

Financial Results *H1 2019*

Agenda

H1 2019 results



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- 1 Business development H1 2019** (Heinz-Jürgen Bertram, CEO)
 - 2 Financials in detail** (Olaf Klinger, CFO)
 - 3 Outlook and long-term objectives** (Heinz-Jürgen Bertram, CEO)
-

Financial Highlights H1 2019

Continued strong performance



Sales

€ **1,692**m

+6.2%
Organic growth

+7.4%
in Reporting
currency

Business Free Cash Flow

7.8%

vs. 7.3 % H1 2018

Net debt / EBITDA(N)¹

1.8x

Incl. provisions for
pensions 2.7x



EBITDA(N)¹ margin

20.8%

EBITDA(N)¹

€ **351**m

Net income¹

€ **153**m

Earnings per share¹

€ **1.14**

Outlook 2019:

Improved EBITDA(N)¹ margin of

~21%

¹ Adjusted for ADF/IDF transaction cost / including IFRS 16 effect

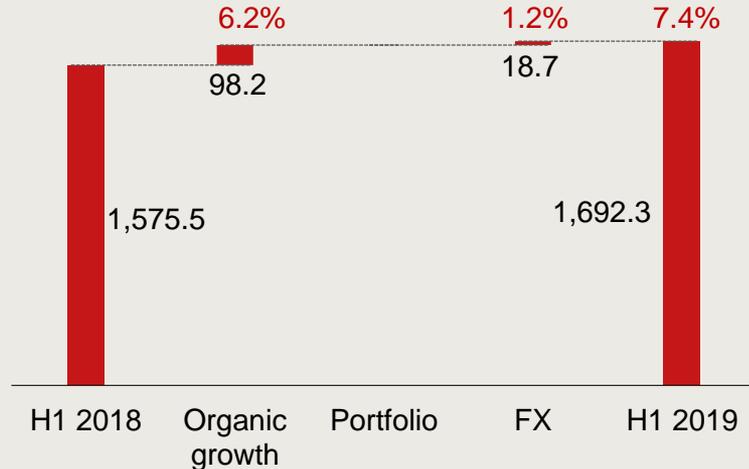
Group H1 2019

Strong growth of 7.4 %



Sales

In € m



Comments

Organic growth of 6.2 % exceeds market growth (expected to be 3-4 %) and within mid-term target range of 5-7 %

Currently no portfolio effect: Closing of ADF/IDF acquisition expected for H2 2019

Positive currency growth of 1.2 % mainly driven by revaluation of US dollar

Scent & Care H1 2019

Continues dynamic development with growth rate of 7.8 %



Sales <i>In € m</i>	Comments																		
<table border="1"><caption>Sales Growth Breakdown</caption><thead><tr><th>Category</th><th>Value (€ m)</th><th>Percentage</th></tr></thead><tbody><tr><td>H1 2018</td><td>660.1</td><td>-</td></tr><tr><td>Organic growth</td><td>41.6</td><td>6.3%</td></tr><tr><td>Portfolio</td><td>-</td><td>-</td></tr><tr><td>FX</td><td>10.0</td><td>1.5%</td></tr><tr><td>H1 2019</td><td>711.7</td><td>7.8%</td></tr></tbody></table>	Category	Value (€ m)	Percentage	H1 2018	660.1	-	Organic growth	41.6	6.3%	Portfolio	-	-	FX	10.0	1.5%	H1 2019	711.7	7.8%	<p>Organic growth of 6.3 %</p> <p>—</p> <p>Double-digit growth in Fragrances <i>driven by Fine Fragrances and Consumer Fragrances</i></p> <p>—</p> <p>Aroma Molecules and Cosmetic Ingredients are growing <i>especially in Asia/Pacific and North America</i></p> <p>—</p> <p>Backward integration <i>in key raw materials for fragrance ingredients once again an important success factor</i></p>
Category	Value (€ m)	Percentage																	
H1 2018	660.1	-																	
Organic growth	41.6	6.3%																	
Portfolio	-	-																	
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H1 2019	711.7	7.8%																	

