013

Sales 2013 € 1.83 bn

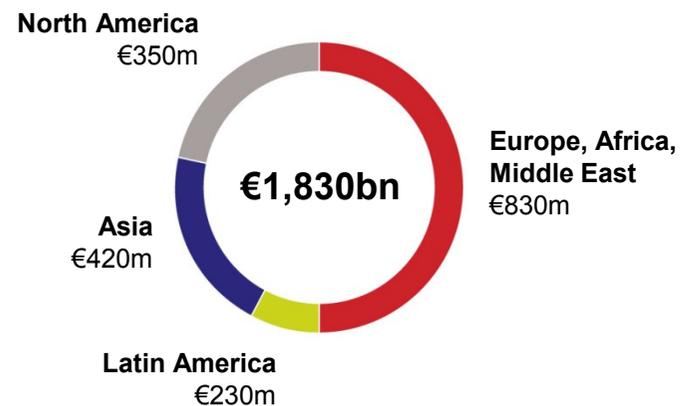
Employees > 6,000

Countries > 35

R&D expenditures 7 %
(from Sales)

Equity ratio > 40 %

Regional split



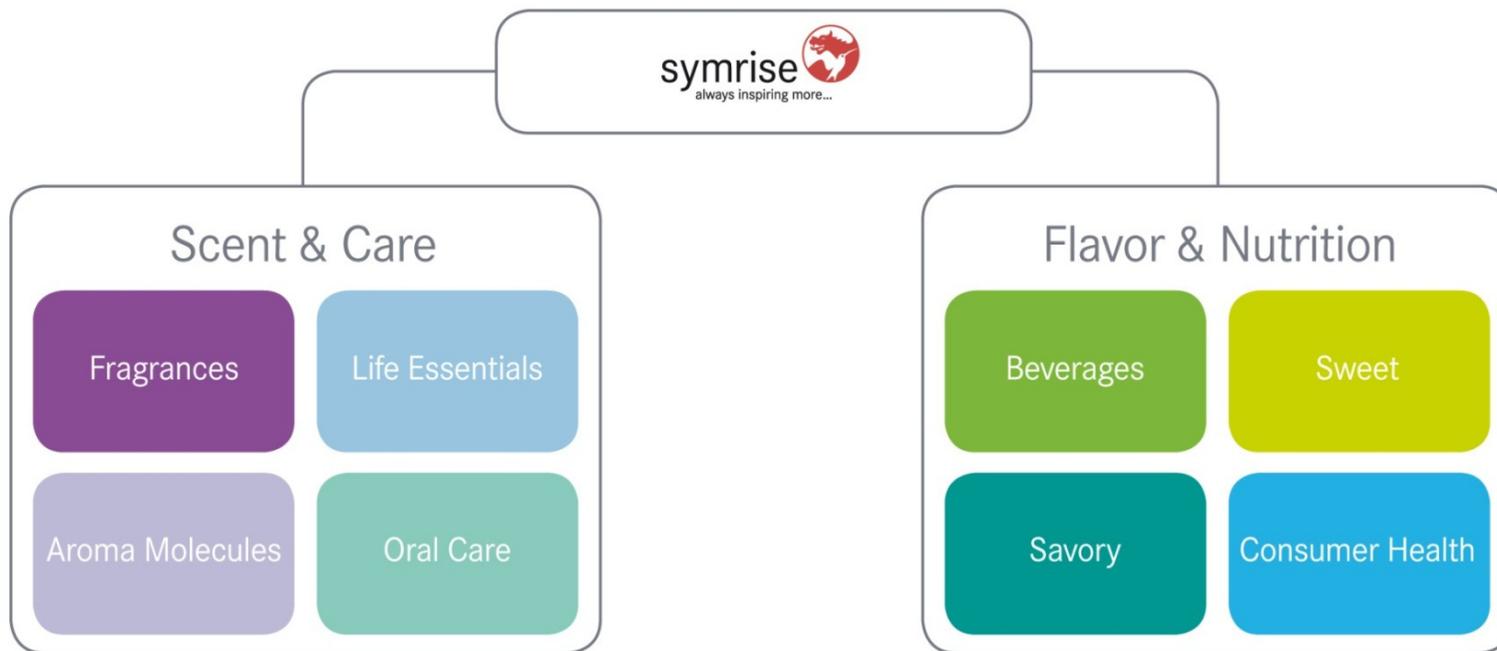
OUR GLOBAL REACH

PRESENT IN ALL KEY MARKETS



LEAN CORPORATE STRUCTURE

TWO GLOBAL DIVISIONS WITH DEDICATED SEGMENTS



GLOBAL CONSUMER & CUSTOMER TRENDS RELEVANT TO SYMRISE

Health

- Fitness
- Wellness



Added Value

- Functionality
- Health properties



Convenience

- "Snack" culture
- Easy access



Naturalness

- Organic
- No genetically modified organisms (GMO free)



Sustainability

- Environmental awareness / sustainability
- Social change

AGENDA



FINANCIALS

HIGHLIGHTS 2013

SALES AND EARNINGS AT ALL TIME HIGH



Sales*
+10 %

EBITDA Margin
20.4 %

Net income
€172m

EPS
€1.46

Dividend**
€0.70

- Sales increase to €1,830m, driven by strong dynamics in all regions and by both divisions
- North and Latin America strongest regional growth drivers
- EBITDA at €373m, up by 10 % due to strong top line growth
- Profitability at ongoing high level despite strategic investments into growth initiatives
- Net income up by 9 % to all-time high of €172m
- Earnings per share of €1.46 after €1.33 in 2012
- Proposed dividend increase to €0.70 per share

