*Investor Relations – March 8th, 2023.\** 



<sup>\*</sup> The factbook will be updated in the course of the year. Please be aware that this version is based on the FY 22 results. You will find the updated version on our website: https://www.symrise.com/investors

#### Overview



















#### Content



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#### **Our history since 1874** With roots into 1795



1874

Chemist Dr. Haarmann discovers method for manufacturing nature-identical vanillin

#### 1919

Hairdresser Gerberding begins manufacturing perfume and soap compositions

1954

AG

Takeover

by Bayer

1930

Entering the flavor industry

#### 1973

World's first fully synthetic production of menthol

#### 1995

Acquisition of Florasynth, est. 1916, de Laire, est. 1876 and Lautier Fils, est. 1795

#### 2003

Merger of Haarmann & Reimer (€872m sales) and Dragoco (€373m sales) by EQT

#### 2006

IPO in Frankfurt (Market cap. €2bn)

#### 2014

Acquisition of Diana

#### 2016

Acquisition of Pinova/ Renessenz

2019

Acquisition

of ADF/IDF

#### 2021

Acquisition of Fragrance & Aroma Chemicals business from Sensient and Giraffe

Promotion to the German DAX

#### 2022

Acquisition of Schaffelaarbos. Groupe Neroli & SFA Romani and Wing Pet Food

Haarmann & Reimer (1874-2003)

Dragoco (1919-2003)

Symrise (since 2003)







# Symrise today Our Business, Purpose & Values

# We are a global supplier of fragrances, flavors, food and cosmetic ingredients.

Our clients include manufacturers of perfumes, cosmetics, food and beverages, pharmaceuticals and producers of nutritional supplements and pet food.

#### **Our Purpose**

We develop sustainable, safe and tailored products that ensure quality of life and provide beauty and well-being.

We are aware of our responsibility for a future-oriented world and undertake this task with entrepreneurial spirit, innovative power and optimism.



#### **Our values**



**Creativity**: The driver of innovation with which we bring our claim of "always inspiring more ..." to life.



**Excellence**: Outstanding performance for customers, consumers and markets.



Sustainability: We are all responsible for the world we live in.



**Commitment**: We encourage and challenge our employees, value independent action and consider our employees and their diversity to be the key to our success.



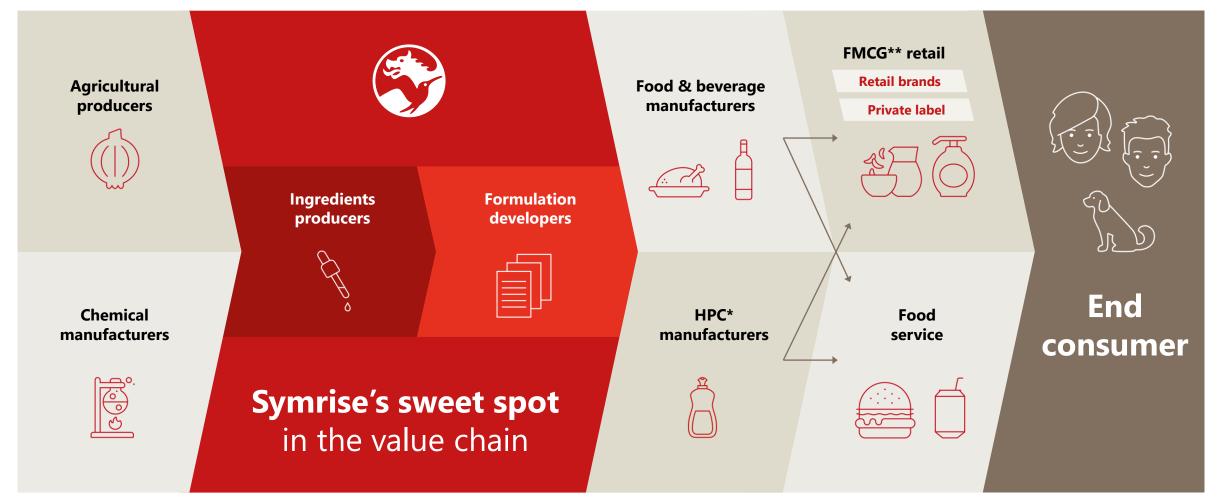
**Integrity**: Trust and honesty serve as the foundation of collaboration. This is as true in working with fellow employees as it is with all of our stakeholders.



**Added value**: Intelligent additional benefits and integrated services for our customers, attractive and healthy product solutions for consumers and sustainable growth for Symrise.

# **Symrise's Position** *In the value chain*





# **Our Industry** *An attractive niche*





Handling complexity for our clients

Managing ~10,000 raw materials

for ~35,000 products.

High barriers to entry e.g. core list system and increasing regulatory pressure.

Short term visibility requires flexibility, mobility and agility.

Industry tied to population growth and disposable income; little dependence on cyclical, economic trends.

### Megatrends support organic growth

health & wellness · middle class boom & urbanization naturalness & sustainability · traceability · vegetarian/vegan/halal/kosher food

Tailor made products with generally small volumes and decreasing product life cycles.

Global footprint key to meet local tastes & preferences.



Sustainability & supply chain management increasingly important.

High market concentration

top4

(Givaudan, IFF, Firmenich and Symrise) with

~63%



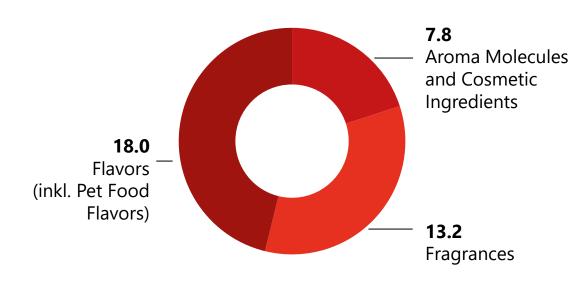
Sweet "spot" in value chain only a small fraction of product costs 1-5%, but a key buying criteria.

# **Our Market** *Structure and competition*



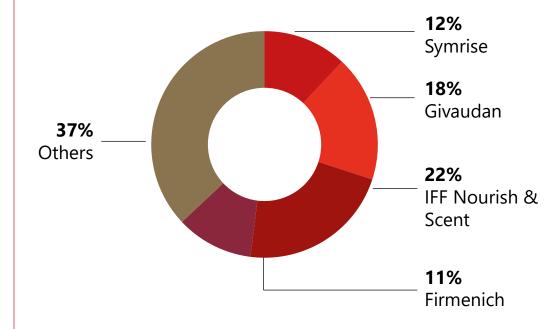
#### Relevant AFF\* market size 2022

In €bn (approx. €39bn overall)



#### AFF\* market share 2022

In % (volume approx. €39bn)



Sources: IAL (13<sup>th</sup> Edition, FLA & FRA, September 2022), IAL (3<sup>nd</sup> Edition, AC/AM and CI, December 2022)

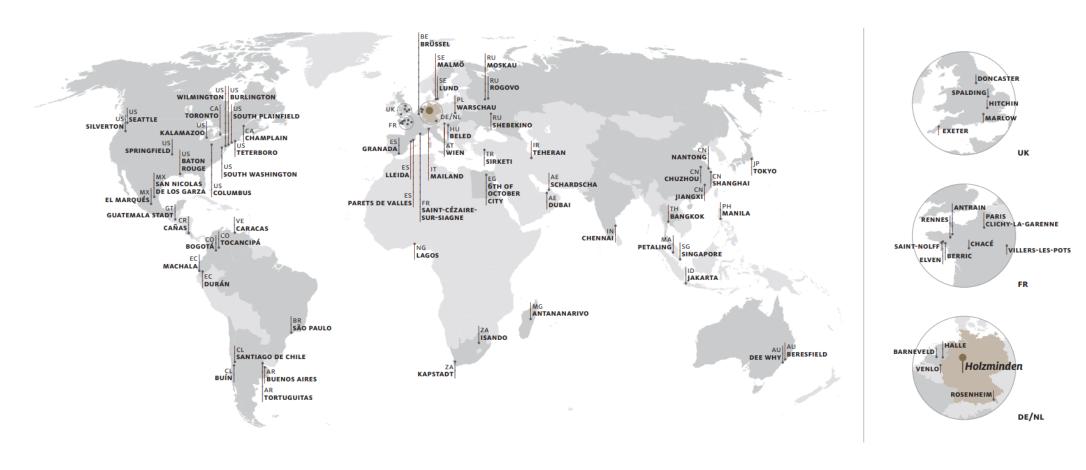
\*AFF: Aroma Molecules, Flavors and Fragrances.

Source: corporate data and internal estimates

#### **Symrise worldwide**

#### Manufacturing & development sites per division





Firmensitz

Regionale Hauptsitze
 Standorte Symrise

# Symrise FactBook Content

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#### **Business overview**

#### Segments and Business Units 2022



**Taste, Nutrition & Health Scent & Care** €2,913m (63%)\* €1,706 (37%)\* Food & Cosmetic **Aroma** Pet Aqua Probi\*\* **Fragrance Molecules Beverage Food** Feed **Ingredients Probiotics** Active **Beverages** Pet **Aqua Feed** Fine **Fragrance Palatability Palatability Ingredients** Ingredients | **Fragrances** Menthol Pet **Consumer Sweet** 0 Protection **Nutrition Fragrances Pet Food** Oral **Botanicals Savory Protection** Care Veterinary **Naturals** 

# **Taste, Nutrition & Health** *Segment Overview*

#### **Key Characteristics**

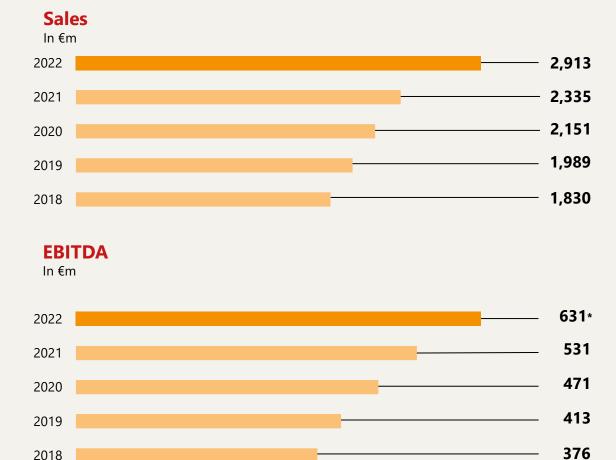
The previously separate Flavor and Nutrition segments were merged in April 2021 for a **strategic realignment** and to **leverage synergies** in the combined Taste, Nutrition & Health segment