Flavor H1 2019

Records growth rate of 5.4 % despite high comparables



Sales <i>In € m</i>	Comments																		
<table border="1"><thead><tr><th>Category</th><th>Value</th><th>Change</th></tr></thead><tbody><tr><td>H1 2018</td><td>604.7</td><td>-</td></tr><tr><td>Organic growth</td><td>22.4</td><td>3.7%</td></tr><tr><td>Portfolio</td><td>10.2</td><td>-</td></tr><tr><td>FX</td><td>10.2</td><td>1.7%</td></tr><tr><td>H1 2019</td><td>637.4</td><td>5.4%</td></tr></tbody></table>	Category	Value	Change	H1 2018	604.7	-	Organic growth	22.4	3.7%	Portfolio	10.2	-	FX	10.2	1.7%	H1 2019	637.4	5.4%	<p>Organic growth of 3.7 % —</p> <p>High comparable growth figures, double digit from previous year —</p> <p>Flavor achieved a double-digit growth in Asia/Pacific; continued growth momentum —</p> <p>Savory applications <i>enjoy high demand in all four regions</i></p>
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Nutrition H1 2019

Strong momentum with growth rate of 10.5 %



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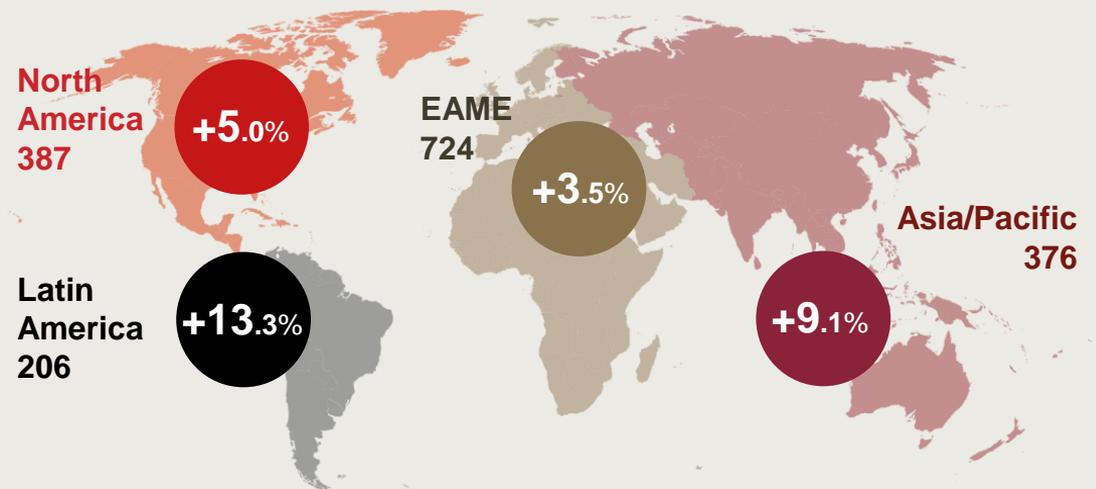
Sales by region H1 2019

Latin America and Asia/Pacific the strongest growth drivers



By region

In € m (organic growth in %)