* local currency growth

** proposal

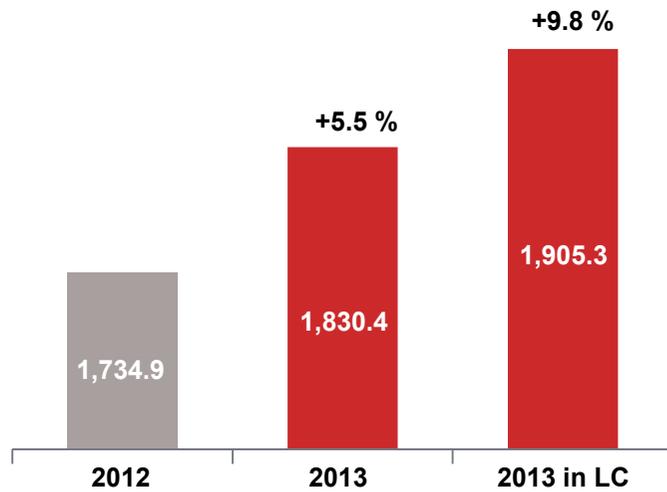
SALES GROWTH 2013

PARTICULARLY STRONG PERFORMANCE IN SCENT & CARE



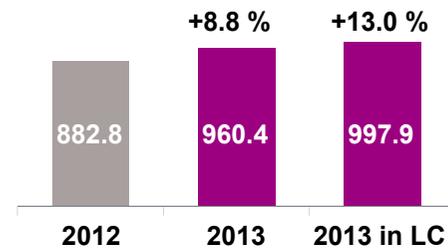
Symrise Group

in €m



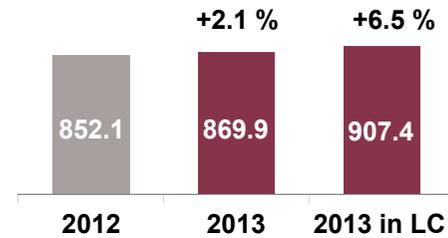
Scent & Care

in €m



Flavor & Nutrition

in €m

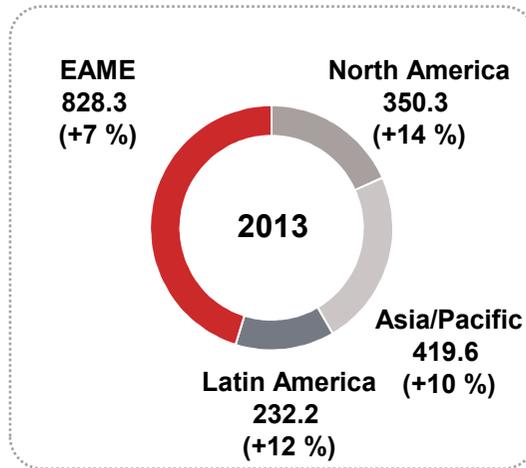


SALES BY REGIONS 2013

DOUBLE-DIGIT GROWTH IN THE AMERICAS AND ASIA/PACIFIC

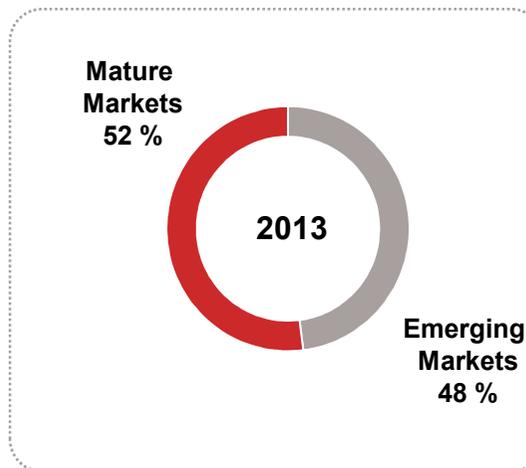
Regional Sales Split

In €m (LC sales growth in %)



Sales in Emerging Markets

% Group Sales



- **North America** – growth particularly driven by organic growth in Fragrances, Oral Care, Aroma Molecules, Savory and Beverages; as well as the acquisition of US Fragrance activities of manufacturer Belmay
- **Asia/Pacific** – particularly strong dynamics in Savory, Sweets and Consumer Health; strongest demand from China, India, Indonesia, Japan and Thailand
- **Latin America** – increase driven by strong double-digit growth in Savory as well as Fragrance, Oral Care and Menthols
- **EAME** – strong demand in Savory, Consumer Health, Fragrances and Life Essentials; good dynamics in Eastern and Western European markets, especially, Russia, Germany, UK; and Africa, Middle East