Combined expertise as well as scientific research to offer customers and partners unique, natural ingredient-based and sustainable solutions

More than 100 sites in over 40 countries

Serves the markets of the **food and beverage** industry as well as manufacturers of **pet food and fish food** 

**7,048** employees work together to serve our customers



# **Taste, Nutrition & Health** *Business Units*



#### **Food und Beverages**

#### **Beverages**

Soft drinks

Juice-based drinks

Tea & coffee products

Spirits & fermented beverages including brewery products

#### **Sweet**

Sweets & chocolates

Chewing gum

Baked goods & cereals

Ice cream & milk products

Products for the health care sector

#### **Savory**

"Culinary" category including: Soups, sauces, readymade meals, instant noodles, meat products

"Snack Food" category including: Authentic and natural seasonings for snacks

Solutions for products with plant-based proteins

#### **Naturals**

Natural, sustainable ingredients for food and beverages, baby food & dietary supplements

Organic raw materials like fruits, vegetables, meat, seafood, vanilla and plants

Best results in terms of taste performance, health benefits, sensory properties and the shelf life of their products

# **Taste, Nutrition & Health** *Business Units*



#### **Pet Food**

### Pet Palatability · Pet Nutrition · Pet Food Protection · Veterinary

Offers high-quality solutions and services for pet food manufacturers for improving taste and pets' acceptance of foods, achieving pet food safety and for animal health. Pet Food serves its customers from more than 20 locations around the globe and maintains four expert centers with around 1,000 of its own dogs and cats to understand the behaviors.

#### **Aqua Feed**

#### **Aqua Feed Palatability**

The scope of the Aqua Feed business unit includes sustainable ingredients and services that enable fish feed manufacturers to develop high-performance and reliable solutions for fish and shrimp farms. In doing so, the business unit relies on a global network of science and technology experts.

#### Probi\*

#### **Probiotics**

The Swedish company Probi, in which Symrise holds a majority interest, develops, produces and markets effective probiotics for food supplements and functional foods. Probi specializes in handling live bacterial cultures, from research and development through to the production process. This makes the health-promoting effects of probiotics accessible to the general public.

# **Scent & Care** *Segment Overview*

\_\_\_\_



3,432 employees market over 16,000 products in 128 countries

**Sites** in more than **30 countries** 

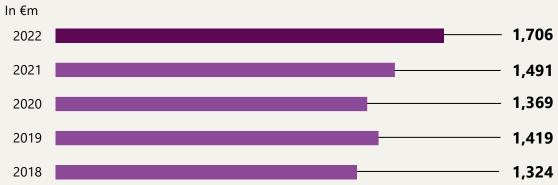
Divided into **three global divisions:** Fragrance, Cosmetic Ingredients and Aroma Molecules which consist of various Business Units

More than **100 years of experience** in the development and marketing of cosmetic raw materials

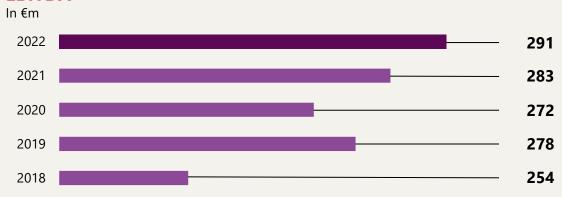
The Cosmetic Ingredients division is a recognized innovation leader that has received **35 innovation awards** for new substances over the past ten years. During the same period, 136 patent applications were filed, 26 of them in 2022 alone







#### **EBITDA**



## **Scent & Care** *Business Units*



#### **Fragrance**

### Fine Fragrances

Symrise is creating new, exciting fragrance experiences with a rich pipeline of its own fragrances.

Our creative centers are in Paris, New York, Mexico City, Shanghai, Dubai, São Paulo, Barcelona, Singapore and Mumbai.

### **Consumer Fragrances**

The business unit Consumer Fragrances includes products for personal care and the household.

Symrise uses state-ofthe-art technology to combine functionality and fragrance experience.

#### **Oral Care**

The business unit Oral Care covers a wide range of products from tooth-paste and mouthwashes to chewing gum.

Symrise offers the entire range of mint flavors and their intermediate products.

#### **Cosmetic Ingredients**

# Active Ingredients · Sun Protection · Botanicals · Colors

Cosmetic Ingredients division includes active ingredients, modern solutions for product preservation, protection against solar radiation and negative environmental influences, ingredients for hair care, plant extracts, high-performance functionals and tailor-made cosmetic colors.









#### **Aroma Molecules**

### Fragrance Ingredients · Menthol

Symrise manufactures natureidentical menthol, which is primarily used in manufacturing oral care products, chewing gum and shower gels.

Fragrance Ingredients
manufactures aroma
chemicals which are used for
our own production
of perfume oils as well as
marketed to companies.





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#### Symrise in 2022

#### Key figures at a glance



€922m

EBITDA\*



€254m

spent on R&D



~35,000 products



€14.2bn

market capitalization\*\*



€4.618bn

sales



12,043

employees\*\*\*



>6,000

global, regional and local clients



Countries with Symrise sites and

>150 countries with

>40

Symrise clients A



#### **Investment Highlights**

A high-quality investment opportunity



1

Attractive industry geared towards

defensive
end-consumer
markets



2

Strongly balanced Portfolio across businesses, regions and customers



3

A strategy with focus on industry-leading growth



4

Competitive edge
thanks to **cross-linking competencies** and
leading **research engine** 



5

A portfolio
beyond
traditional
flavor & fragrance





6

Backward integration

serving trend towards naturals & traceability



#### **Symrise Share** At a glance



Our full consensus is available here: https://vara-services.com/symrise/

#### **Share information**

ISIN / Symbol: DE000SYM9999 / SY1

**Shares:** 139,772,054\*

(bearer shares; one share = one vote)

**Trading platforms**: Xetra, Frankfurt

Free float: 94.98% as per Deutsche

Börse\*

Symrise

DAX MDAX

#### SHARE PRICE DEVELOPMENT

of the Symrise stock in 2022



| 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter |

# **Symrise Share** *At a glance*



#### Coverage

Broker	Analyst			
Alster Research	Thomas Wissler			
Baader Helvea	Andreas von Arx			
Bank of America	Matthew Yates			
Barclays	Sebastian Satz			
Berenberg Bank	Samantha Darbyshire			
Bernstein	Gunther Zechmann			
Citigroup	Mubasher Chaudhry			
Credit Suisse	Samuel Perry			
Davy	Cathal Kenny			

Broker	Analyst
<b>Deutsche Bank</b>	Virginie Boucher-Ferte
DZ Bank	Thomas Maul
Exane BNP Paribas	Heidi Vesterinen
Goldman Sachs	Georgina Fraser
Jefferies	Charlie Bentley
J.P. Morgan	Celine Pannuti
Kepler Cheuvreux	Patrick Roquas
LBBW	Ulle Woerner
Morgan Stanley	Lisa de Neve

Broker	Analyst
Morningstar	Rob Hales
Oddo BHF	Michael Schäfer
Redburn	Tony Jones
Société Générale	Thomas Swoboda
Stifel	Isha Sharma
UBS	Charles Eden
Warburg Research	Oliver Schwarz

#### **Shareholder Structure**

#### Dominated by long-term investors



#### **Top 5 Investors**

March 2023 – updated list on Corporate website

1

2

3

4

5

# Rank

9.96%

Massachusetts

**Financial Services** 

Company (MFS)

6.73%
BlackRock Inc.

5.024%

Horst-Otto Gerberding\* 5.01%

Canada Pension Plan Investment Board 3.04%

Ministry of Finance on behalf on the State of Norway

Source: Company / Deutsche Boerse

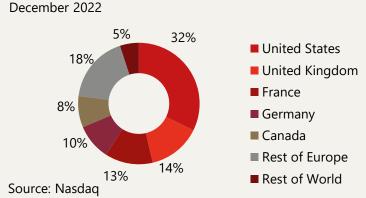
#### **Total Shareholder Composition**

December 2022



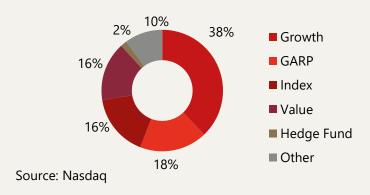


#### **Institutional Shares by Geography**



#### **Institutional Shares by Investment Style**

December 2022



<sup>\*</sup>Deutsche Boerse considers Gerberding as strategic investors.

<sup>\*\*</sup>Nasdaq considers Mr. Gerberding and Jahr family as strategic investors.

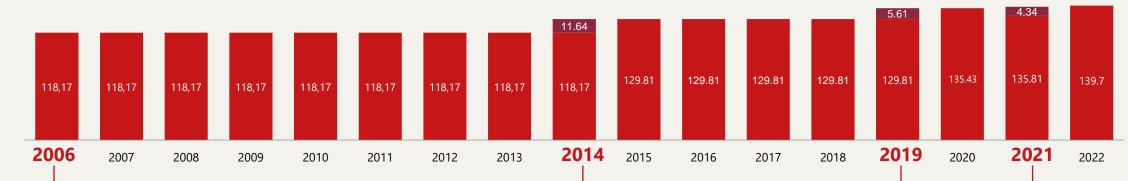
# **Number of Shares Outstanding** *Since IPO in 2006*





118.17 118.17 118.17 118.17 118.17 118.17 118.17 118.17 129.81 129.81 129.81 129.81 129.81 135.43 135.43 139.77





**Comments on the number of shares in the years:** 

#### 2006

- IPO at Frankfurt Stock Exchange on
   11 December
- Initial Price: € 17.25 per share

#### 2014

- Two capital increases for the acquisition of Diana:
  - → 11.15 million shares at € 36.00 (cash capital increase)
  - → 0.489 million shares at € 40.08 (capital increase in kind)

#### 2019

- Capital increase for the acquisition of ADF/IDF:
  - → 5.61 million shares at listing price of € 71.25 per share