By Markets

as % of Group sales



+11.2 % organic growth in Emerging Markets

Agenda

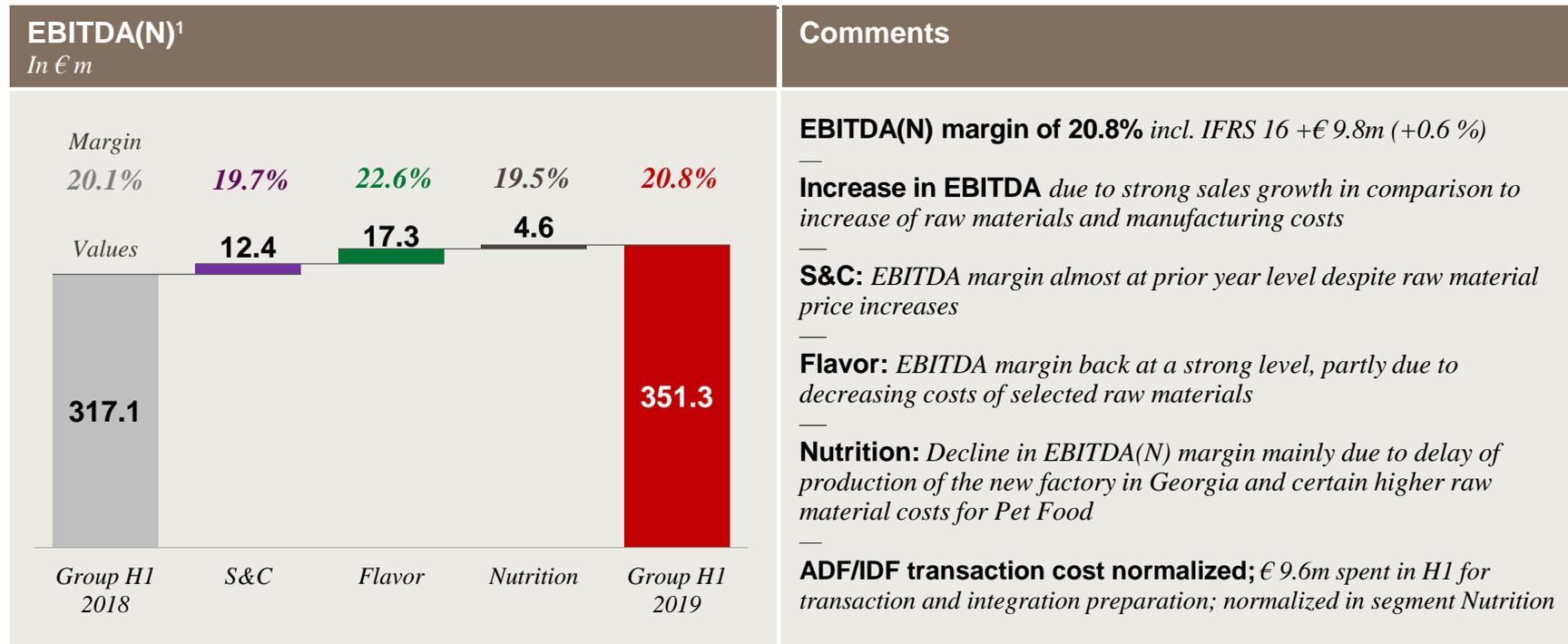
H1 2019 results



2 Financials in detail (Olaf Klinger, CFO)

EBITDA(N) H1 2019

Profitability at a good level with a margin of 20.8 %



¹ 2019 values include impact of IFRS 16

Operating Result

Strong earnings performance



Short P&L <i>In € m</i>					Comments
	H1 2018	H1 2019	H1 2019 normalized ¹	Change	
Gross profit	630.9	692.3	692.3	9.7 %	Gross profit improved significantly by 9.7 %
EBITDA	317.1	341.7	351.3	10.8 %	Increase in depreciation due to new accounting principle (€ 8.8m) and higher investment volume
Depreciation	44.9	59.4	59.4	32.1 %	
Amortization	52.7	50.7	50.7	-3.7 %	
EBIT	219.5	231.6	241.2	9.9 %	Financial result decreased by € 7.4m, due to refinancing activities and the pre-funding of the ADF/IDF acquisition
Financial result	-19.9	-27.8	-27.3	36.9 %	
EBT	199.6	203.8	213.9	7.2 %	Tax rate of 27.0 % vs. 28.0 % in H1 2018
Net income	142.3	146.0	153.4	7.8 %	
EPS in €	1.10	1.09	1.14	4.0 %	