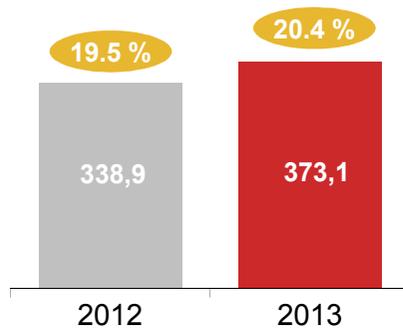
EBITDA 2013

EXCELLENT PROFITABILITY WITH GROUP EBITDA MARGIN OF 20.4 %



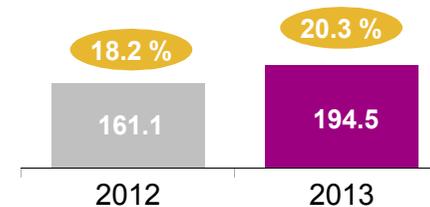
Regional Sales Split

in €m



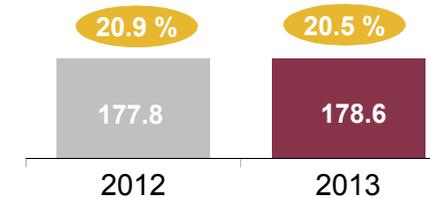
Scent & Care

in €m

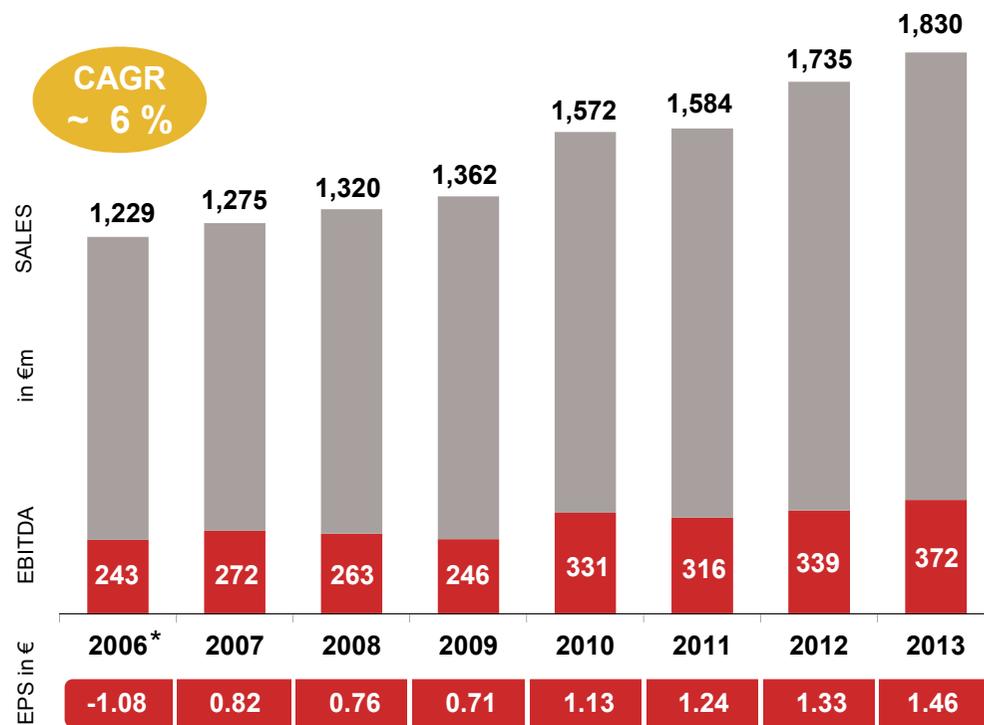


Flavor & Nutrition

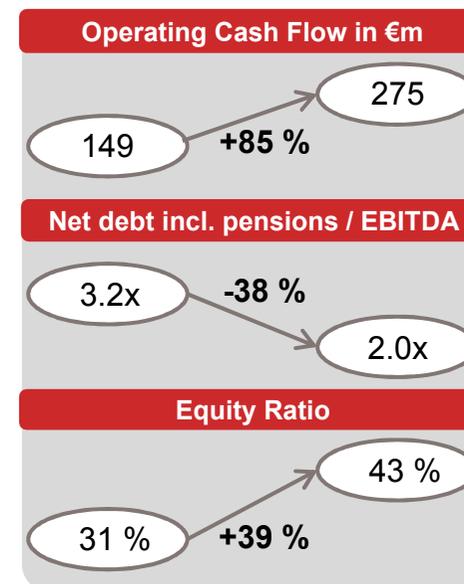
in €m



SUSTAINABLE PROFITABLE GROWTH SINCE IPO



* EBITDA adjusted for restructuring and integration cost



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STRATEGIC PRIORITIES

ATTRACTIVE MARKET

FAVORABLE INDUSTRY DYNAMICS

Global growth prospects:

- average market growth of 2-3 % per annum
- benefiting from global mega trends such as population growth, increasing wealth and economic progress
- growing awareness of health and wellness

Success of consumer goods triggered by quality and distinctiveness

- only a fraction of total product costs - but a key buying criteria for consumers
- more important than brand name and positioning when it comes to re-purchase decision

Relevant market size €17.4 billion*:



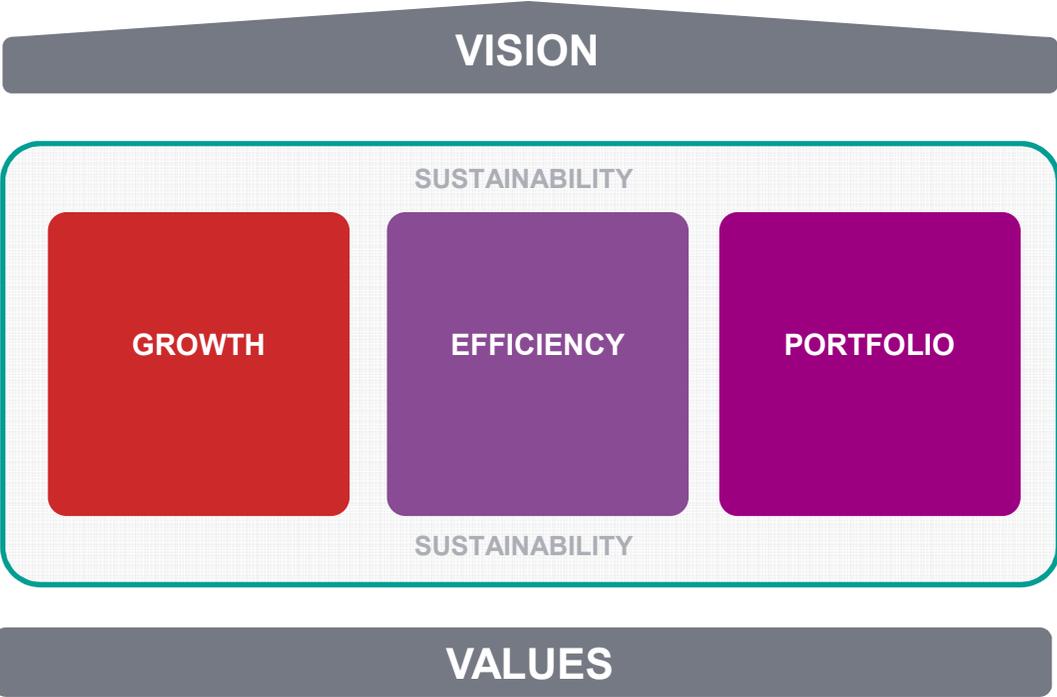
Barriers to entry:

- high customer and market intimacy
- high innovation rate
- high level of regulation and quality requirements

* Source IAL Consultants

DEFINED CORPORATE STRATEGY

AIMING AT SUSTAINED PROFITABLE GROWTH

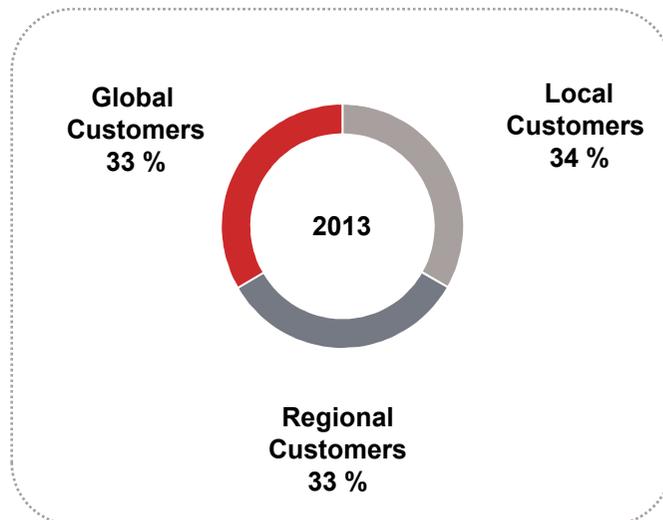


ACCELERATE GROWTH THROUGH BALANCED CUSTOMER PORTFOLIO, ENFORCED SALES AND INTELLIGENT ACCOUNT MANAGEMENT

Growth