#### 2021

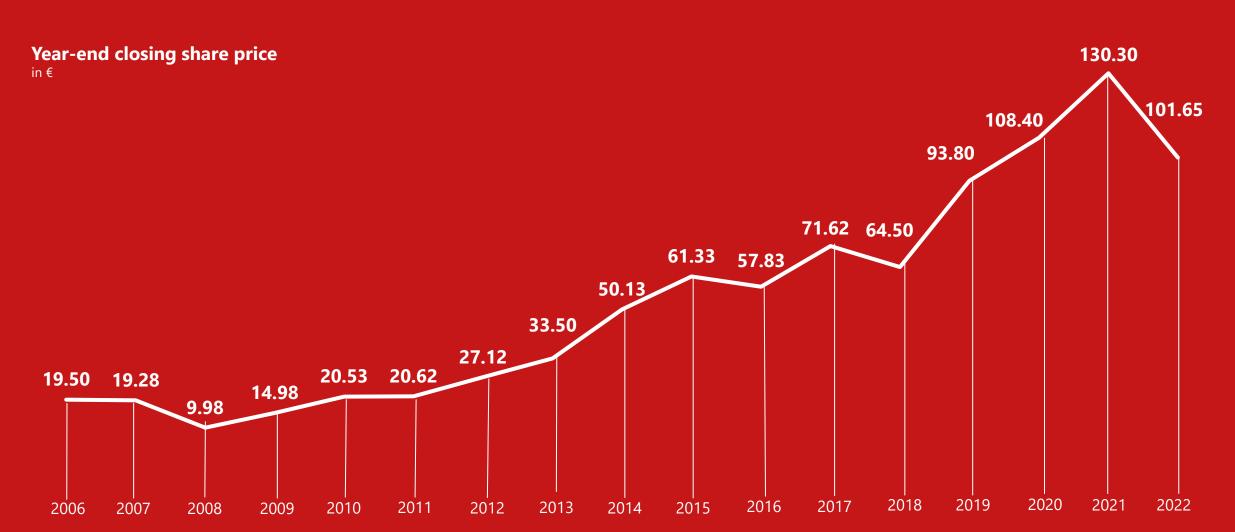
- Capital increase due to early redemption of the convertible bond:
- → 4.34 million shares at conversion price of € 91.75 per share

139,772,054 (as of December 31, 2021) 136,663,677 (weighted average FY 2021)

#### **Share Price Development**

More than six-fold since IPO

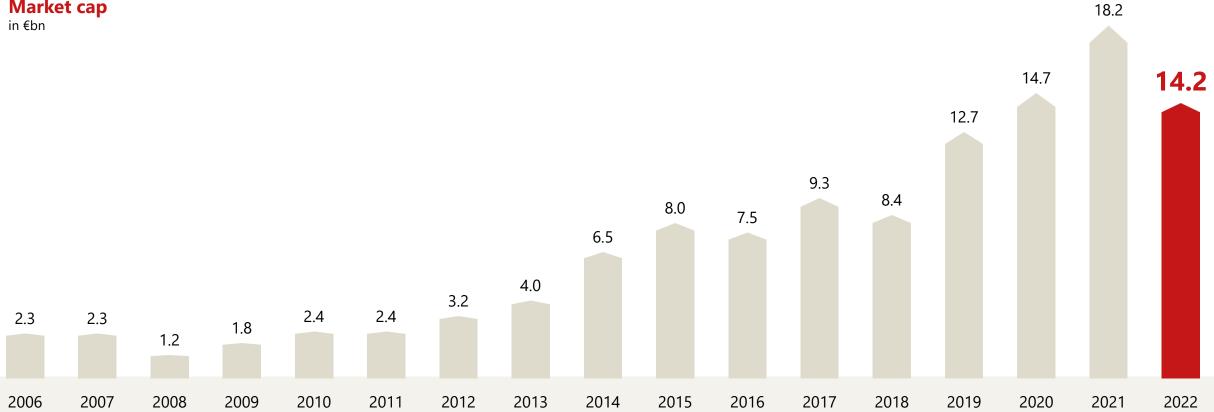




#### **Market Cap Development** Strong track record since IPO





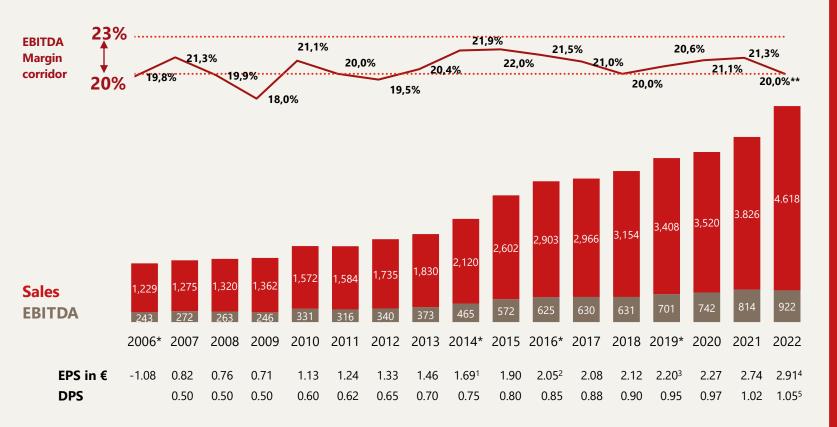


# **Financial track record and targets** *Past and future*

Updated March, 2023

#### **Growth and margin track record since IPO**

Sales and EBITDA in €m





2023

Group growth (CAGR)

5 – 7 %

**EBITDA** margin

~ 20 %

Business Free Cash Flow

~12 % of sales

until **2025** 

Group growth (CAGR)

5 – 7%

**EBITDA** margin

20 – 23%

Business Free Cash Flow

14%

of sales

<sup>\*</sup>EBITDA adjusted for restructuring and integration expenses and additionally in 2019 restated for finalized ADF/IDF PPA.

<sup>\*\*</sup>Without impairment of associated company Swedencare

<sup>1.</sup> Reported: EPS 1.48€. | 2. Reported: EPS 1.95€. | 3. Reported: EPS 1.16€. | 4. Reported: EPS 2.00€. | 5. Recommended

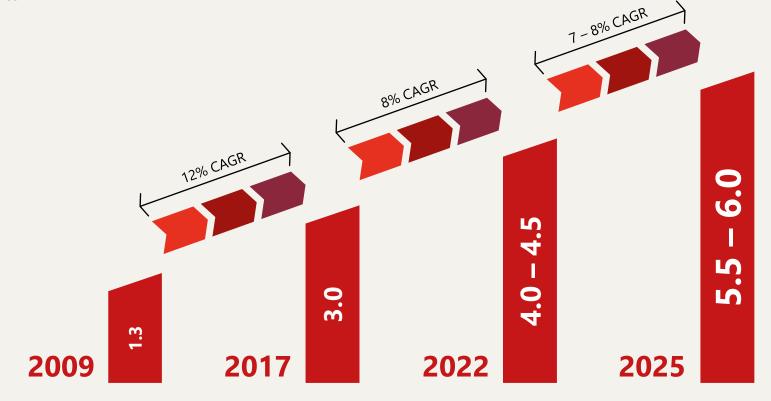
#### Long-term growth objective 2025

Fully on track to continuously outperform the market



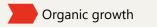
#### **Long-term objectives 2025**

In €bn



# Efficient set up, global presence and strong portfolio

support business performance in mid-term until 2022 as well as in long-term 2025







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# **Corporate governance** *Dual management system*

#### **Competencies**

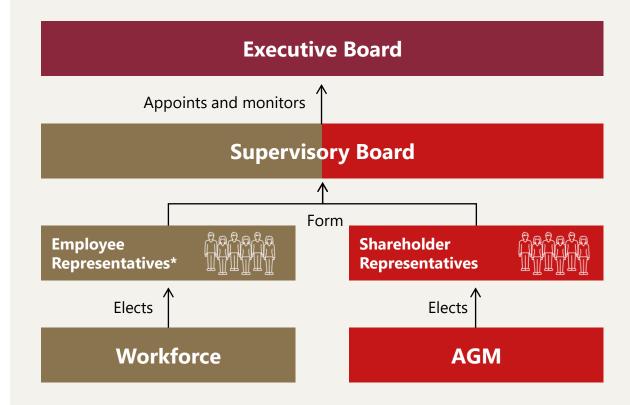
**Executive Board** responsible for managing the company's business operations in the interest of the company with a view to create sustainable value for all stakeholders.

**Supervisory Board** advises and oversees the Executive Board. It is involved in strategy and planning as well as all other decisions of fundamental significance to the company.

#### **Dual Management System**

**Dual board** in accordance with German Corporate Law (Co-determination) and Corporate Governance Codex 2020. Both bodies cooperate closely and in a spirit of trust in managing and overseeing the company.

#### **Two-tier system**



<sup>\*</sup>In accordance with the German Co-determination Act, a supervisory board with six employee representatives must include four employee representatives of the company and two union representatives.

# **Executive Board** *Representatives*





**Dr. Heinz-Jürgen Bertram** Chief Executive Officer (appt. until October 2025)

- Born 18/09/1958 in Landwehr
- Degree and PhD in Chemistry in 1987
- Joined Haarmann & Reimer in 1985
- Various management positions within the company
- Board member since 2006 and CEO since 2009



**Olaf Klinger** Chief Financial Officer (appt. until January 2024)

- Born 09/05/1965 in Heide
- Awarded degree in business administration in 1992
- Various finance positions for other companies (e.g. Merck, AMEOS group)
- Joined Symrise in 2016 as a Board member and CFO



**Dr. Stephanie Cossmann**Board member for HR & Legal and Labor Director (appt. until January 2026)

- Born 02/10/1973 in Hanover
- Degree and PhD in Law in 2002
- Years of experience in Human Resources & Legal at LANXESS
- Joined Symrise in 2023 as a Board member



Dr. Jörn Andreas
Board member for
Scent & Care
(appt. until January 2026)

- Born 05/12/1980 in Hameln
- Degree and PhD in Economic Sciences in 2010
- Years of experience at Bayer and BCG and various management positions within the company
- Joined Symrise in 2011
- Board member since 2023



**Dr. Jean-Yves Parisot**Board member for
Taste, Nutrition & Health
(appt. until September 2024)

- Born in 07/02/1964 in Lunéville, France
- Degree in veterinary medicine & MBA HEC Paris
- Various management positions (e.g. at Air Liquide, Danisco)
- Joined Symrise in 2014 via Diana
- Board member since 2016

#### Representatives



#### Michael König

\* 03/09/1963 in Iserlohn CEO Nobian Industrial Chemicals B.V.