¹ Adjusted for transaction and integration cost

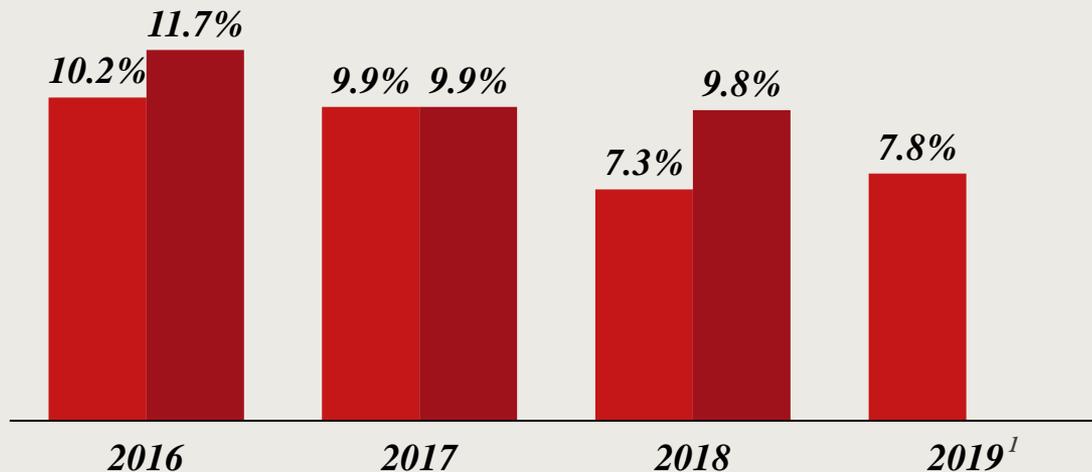
Business Free Cash Flow

introduced as a new internal KPI for 2018



BFCF as % of Sales

■ *H1*
■ *FY*



Definition

EBITDA
– *CAPEX*
+/- *Change in Working Capital*
= **Business Free Cash Flow**

Improvement in H1/19 vs H1/18

despite higher working capital due to increased EBITDA and decreased CAPEX

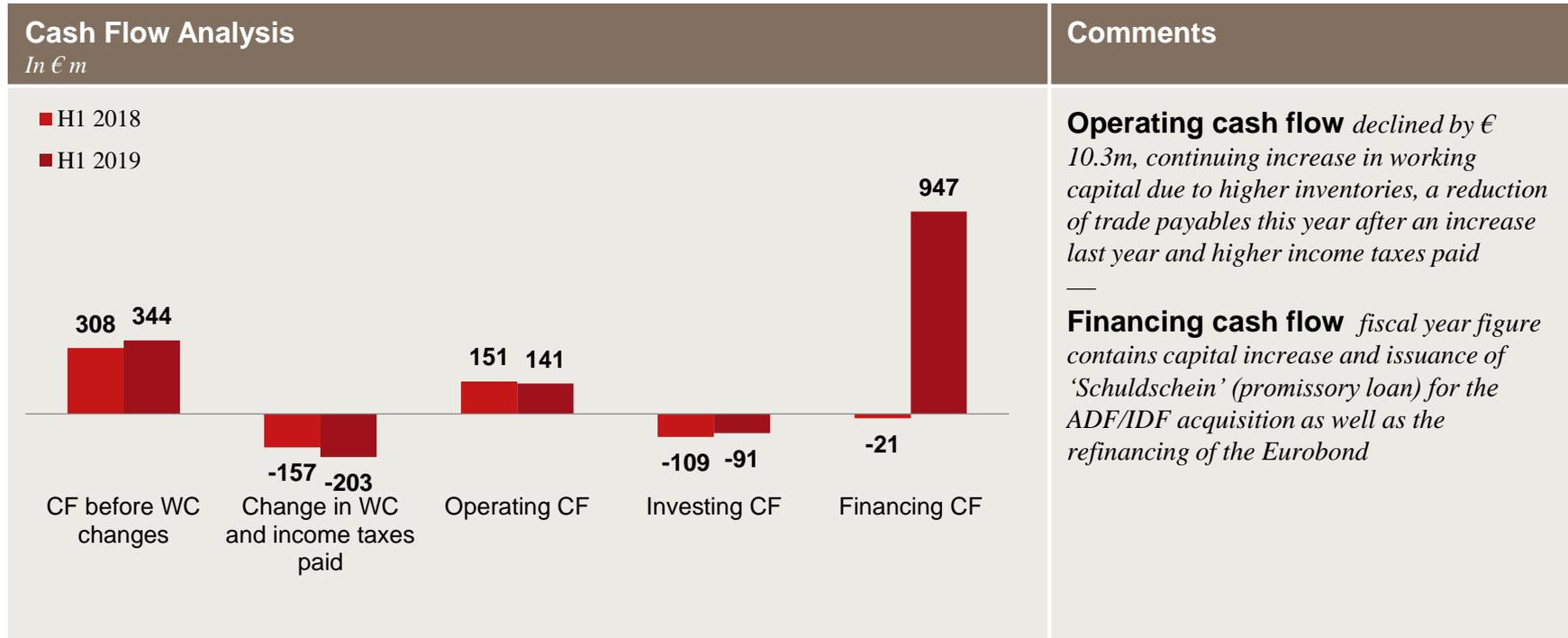
Ambition

Steady improvement of BFCF as % of sales until 2025 and above 10 % in 2019

¹ Adjusted for IFRS 16

Cash Flow

Working capital reflects high growth dynamic



Balance Sheet

Healthy financial structure with equity ratio of 37.8 %



Balance Sheet		Comments	