Leverage Customer Spectrum through Enforced Sales Initiatives

Share of sales according to customer groups in %



Comments

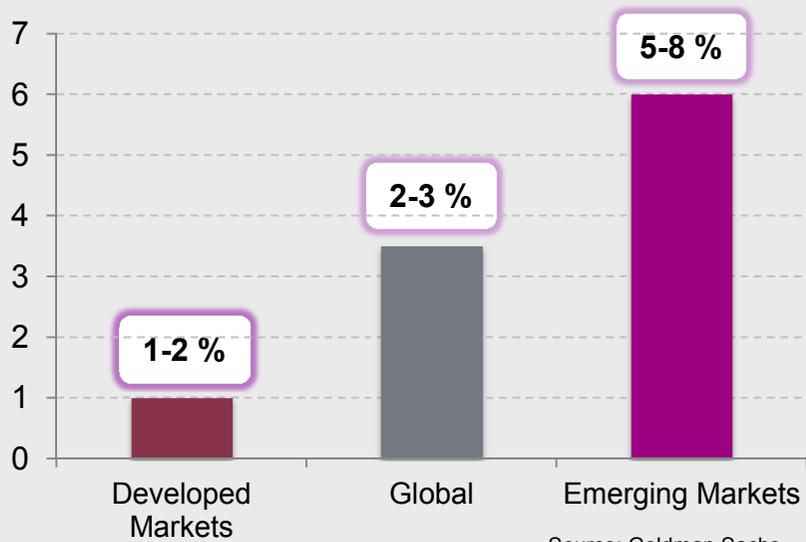
- Business with global customers has reached an efficient share
- Balanced customer base without dependency from individual customers
- Establishing intelligent processes and structures through investments in new sales steams and marketing initiatives in order to efficiently serve all customer segments and markets