Since 2020 (Chairman since 2020)

#### **André Kirchhoff**

\* 20/08/1965 in Stadtoldendorf Independent member of the works council at Symrise AG

Since 2016

#### **Harald Feist**

\* 05/11/1962 in Stadtoldendorf Chairman of the works council and Chairman of the general works council at Symrise AG

Since 2013 (Vice Chairman since 2018)

#### **Bernd Hirsch**

\* 24/07/1970 in Ellwangen CFO COFRA AG

Since 2018

#### Ursula Buck

\* 24/10/1961 in Ulm Managing Director of Top Managementberatung BuckConsult

Since 2016

#### Dr. Jakob Ley

\* 01/03/1967 in Bonn Director Research Biobased Ingredients Research & Technology Taste, Nutrition & Health at Symrise AG

Since 2021

#### Jeannette Chiarlitti

\* 15/03/1982 in Schoenebeck Deputy Regional Head of IG BCE for the North region

Since 2016

### Horst-Otto Gerberding

\* 08/07/1952 in Goettingen Owner and Chairman of the Advisory Board of Gottfried Friedrichs GmbH & Co. KG

Since 2006

#### Prof. Dr. Andrea Pfeifer

\* 26/09/1957 in Munich CEO AC Immune S.A.

Since 2011

#### **Andrea Püttcher**

\* 04/10/1977 in Holzminden Vice Chairperson of the works council and Vice Chairperson of the general works council at Symrise AG

Since 2018

#### **Peter Vanacker**

\* 11/03/1966 in Wervik (Belgium) LyondellBasell.

Since 2020

#### **Peter Winkelmann**

\* 17/10/1958 in Wuppertal Regional Head, IG BCE District South Lower Saxony

2006 – 2011 and since 2014

The maximum term of office for a Supervisory Board member is

four years

and must end at the conclusion of the AGM following the member's

70th birthday.

The maximum limit for membership in the Supervisory Board is four terms of office.

Read the Rules of Procedure for the Supervisory Board <u>here</u>.

Employee representatives

Shareholder representatives

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#### **Supervisory Board – Qualification matrix** *Shareholder representatives*



		Competences											Diversity criteria							
					Indus -try	FUNCTION 2														
	Independency	Initial election	End of term (AGM)	Overboarding <sup>1</sup>	Experience in Taste, Nutrition & Health, Scent & Care	Human Resources	General management	Production & raw materials	Financial expert	Quality / Regulatory / Risk management	International experience	Innovation / R&D management	Executive position	IT & IT security expertise	Environmental	Social /Safety at work / Health protection	Governance	Year of birth	Nationality	Gender <sup>2</sup>
Ursula Buck	Yes	2016	2025	No	<b>✓</b>		<b>✓</b>				<b>✓</b>		<b>√</b>					1961	German	F
Horst-Otto Gerberding	Yes	2006	2023	No	<b>✓</b>		<b>✓</b>				<b>✓</b>		<b>✓</b>			<b>✓</b>		1952	German	М
Bernd Hirsch	Yes	2018	2025	No	<b>✓</b>		<b>✓</b>		<b>✓</b>		<b>✓</b>		<b>✓</b>	<b>✓</b>				1970	German	М
Michael König (Chairman)	Yes	2020	2025	No			<b>✓</b>		<b>✓</b>		<b>✓</b>		<b>✓</b>				<b>✓</b>	1963	German	М
Prof. Dr. Andrea Pfeifer	Yes	2011	2025	No		<b>✓</b>	<b>✓</b>			<b>✓</b>	<b>✓</b>	<b>✓</b>	<b>✓</b>					1957	Swiss + German	F
Peter Vanacker	Yes	2020	2025	No			<b>✓</b>	<b>✓</b>			<b>✓</b>		<b>√</b>		<b>✓</b>		<b>✓</b>	1966	Belgian+ German	М

Matrix in accordance with section C.1 of the German Corporate Governance Code 2022.

 $<sup>^{\</sup>rm 1}\,\text{In}$  accordance with section C.4 & C.5 of the German Corporate Governance Code 2022.

 $<sup>^{2}</sup>$  F = Female, M = Male.

#### **Supervisory Board – Qualification matrix**

#### Employee representatives



Role								Competences							Diversity criteri		eria			
					Indus -try				Functional							ESG				
	Independency	Initial election	End of term (AGM)	Overboarding <sup>1</sup>	Experience in Taste, Nutrition & Health, Scent & Care	Human Resources	General management	Production & raw materials	Financial expert	Quality / Regulatory / Risk management	International experience	Innovation / R&D management	Executive position	IT & IT security expertise	Environmental	Social /Safety at work / Health protection	Governance	Year of birth	Nationality	Gender <sup>2</sup>
Jeannette Chiarlitti	No	2016	2026	No		<b>✓</b>		<b>✓</b>								<b>✓</b>	<b>✓</b>	1982	German	F
Harald Feist (Vice Chairman)	No	2013	2026	No	<b>✓</b>	<b>√</b>		<b>✓</b>		<b>✓</b>					<b>√</b>	<b>✓</b>	<b>✓</b>	1962	German	М
André Kirchhoff	Yes	2016	2026	No	<b>✓</b>	<b>✓</b>		<b>✓</b>								<b>✓</b>	<b>✓</b>	1965	German	М
Dr. Jakob Ley	No	2021	2026	No	<b>✓</b>			<b>✓</b>		<b>✓</b>		<b>✓</b>			<b>✓</b>	<b>✓</b>	<b>✓</b>	1967	German	М
Andrea Püttcher	No	2018	2026	No	<b>✓</b>	<b>✓</b>		<b>✓</b>								<b>✓</b>	<b>✓</b>	1977	German	F
Peter Winkelmann	Yes	2006 <sup>3</sup>	2026	No	<b>✓</b>	<b>✓</b>		<b>✓</b>								<b>✓</b>	<b>✓</b>	1958	German	М

Matrix in accordance with section C.1 of the German Corporate Governance Code 2022.

<sup>&</sup>lt;sup>1</sup> In accordance with section C.4 & C.5 of the German Corporate Governance Code 2022.

 $<sup>{}^{2}</sup>$ F = Female, M = Male.  ${}^{3}$  2006-2011 and since May 14, 2014.

#### Six experienced shareholder representatives





Michael König (\*1963) Graduate Engineer in Chemical Process Engineering, Univ. Dortmund

CEO Nobian Industrial Chemicals B.V.

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



**Bernd Hirsch** (\*1970)
Degree in Business
Economics, University of Würzburg

CFO COFRA AG

**Expert in** Finance (profound knowledge of internal company processes) and IT



**Ursula Buck** (\*1961)
Degree in Business
Economics, University of Augsburg

Managing Director of Top Managementberatung BuckConsult

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



**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



Horst-Otto Gerberding (\*1952) Degree in Business Administration, Western Washington University, USA

Owner and Chairman of the Advisory Board of Gottfried Friedrichs GmbH & Co. KG

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



Peter Vanacker (\*1966) MSc. Chemical Engineering, University of Gent

CEO LyondellBasell.

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

Read the supervisory board members' full CVs *here*.

#### Committees and its members



### Personnel Committee

Responsible for matters pertaining to the Executive Board including the appointment of new members, succession planning and the development of the remuneration system.

#### **Members**

Michael König · Chairman

Harald Feist

Horst-Otto Gerberding

Dr. Jakob Ley

Prof. Dr. Andrea Pfeifer

Peter Winkelmann

### Auditing Committee

Focuses on matters relating to the annual financial statements including monitoring of the accounting process, effectiveness of the internal controlling and risk management system and independence of the auditor.

#### **Members**

**Bernd Hirsch** · Chairman

**Ursula Buck** 

Jeannette Chiarlitti

Harald Feist

Michael König

Andrea Püttcher

### **Arbitration Committee**

Makes a proposal in case no two-third majority is reached for the appointment or the cancellation of an appointment of Executive Board members.

#### **Members**

Michael König · Chairman

Ursula Buck

Harald Feist

André Kirchhoff

### Nominations Committee

Recommends suitable candidates to represent shareholders when new Supervisory Board elections are coming up.

#### **Members**

Michael König · Chairman

Horst-Otto Gerberding

Prof. Dr. Andrea Pfeifer

Shareholder representatives External • Copyright® 2023 35

#### attendance rate in meetings during the 2022 fiscal year\*



Member name	Supervisory Board Meeting (Total: 6)
Michael König (Chairman)	100 %
Ursula Buck	100 %
Jeannette Chiarlitti	100 %
Harald Feist	100 %
Horst-Otto Gerberding	100 %
Bernd Hirsch	100 %
André Kirchhoff	100 %
Dr. Jakob Ley	100 %
Prof. Dr. Andrea Pfeifer	100 %
Andrea Püttcher	100 %
Peter Vanacker	100 %
Peter Winkelmann	100 %

Member name	Personnel Committee (Total: 3)
Michael König (Chairman)	100 %
Harald Feist	100 %
Horst-Otto Gerberding	100 %
Dr. Jakob Ley	100 %
Prof. Dr. Andrea Pfeifer	100 %
Peter Winkelmann	100 %

Member name	Audit Committee (Total: 5)					
Bernd Hirsch (Chairman)	100 %					
Ursula Buck	100 %					
Jeannette Chiarlitti	100 %					
Harald Feist	100 %					
Michael König	100 %					
Andrea Püttcher	100 %					

	Supervisory Board Meeting (Total: 6)	Personnel Committee (Total: 3)	Audit Committee (Total: 5)
In Person	33 %	100 %	20 %
Hybrid	67 %	0 %	80 %

<sup>\*</sup> It was not necessary to convene the Arbitration Committee and the Nomination Committee during the 2022 fiscal year