<i>In € m</i>			
	4,920	6,143	
	280	1,283	
Cash & equiv.	596	671	
Trade receivables	845	888	
Inventories	2,949	3,034	
Intangible assets & PPE	251	267	
Other			
	4,920	6,143	
	1,659	2,360	Borrowings
	316	294	Trade payables
	513	607	Provisions for pensions
	488	558	Other
	1,944	2,324	Equity
	FY 2018	H1 2019	
	FY 2018	H1 2019	

Cash, borrowings and equity significantly impacted by financing activities for ADF/IDF acquisition and refinancing of bond

—
IFRS 16 adoption only with minor impact of € 95m (included in other payables)

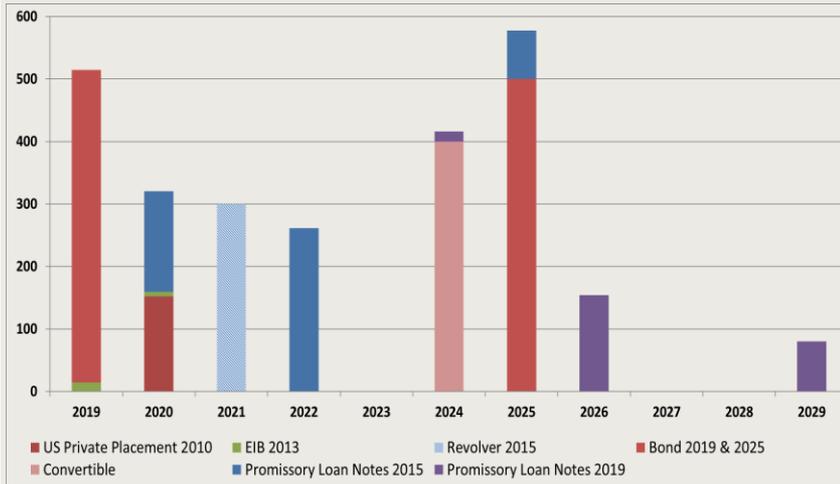
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Pension provisions increased by € 93m mainly due to reduced interest rate in Germany