VOLUME GROWTH PARTICULARLY DRIVEN BY EMERGING MARKETS

Growth

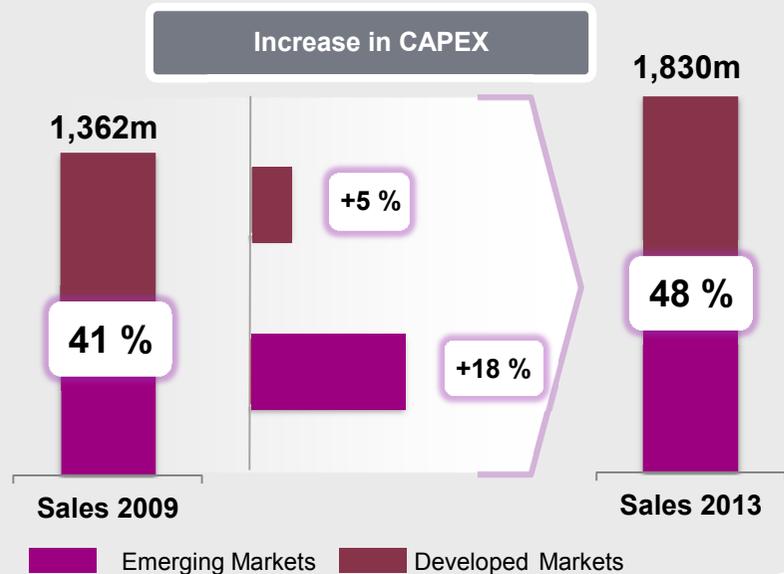
Different Pace and Nature – Growth in Emerging and Mature Markets

F&F volume growth, 2010–2020E (CAGR %)



Source: Goldman Sachs

Development of share of sales and investments in Emerging Markets (%)



Emerging Markets Developed Markets

ACCESS TO STRATEGIC RAW MATERIALS BACKWARD INTEGRATION

Efficiency

Investments in Process Optimization and Production Design

Application

Flavors

Sourcing

Key Business Segments



- Main stream application areas

Most important flavors
Symrise product platforms

think mint®
CLEAR FOCUS. FRESH IDEAS.

naturally citrus!®
true to fruit. true to nature. true to life.

simply vanilla®
discover. create. experience.

that's onion!®
NATURALLY PERFECT.