## **Executive Board**

# New remuneration system 2022 compared to remuneration system 2021

Aspect	Adjustment	Reason for adjustment
Remuneration structure	<ul> <li>New target remuneration structure:</li> <li>Fixed remuneration: 30% (previously 35%)</li> <li>Short-term incentive: 30% (previously 30%)</li> <li>Long-term incentive: 40% (previously 35%)</li> </ul>	<ul> <li>Even stronger focus on the company's long-term development</li> <li>Strengthening the pay-for-performance link of the remuneration system</li> </ul>
Short-term incentive	<ul> <li>Specification of the financial performance criteria and their weighting: <ul> <li>organic net sales growth (30%)</li> <li>EBITDA margin (30%)</li> <li>business free cash flow as % of sales (20%)</li> </ul> </li> </ul>	<ul> <li>Reduced complexity due to the reduction of financial performance criteria</li> <li>Significant increase in transparency as concrete financial performance criteria and weightings are determined in the remuneration system and disclosed</li> </ul>
Long-term incentive	<ul> <li>Use of performance share plan (previously performance cash plan)</li> <li>Performance period extended from three to four years</li> <li>Earnings per share and ESG goals included as performance criteria in addition to relative TSR (previously only relative TSR)</li> <li>No accelerated vesting in case of change of control</li> </ul>	<ul> <li>Stronger link to the share price development of Symrise</li> <li>Increased alignment with wider shareholder and stakeholder interests</li> <li>Stronger long-term orientation</li> <li>Increased focus on profitability and sustainability</li> <li>Alignment with German Corporate Governance Code recommendations</li> </ul>
Other contractual aspects	<ul> <li>Maximum remuneration at €5.2 million for CEO and €3.4 million for ordinary Executive Board members</li> <li>Decreased severance pay cap from three to two years (also in case of change of control), still limited to remaining term</li> <li>Offsetting of termination benefits against waiting allowance</li> </ul>	<ul> <li>Level of maximum remuneration in line with market practice</li> <li>Alignment with German Corporate Governance Code recommendations and consideration of best practice</li> </ul>

# **Remuneration System**

# *Performance-related components*



Remuneration	on component	Assessment basis/ parameters		
Performance-	Short-term incentive (STI) (30%)*	<ul> <li>Type: Target bonus</li> <li>Term: one year</li> <li>Performance criteria: <ul> <li>Financial criteria: net sales growth (30 %), EBITDA margin (30 %) and business free cash flow (20 %)</li> <li>Non-financial criteria (20 %) ESG goals and strategic goals</li> </ul> </li> <li>Cap: 150 % of the target amount</li> <li>Payment form: cash</li> <li>No special bonuses</li> </ul>	Schematic STI goal  150 %  Thres- Target Max. hold value value  Performance	
related (70%)*	Long-term incentive (LTI) (40%)*	<ul> <li>Type: performance share plan (annual tranches)</li> <li>Term: four years</li> <li>Performance criteria: <ul> <li>Financial criteria: relative TSR (40 %) and EPS (40 %)</li> <li>Non-financial criteria (20 %) ESG goals</li> </ul> </li> <li>Cap: 200 % of the target amount</li> <li>Payment form: cash or shares</li> </ul>	200 %  Coal achievement  200 %  0 %  25 %  Symrise percentile rank	

\* Of target direct remuneration

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# **Remuneration System**

# *Non-performance-related components*



Remuneration component		Assessment basis/ parameters
Fixed remuneration		Contractually agreed fixed amount, which will as a rule be paid out in twelve equal monthly amounts
Non- performance- Supplementary payments  Supplementary payments  - Company car, including for private use - Contributions to a group accident insurance policy (death/invalidity) - Employer contribution to social security - For persons joining Symrise, in some cases payments compensating for forfeiture of variable rer		<ul><li>Company car, including for private use</li><li>Contributions to a group accident insurance policy (death/invalidity)</li></ul>
(30%)*	Retirement provision	<ul> <li>No company-funded pension plan for Executive Board members</li> <li>Ability to accumulate deferred compensation retirement benefits through salary conversion</li> <li>There may be some individual contractual pension commitments due to previous employment relationships with the company</li> </ul>

\* Of target direct remuneration External • Copyright® 2023

# **Remuneration System**

# Peer group and ESG/ strategic goals example



#### **Peer Group**

Relative TSR – peer group			
Beiersdorf	Givaudan	LANXESS	CHR Hansen
Henkel	Novozymes	Croda	IFF
Südzucker	DSM	Kerry Group	Wacker Chemie
Evonik	KWS		

#### **Other contractual aspects**

#### Malus & Clawback

Keeping state-of-the-art performance and compliance malus & clawback provisions for variable remuneration

#### **Maximum remuneration**

Determination of maximum remuneration (CEO: €5.2 million and Ordinary Board Members: €3.5 million)

#### **Severance payments**

Severance payments are limited to a maximum of two years' remuneration or the remaining term of the contract (also in case of change of control)

#### Offset of severance payments

Severance payments are offset against compensation for postemployment noncompete clause

# Ensuring regulatory conformity

# **Authorized and Conditional Capital**

## Authorization to issue up to 40.56m shares



Thereof available as of Dec 31, 2021 with contribution subscription in cash and/or in kind rights up to **Authorized** €25,000,000, €25.000.000 i.e. 25m shares **Capital** until May 21, 2024 i.e. 25m shares without contribution up to 10% subscription in cash and/or of share capital rights in kind €15,560,000, Up to €15,560,000, i.e. 15.56m shares **Conditional** (conditional capital 2019) i.e. 15.56m shares **Capital** until May 21, 2024

# **Symrise FactBook**

Content

**Who is Symrise? – From Past to Present** 3 **Divisions and Business Units** 10 **Investment Case 17** 28 **Corporate Governance Employees** 42 **Strategy 47 Financials 70** 



# **Employees**

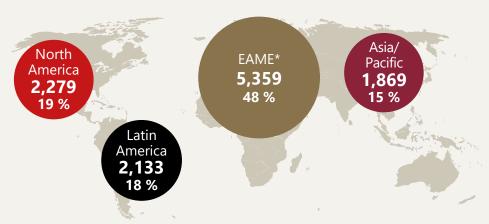
#### Structure and turnover rate



43

#### **Number of employees**

by region 2022



#### **Number of employees (FTE)**

since 2018



#### **Turnover rate**

in Germany 2022



4.6%

worldwide 2022



11.5%

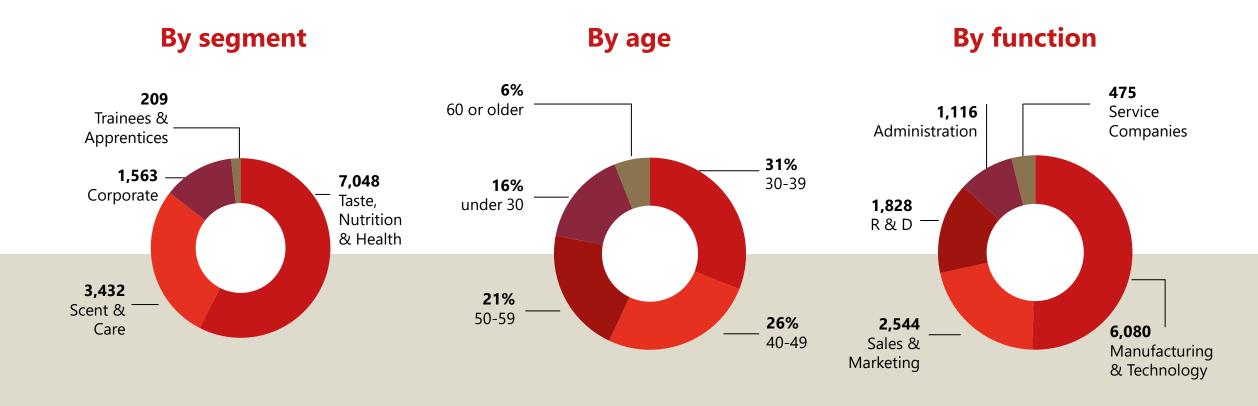
35%

of the Symrise Group's employees have been with the company for at least 10 years.

\*2.894 of them in Germany External • Copyright® 2023

# **Employees** *Structure 2022*





# **Employees**

# Diversity, safety and remuneration



#### **Diversity**

Key figures



	2021	2022
Proportion of women in the total workforce	40%	40%
Proportion of women in first management level	20%	16%
Proportion of women in second management level	38%	37%
Nationalities	>60	>60

**Safe working conditions**Continuously improving the safety of our employees:



	2021	2022	<b>Goal 2025</b>
MAQ*	3.8	2.8	<1.5

Wage agreements (in T€):
Applied to about 60% of our workforce worldwide. For the remainder we use a globally standardized job grade concept.



	2021	2022	Change
Wages & salaries	617.025	725.960	+108.935
Social security expenses	136.197	155.129	+18.932
Pension expenses (without interest expenses)	20.154	13.517	-6.637
Other personnel expenses	8.237	12.155	+3.918
Total personnel expenses	781.613	906.761	+125.148

<sup>\*</sup>MAQ = work accidents (>1 lost day) x 1 million / working hours.

# **Employees**

# HR Strategy – based on four pillars



#### Remuneration

Base pay, variable remuneration, Long-term incentives

## **Company benefits**

Occupational health and safety, vacation, company pension plan



#### **Work environment**

Working conditions, quality of work, team orientation, flexibility

# Career development opportunities

Skills acquisition, talent management, career feedback, mentoring programs, training programs, periods working abroad

# **Symrise FactBook**

# Content

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7	Financials	70



# **Strategy Overview**

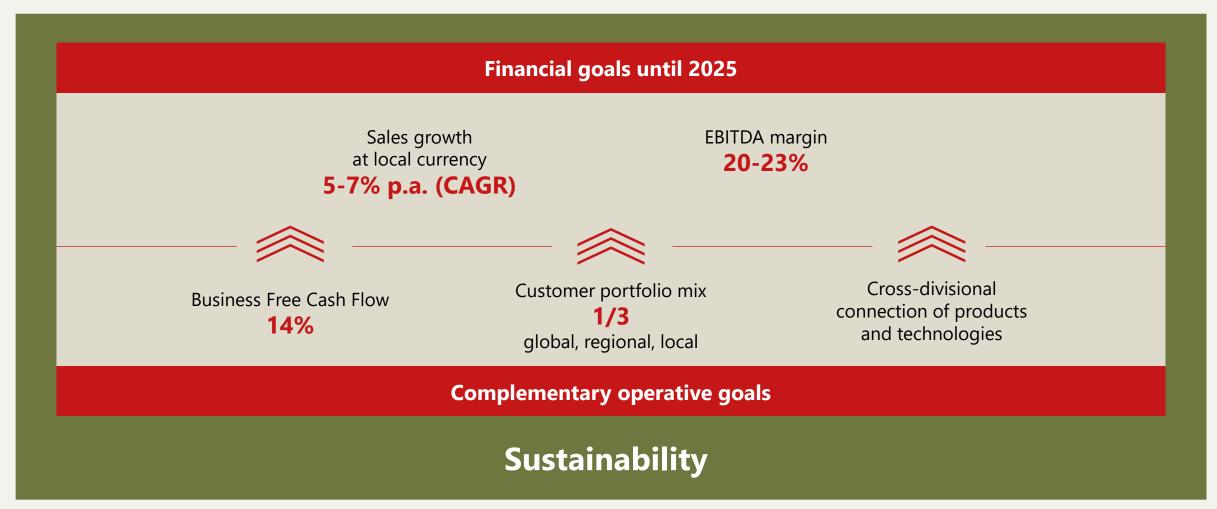
# Proven Three Pillar Approach since 2009