Solid Financing Structure

Clear focus on investment grade

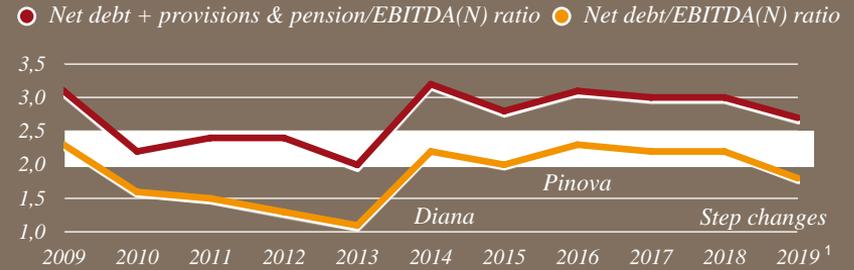


Maturity profile as of June 30, 2019 (in € m)



- Well-balanced maturity profile
- € 500m Eurobond 2019 already replaced by Eurobond 2025

Net debt / EBITDA(N)



Status Quo

- Net debt of € 1.173m reflects 1.8x EBITDA
- Net debt incl. pensions of € 1.780m reflects 2.7 x EBITDA

Ambition

- Long term target of 2.0x to 2.5x EBITDA (incl. pensions) is unchanged since IPO
- Top priority: Remain an Investment Grade Profile

¹ including leasing obligations; not adjusted for transaction and integration cost

Agenda

H1 2019 results



3 Outlook and long-term objectives (Heinz-Jürgen Bertram, CEO)

Operational Highlights H1

Strategy execution to achieve objectives 2019



Growth

Menthol: ramp up of new plant in the US, start of production in Q3

—
Flavor: opening of liquid plant in Russia

—
Fragrances: expansion of production in Holzminden



Efficiency

Cosmetic Ingredients: opening of new development center in Holzminden

—
Vanilla for Change: Unilever, Save the Children, ME to WE initiative dedicated to purpose-driven ice cream brands with society benefits



Portfolio

Acquisition ADF/IDF: US-based provider of natural protein solutions (Closing in H2 expected)

—
Acquisition Cutech: Italian-based expert in bio-analytical screening methods



Outlook specified for 2019

Normalized EBITDA margin of around 21 %



Targets 2019		Growth dynamics
<p>Organic growth</p> <p>5-7%</p> <p>CAGR</p>		<p>—</p> <p>Strategically well-positioned, <i>sustainable growth opportunities through differentiated portfolio</i></p> <p>—</p> <p>Added competencies <i>through integration of ADF/IDF</i></p> <p>—</p> <p>Industry-leading backward integration <i>with focus on renewable raw materials</i></p> <p>—</p> <p>Growth dynamics <i>will lead to higher profitability in 2019</i></p> <p>—</p> <p>Business Free Cash Flow <i>expected to reach double-digit percentage range of sales for fiscal year</i></p>
<p>Increased Profitability</p> <p>~21%</p> <p>EBITDA(N)¹ margin</p>	<p>New KPI: Cash flow</p> <p>>10%</p> <p>Business Free Cash Flow</p>	