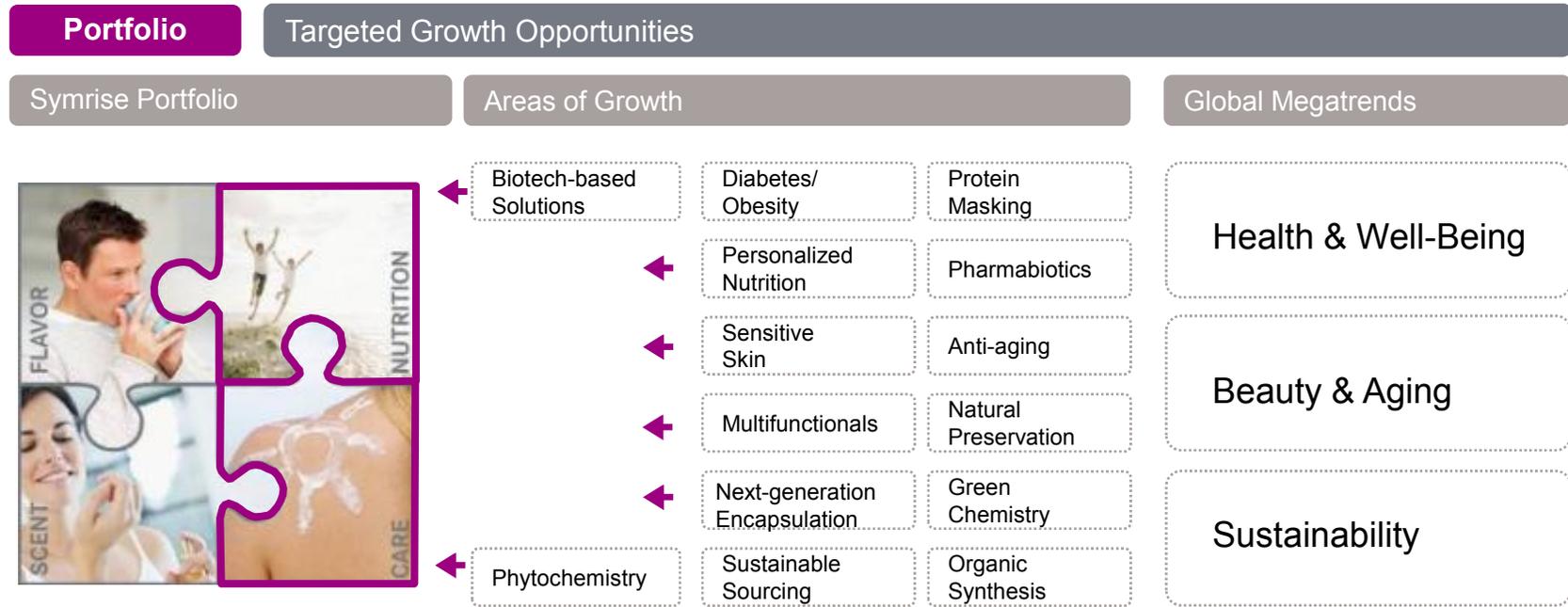
- Key flavors with high impact on total sourcing
- Strategic advantages: secured supply, minimized price fluctuations, highest quality

Strategic Initiatives:
Mint / Citrus / Vanilla / Onion



- Partnership and long-term contracts with local farmers
- including cooperation concerning fertilization, harvest and yields

COMPREHENSIVE PORTFOLIO CAPITALIZING ON HEALTH TRENDS AND SUSTAINABILITY



OPERATIONAL HIGHLIGHTS

VALUE CREATING INVESTMENTS AND STRATEGIC PARTNERSHIPS

Portfolio

Acquisitions and Alliances with Compelling Rationale



Belmay Fragrances

- Rationale: Acquire profitable business in new fast growing segments such as Air care
- Gain access to new clients especially in Fine Fragrances
- Cost synergies fully leveraged



Integration of activities completed
Excellent example of successful bolt-on acquisition



Probi AB

- Rationale: Leading company in the field of Probiotics with proven health benefits
- Strong and innovative patented product portfolio and pipeline
- Complementary fit: various joint projects ongoing (oral care)