Vision			
Growth  - Growth in Emerging Markets	Efficiency  - Specific efficiency programs	Portfolio  - Expand competencies outside the	
<ul><li>Maximization of customer spectrum</li><li>Targeted innovation</li></ul>	– Optimizing raw material portfolio	traditional flavor and fragrance industry – Acquisitions	
	Sustainability		
	Values		

# **Our Ambition** *Strategic goals*





# **Strategy Overview** *Growth*



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		⊳.)I I	

Growth	Efficiency	Portfolio
<ul> <li>Growth in Emerging Markets</li> <li>Maximization of customer spectrum</li> <li>Targeted innovation</li> </ul>	<ul> <li>Specific efficiency programs</li> <li>Optimizing raw material portfolio</li> </ul>	<ul> <li>Expand competencies outside the traditional flavor and fragrance industry</li> <li>Acquisitions</li> </ul>
	Values	

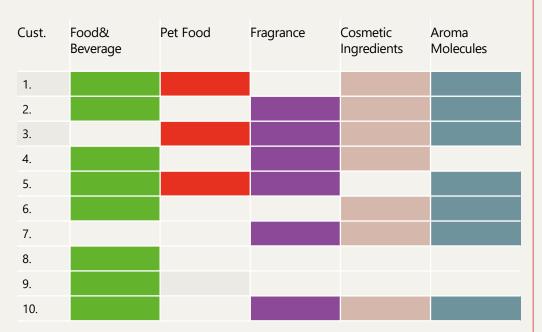
### **Pillar Growth**

# Exploiting full potential of customers and markets\*



#### Symrise's 10 largest customers

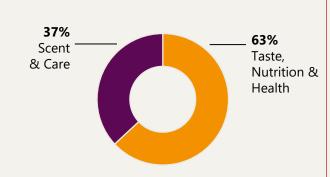
Distribution by division / BU



- Multiple touchpoints with clients
- The largest customer constitutes only 5% of Group sales

#### **Sales distribution**

by Segment



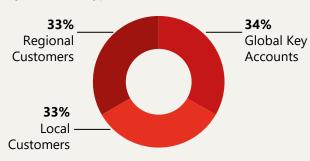
#### Innovation – enabler for growth

R&D expenses by segments / total spend €254m



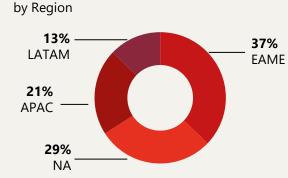
#### **Sales distribution**

by Customer Type



#### **Sales distribution**

Degion



\*All data for FY 2022. External • Copyright® 2023

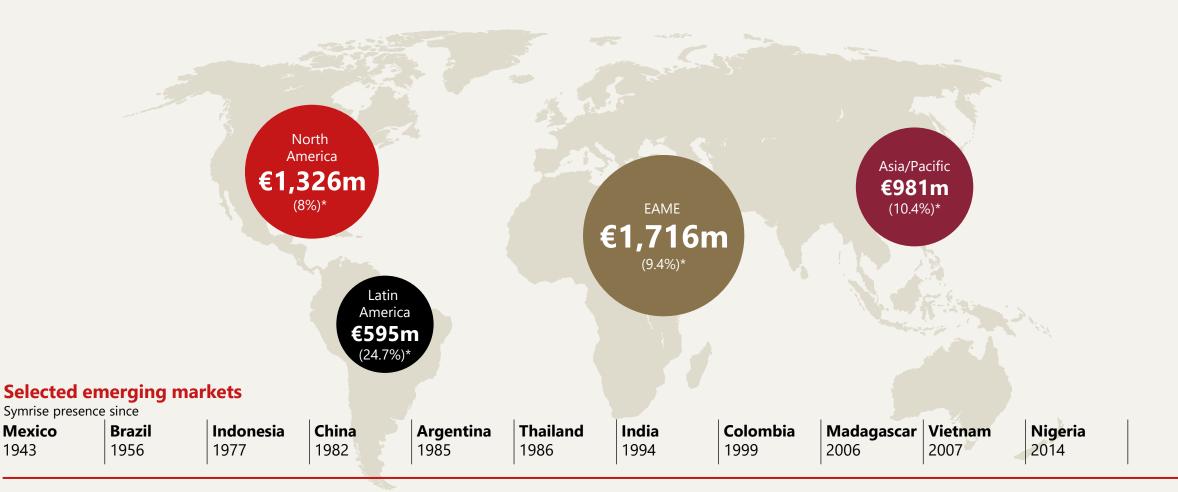
51

Mexico

1943

# **Growth in emerging markets** Historically strong presence

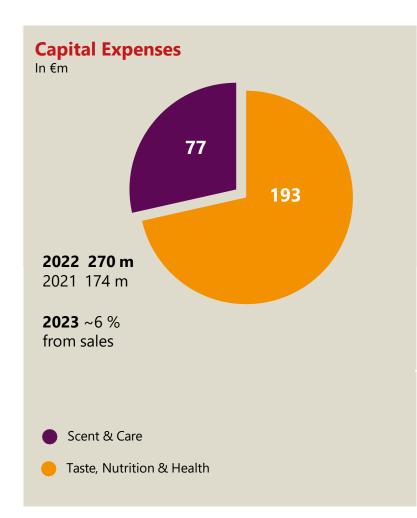




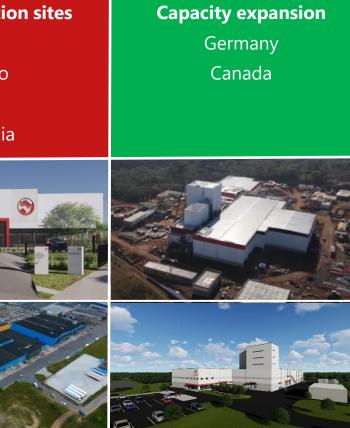
# **Capital expenses to leverage growth opportunities**

# Continued expansion of production footprint





# Pet Food New production sites USA Mexico Brazil Australia



**Food & Beverage** 

Cosmetic Ingredients /
Aroma Molecules
Capacity expansion
Spain

Fragrances
Capacity expansion
Mexico
Spain

**New Site** 

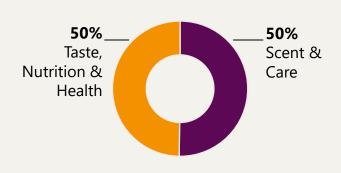
Grasse

# **Targeted innovations**

# Our R&D organization and efforts\*



#### **R&D** by Segment



# **10** R&D centers for Taste, Nutrition & Health:

- Holzminden (Germany)
- Teterboro (USA)
- Singapore
- Shanghai (China)
- Tokyo (Japan)
- Rennes (France)
- Paris (France)
- Elven (France)
- São Paulo (Brazil)
- Lund (Sweden)

# **14** R&D centers for Scent & Care:

- Holzminden (Germany)
- Teterboro (USA)
- Singapore
- Shanghai (China)
- Tokyo (Japan)
- Chennai, Mumbai (India)
- Paris (France)
- Antananarivo (Madagascar)

Guidance ~6%

- 2 in São Paulo (Brazil)
- Cuautitlan (Mexico)
- Tortuguitas (Argentina)
- Bogota (Columbia)



71
new patents
in 2022



**15.1%** 

of sales from new product developments



1,828

R&D employees

# **R&D expenditure** In €m (and % of sales)

\*Figures for FY 2022.

#### **Innovations**

# *Innovative Products, Processes & Technologies*



#### **Protein Center of Excellence**

Road to meat-free alternatives

Using special technological equipment, Symrise develops individual solutions and perfectly configures the texture, appearance, juiciness, mouthfeel and taste for a variety of alternative protein-based products, thus creating winning taste profiles while keeping the indulgence factor for consumers.

#### **SymTrap® Technology**

Green method for capturing aromas & tastes

The patented SymTrap® technology extracts and concentrates flavoring substances from side stream. It only requires minimal processing and low amounts of energy, whilst the end products are given a more natural and authentic taste. Recently, SymTrap® has been used to develop fragrances from upcycling food byproducts.

#### **HOGO**

Simplifying formulation work for cosmetic manufacturers

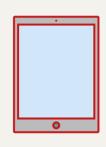
HOGO is a cosmetic product protection online platform, where users can easily search for ingredients, efficacy data, a wide range of potential combinations and dosages. The platform finds solutions that fulfill global regulatory requirements, aiding formulators to develop the best product protection system for modern cosmetics.



**Read more** 



**Read more** 



Read more

#### **Innovations**

# *Innovative Products, Processes & Technologies*



## **KI Philyra**

Read more

Artificial intelligence system developed in collaboration with IBM

Philyra creates scents based on complex algorithms, which Symrise perfumers finally perfect. It promotes creativity by developing new raw material combinations for individual user preferences. Philyra currently works on alcoholic fragrances, yet can be extended to other scented product categories, e.g. skincare or detergents.



New ingredient simplifying sunscreen products

Combining UVA and UVB filters, Neo Heliopan® Flat offers broad spectrum protection from ultraviolet radiation and makes the use additional UV filters unnecessary for cosmetic manufacturers. As it is suitable for cold production processes, manufacturers can save the energy for heating and thus contribute to climate protection.

#### Cutech

Acquisition in the field of Biotech

Symrise acquired the biotech company Cutech in 2019, which offers considerable know-how in the prediction of the effectiveness and pre-clinical screening services for cosmetic ingredients and finished formulations. Thus, Cutech expands the expertise of Symrise in efficacy testing and increases the go-to-market speed for novel active ingredients.