¹ Excluding ADF/IDF, including IFRS 16 effect

Objectives 2025

supported by our proven strategy

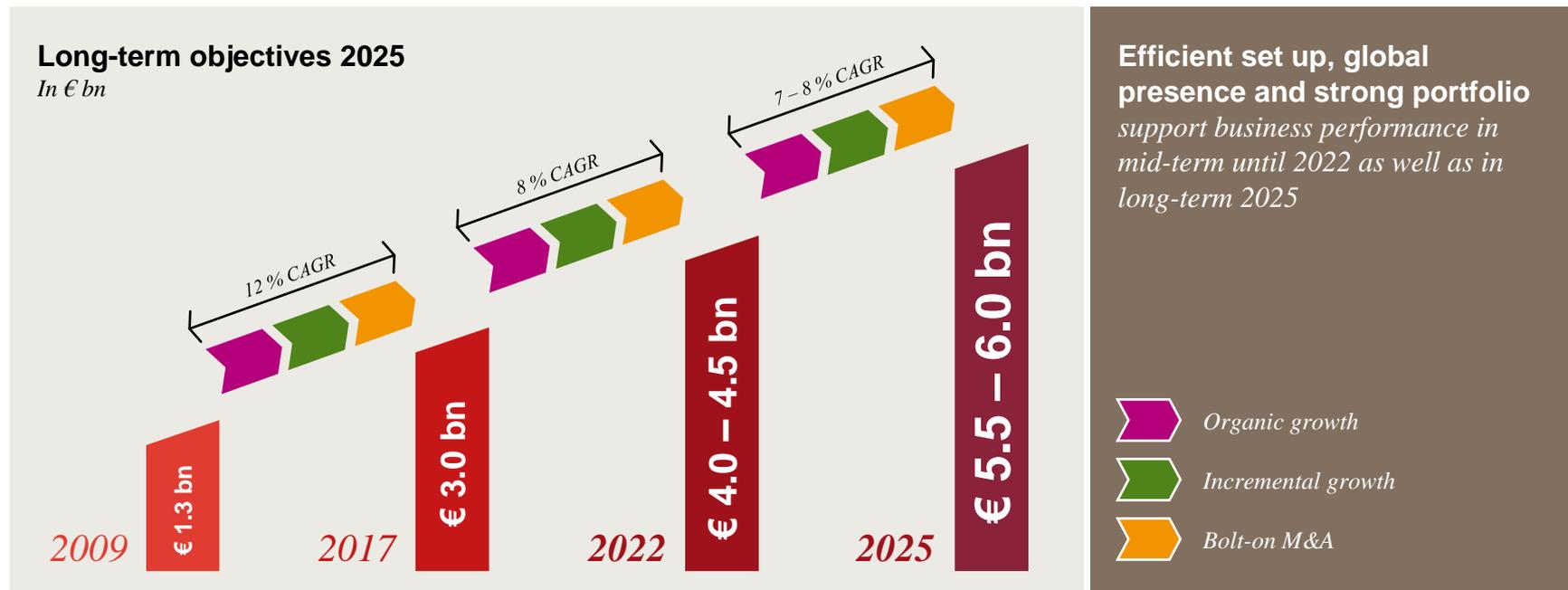


Financial goals	until 2020	until 2025
Sales growth Sales in Emerging Markets Customer mix	5 – 7 % pa (CAGR) > 50 % 1/3 global, regional, local	5 – 7 % pa (CAGR) > 50 % 1/3 global, regional, local
EBITDA margin CAPEX Dividend	19 – 22 % 5 – 6 % 30 – 50 %	20 – 23 % due to more favorable product mix 4 –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

¹ Science-based target (SBT) 2016-2025

Long-term growth objective confirmed

Doubling sales by 2025



Symrise AG

Financial calendar & contact



Financial Calendar

October 29, 2019

9M 2019 trading statement

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Appendix: Financing structure acquisition ADF/IDF

All facilities completed



Bridge and Term Facilities Agreement € 800m / 31 Jan 2019

Facility A
Bridge to Equity*
€ 400m

*Accelerated Book building
of Primary Shares
Offer Price € 71.25 / Volume € 400m
Pricing Date 8 Feb 2019
BNP and UniCredit*

Facility B
Bridge to Debt
€ 250m

*'Schuldschein' (promissory loan)
Maturity 5-10 years
Interest rate up to 1.5%
Launch Date 22 Feb 2019
Settlement 29 Mar 2019
LBBW, Helaba and Commerzbank*

Facility C
Term Loan
€ 200m

*Syndication amongst
existing banking group
Term 5 years, amortizing
Closing Date 25 Feb 2019*

¹ 5,614,036 new shares; increase from 129,812,574 to 135,426,610 shares