Mandatory offer issued Feb.7, 2014
Symrise stake currently at 30.03 %

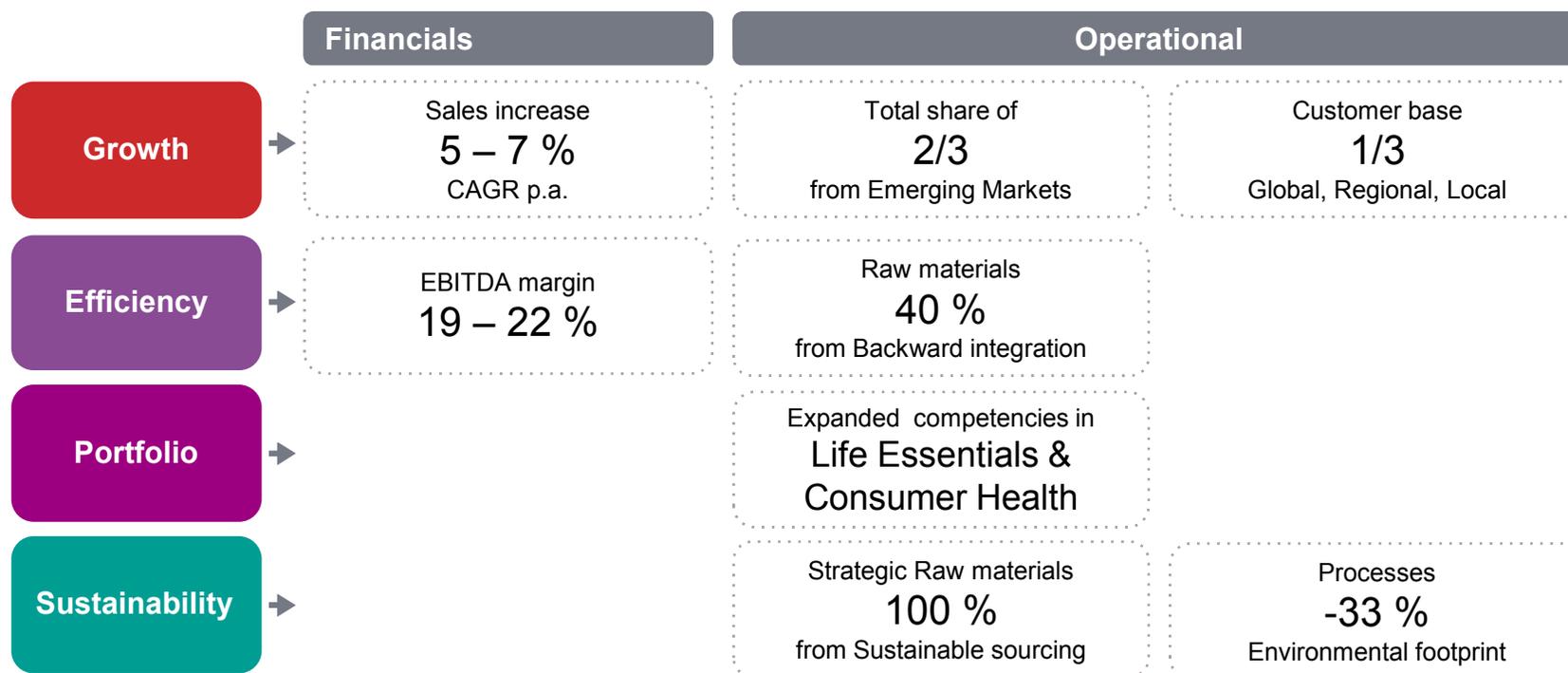
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OUTLOOK

LONG TERM TARGETS 2012-2020

BASED ON 3-PILLAR STRATEGY

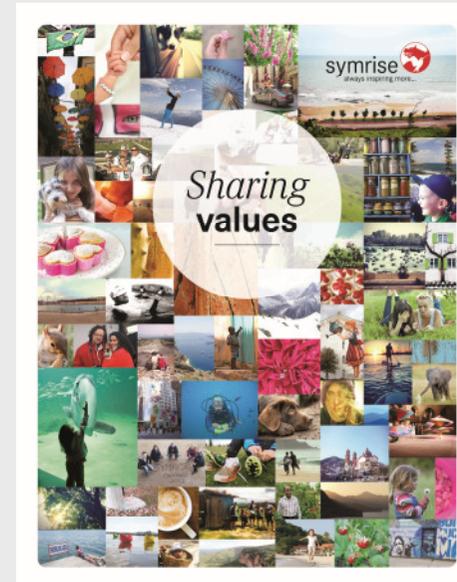


GLOBAL INVESTMENT INITIATIVES TO ACHIEVE 2020 OBJECTIVES



OUTLOOK 2014

- Positive Expectations for the global Flavor & Fragrances (F&F) market with good dynamics
- Long term trends in Mature and Emerging Markets fully intact – despite some political or economic uncertainties in individual countries
- Individual currency exchange rates remain under pressure, volatility for raw material prices will continue
- With its strong presence, business model and backward integration Symrise is very well equipped to capture market opportunities



**We aim at outperforming the global F&F market and
at delivering an EBITDA margin of around 20 %**

Always inspiring more ...

SYMRISE

INVESTOR RELATIONS



Financial Calendar:

May 6, 2014
Interim Report 1st Quarter 2014

May 14, 2014
Annual General Meeting

August 7, 2014
Interim Report 2nd Quarter 2014

November 4, 2014
Interim Report 3rd Quarter 2014

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