Read more



Read more



# **Strategy Overview** *Efficiency*



	Vision	
Growth	Efficiency	Portfolio
	<ul><li>Specific efficiency programs</li><li>Optimizing raw material portfolio</li></ul>	<ul> <li>Expand competencies outside the traditional flavor and fragrance industry</li> <li>Acquisitions</li> </ul>
	Sustainability	
	Values	

# **Pillar Efficiency**

## Focus on processes and raw material access



Cost of Raw Materials Cross-divisional purchasing projects Improved processes Formula Efficiency Simplify formulas, reduce the number of raw materials Sampling Reduce number of samples without success control 2 levers are important External services, such as small quantities with surcharges Pricing Working Capital Improve inventories and payment targets

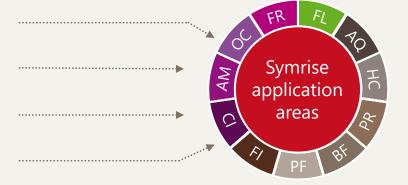
Raw material access

**Green Chemistry** 

Plant extracts

**Proteins** 

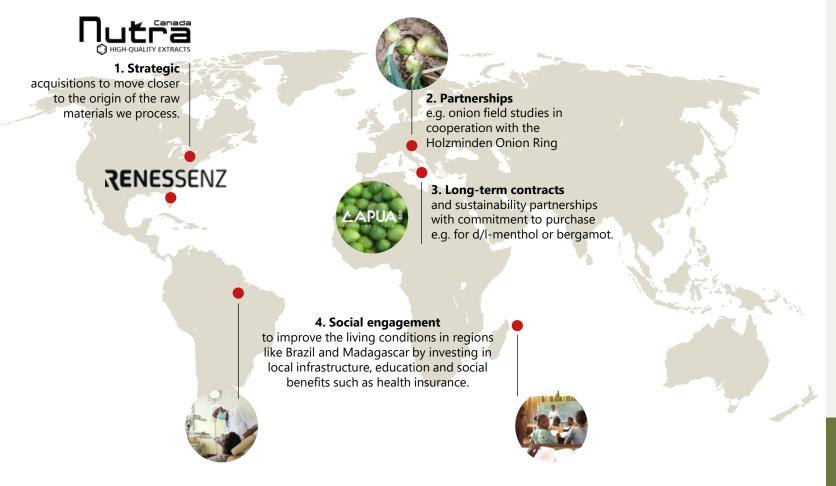
Microbiome modulation



At present, four raw material platforms are essential for Symrise

# **Backward integration**

# Serving the trend towards naturals & traceability





#### **Industry-leading backward integration**

Naturals and synthetics, e.g. Vanilla, Onion, Citrus and Menthol

**No. 1 supplier** of fragrance raw materials\*

**Sustainable partnership** with farmers worldwide

**Serving the trend** towards naturals & traceability

**Securing access** to key raw materials

#### **Achieved**

100% traceability of strategic raw materials

# **Strategy Overview** *Portfolio*

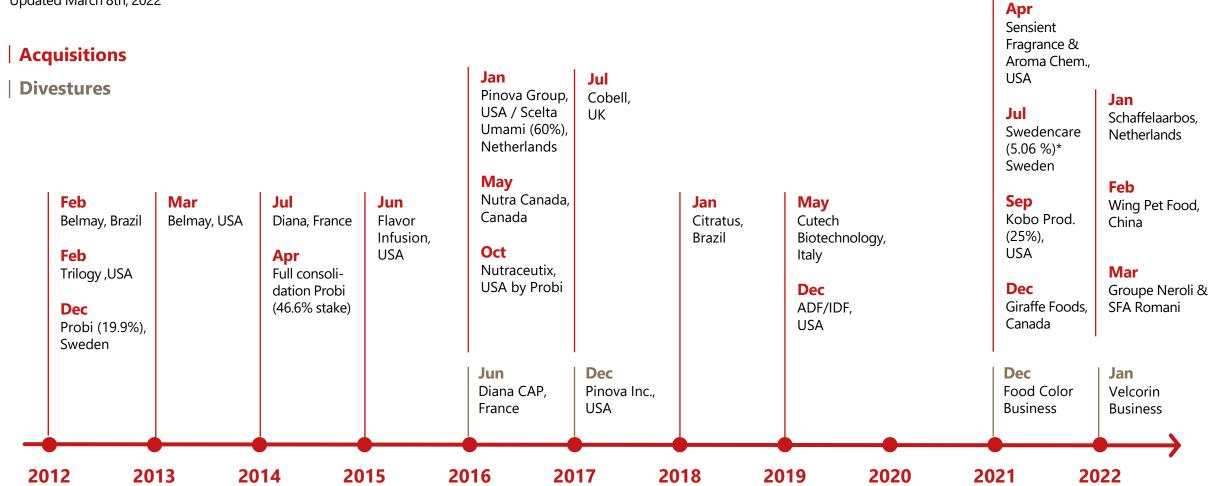


	Vision	
Growth	Efficiency	Portfolio
		<ul> <li>Expand competencies outside the traditional flavor and fragrance industry</li> <li>Acquisitions</li> </ul>
	Values	

# **M&A**Portfolio changes at a glance



Updated March 8th, 2022



<sup>\*</sup> As of December 31, 2022, the participation rate is 29.7 %.

# **Strategic Initiatives: Taste, Nutrition & Health**







#### Forward Integration: Ambition to be health solutions provider for Pet Care

**Pet Food** 







Pet Health
Diet. Supplements

- Ideal partnership for driving innovation and cross selling opportunities
- A product portfolio expansion into pet healthcare and dermatology segments
- A downstream move in the value chain to be closer to the pet owners

#### Backward Integration: Pet Food enters a joint venture with Sunner, one of the main poultry processors in China

**Pet Food** 

- Sets a strategic local partnership to provide high quality sustainable egg proteins
- With the acquisition of IsoNova in the USA (2019) and Schaffelaarbos in the Netherlands (2022) Symrise has established a leading position in egg protein and upcycling side streams
- Accelerating the Pet Nutrition international expansion strategy, reinforcing Pet Food footprint in Asia

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# **Strategic Initiatives: Scent & Care**

A clear differentiator through unique business models

#### Innovation and partnerships to accelerate growth

#### **Organic growth supported by Innovations**

#### **Symrise launches natural brand Maison Lautier** 1795

 Building of new site in Grasse with focus on Mediterranean flowers and plants

#### Beauty activations, designed to partner with beauty brands

— Focus on activating brand's product innovation

#### **Expansion Hydrolite® Portfolio**

— 100 % bio-based, nature-derived for a wide range of cosmetic formulations



#### **Cosmetics Innovation Award 2022**

— European BSB recognizes sustainable innovations. Emphasizes Symrise' leading position. Innovation Award® Cosmetics 2022



#### **Acquisition of minority interest in** Synergio

- Accelerate development of antimicrobial solutions
- Focus on plant-based technologies

#### **Cooperation with US-Incubator Ingnite** Venture Studio

- To drive product innovations in fragrances and cosmetics
- Ambition to strengthen understand of consumer trends

#### **Strengthening Fine Fragrances in** France

 Acquisition of Groupe Neroli and Romani



NEROLI









# **Strategy Overview** *Sustainability*



	5 T I	

# **Sustainability**

# Our sustainability organization

## Business and sustainability are inextricably linked



**Chief Executive Officer · CEO** 

#### The CEO is directly responsible for sustainability;

he regularly receives reports on the progress of all sustainability activities.

**Chief Sustainability Officer · CSO** 

The Chief Sustainability Officer is responsible for the development and implementation of the **sustainability agenda** and defines the **sustainability targets.** 

**Sustainability Board** TN&H · S&C · Corporate functions

The Sustainability Board is a **cross-divisional committee** that operationalizes our sustainability management with representatives from the different segments.

Corporate functions such as HR, Investor Relations, Sustainability and Communications are also represented.

**120 Sustainability Ambassadors** 

The Sustainability Organization is supported by a global network of around **120 Sustainability Ambassadors** that locally implement initiatives.

# Symrise's integrated corporate strategy

# Sustainability along the value chain













#### Raw materials

- Conservation of biodiversity
- · Climate protection
- · Human rights







#### **Product development**

- · Efficient use of natural raw materials
- · Biodegradability
- · Focus on plant-based proteins, e.g., as meat substitutes







#### **Production**

- · Use of green chemistry
- · Reduction of waste
- · Reuse of raw materials







#### **Customers**

- · Creating transparency
- Environmentally friendly product solutions





#### Consumers

 Increasing awareness of nutrition and personal care

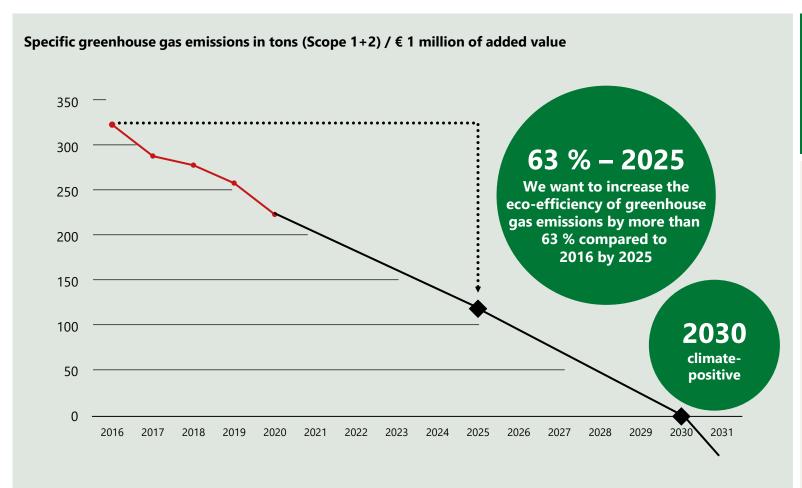




## Reduction of greenhouse gas emissions

# Climate-positive starting in 2030





#### **Activities**

### Starting in 2030,

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

#### **Basis**

- Leadership status in climate protection / CDP "A" since 2015
- First company in the industry worldwide with approved, scientifically based climate protection targets (sciencebased targets)
- · 87 % of our main suppliers have climate protection goals
- Member of "RE100 initiative", "Alliance for Development and Climate" (Business Ambition for 1.5°C)
- Sourcing electricity from renewable sources only since 2020

#### **Action plan**

- · Increasing energy and process efficiency
- · More suppliers (tier 1+2) with climate protection targets
- Support high-quality, certified climate protection projects all over the world

# **Business execution along sustainability principles**

# Based on a holistic approach





# Symrise takes a systematic approach

Highly rated and awarded



#### **Footprint**

Minimizing our environmental footprint across the value chain



#### **Innovation**

Maximize the positive social & environmental impacts of our products



#### Sourcing

Maximize the sustainability of our supply chain and raw materials



#### Care

Improve the well-being of our stakeholder communities

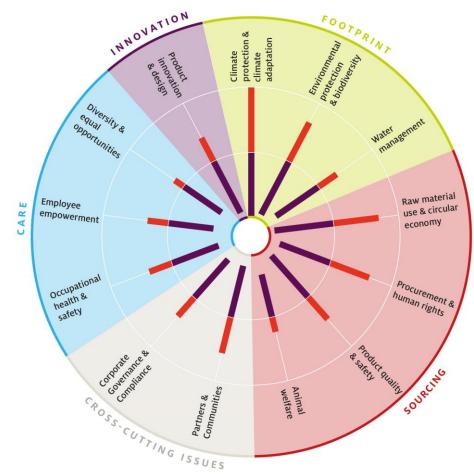


Symrise received third year in a row Triple A status.

In 2022 only 13 companies globally achieved highest ranking

#### Roadmap 2023

Priorities based on materiality survey (1,300 stakeholder interviews)



Impact on our business activities
 Impact on environment and society

### **2022 Track Record and Goals 2025**

As we think long term, we pursue an integrated corporate strategy and also want to make a contribution to climate protection, reduce the impact of our business activities on the environment to the best extent possible and meet our responsibility to employees and society. That determines our success and our goals.

New goals will be implemented in 2023 to meet **Taxonomy/CRSD** requirements









Our 2022 track record	Goals for 2025
<b>10.4</b> % increase in eco-efficiency of greenhouse gas emissions (Scope 1+2) <sup>1</sup>	We achieved our goal for 2020 of improving the eco-efficiency of greenhouse gas emissions by 33 % compared with 2010 ahead of schedule. We have now set for ourselves the 2025 goal of increasing the eco-efficiency of emissions by more than 60 % compared to 2016. <sup>1</sup>
<b>6.6</b> % reduction in absolute greenhouse gas emissions (Scope 3)	Between 2016 and 2022, we were able to reduce Scope 3 greenhouse gas emissions by around 40 %. We now want to reduce absolute emissions by 15 % by 2025 compared to 2020.
<b>11.2</b> % improvement in the eco-efficiency of the chemical oxygen demand in wastewater <sup>1</sup>	Improve the eco-efficiency of the chemical oxygen demand in wastewater by 4 % annually by 2025 or by a total of 60 % in relation to base year 2010. <sup>1</sup>
<b>3.8</b> % increase in eco-efficiency of sensitive waste <sup>1</sup>	Improve the eco-efficiency of sensitive waste by 4 % annually by 2025 or by a total of 60 % compared to base year 2010.1
<b>4.3%</b> reduction in water use in areas with water stress <sup>5</sup>	15 % reduction of water use at all production sites in arid regions (2018 – 2025).
<b>15.1</b> % of sales from new product developments <sup>2</sup>	Each year we develop new products that are consistent with sustainability criteria, and these products account for a share of sales of more than 15 % over the past three years.
<b>87</b> % of our suppliers (90% of the procurement volume) are assessed according to sustainability criteria <sup>3</sup>	$100\%$ of our suppliers (90 $\%$ des of the procurement volume) are assessed according to sustainability criteria. $^3$
88 % of strategic biological raw materials are derived from sustainable sources	100 % sustainable sourcing of all strategic biological raw materials by 2025.
16 % women in the first management level	Increase the percentage of women in the first management level to 30 % by 2025.
37 % women in the second management level	Increase the percentage of women in the second management level to 45 % by 2025.
<b>2.8</b> MAQ <sup>4</sup> accident frequency	Industry-leading occupational safety < 1.5 MAQ

<sup>&</sup>lt;sup>1</sup> All figures relative to the value added.

<sup>&</sup>lt;sup>2</sup> Relative to the market launch in the past three years.

<sup>&</sup>lt;sup>3</sup> Environment, labor, human rights, health & safety, business integrity, ethics, sustainable procurement

<sup>&</sup>lt;sup>4</sup> MAQ = work accidents (> 1 lost day) x 1 million/working hours

<sup>&</sup>lt;sup>5</sup> At production sites in regions with water stress (=Egypt, India, Mexico, Spain, Chile)

# Symrise FactBook

# Content

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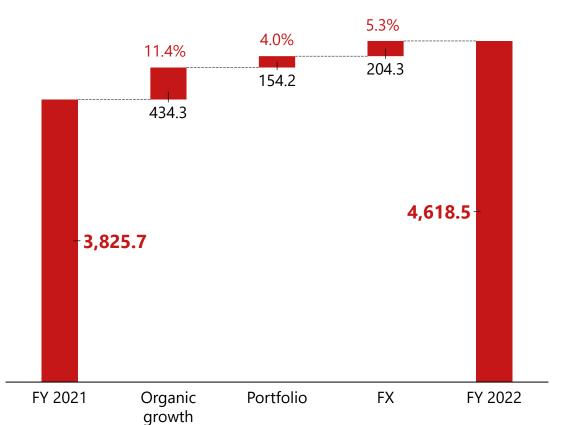


## **Group sales bridge 2022**

# Organic growth of 11.4 % driven by both segments and all regions

#### Sales development







#### **Comments**

**Organic growth of 11.4%** (€434m) driven by strong and healthy business in both segments and across all regions.

**M&A related contribution of 4.0%** (€154m) including Giraffe Foods, Schaffelaarbos, Néroli, Romani and Wing Pet Food.

**Positive currency effects of 5.3%** (€204m) attributable to almost all currencies, primarily USD and BRL.

With sales of €4.6bn, Symrise exceeded its ambitious goal given at the CMD in 2019 (€ 4.0-4.5 bn in sales in 2022).

Next milestone: expected sales of **€5.5-6bn by 2025.** 

#### P&L 2022

# Very strong sales growth supports absolute EBITDA increase

In €m	2021	2022	Var. %
Sales	3,826	4,618	20.7
Gross profit	1,479	1,702	15.1
Gross margin %	38.7	36.9	-1.8pp
EBITDA <sup>1</sup>	814	922	13.3
EBITDA <sup>1</sup> margin %	21.3	20.0	-1.3pp
Depreciation	141	165	17.2
Amortization	114	127	11.1
EBIT <sup>1</sup>	559	630	12.7
EBIT margin <sup>1</sup> %	14.6	13.6	-1.0pp



#### **Comments**

EBITDA¹ increase of 13.3 % reaching €922m with a margin of 20.0% (2021: 21.3%).

Margins were burdened by higher raw material costs with an increase in the raw material quota from 43.4% to 45.5%, energy, logistics and personnel costs, especially in the fourth quarter.

Our price increases could not fully compensate the higher raw materials and manufacturing costs.

Increase in depreciation is mainly following capacity expansion in the USA, China and Brazil as well as M&A related CAPEX.

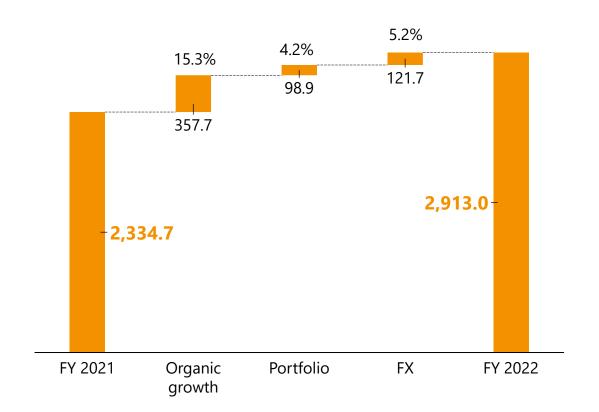
Increase in amortization is solely related to acquisitions.

### **Taste, Nutrition & Health 2022**

# Significant organic growth and good profitability

### **Sales development**

In €m





### Short P&L<sup>1</sup>

In €m

	2021	2022	Var. %
EBITDA	531	631	18.7
EBITDA margin	22.7%	21.6%	
EBIT	358	430	20.2
EBIT margin	15.3%	14.8%	

### **Comments**

**Organic growth of 15.3% (€358m)** driven by recovery of consumer behavior after Corona and passed-on price increases, necessary due to inflation. Main growth contributors with double-digit growth were Pet Food and Food & Beverages.

**Portfolio impact of 4.2% (€99m)** from Giraffe in 2021, Schaffelaarbos and Wing Pet Food in 2022, as well as disposals of Velcorin to Lanxess and the color business to Oterra.

**EBITDA margin of 21.6% (2021: 22.7%)** slightly decreased mainly due to higher raw material costs.

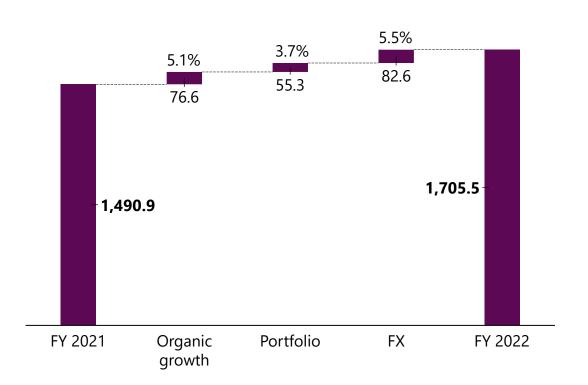
### Scent & Care 2022

# Lower margin despite solid sales growth



### **Sales development**

In €m



#### **Short P&L**

In €m

	2021	2022	Var. %
EBITDA	283	291	3.0
EBITDA margin	19.0%	17.1%	
EBIT	201	200	-0.6
EBIT margin	13.5%	11.7%	

### **Comments**

**Fragrance** benefited from Fine Fragrances while Consumer Fragrances and Oral Care suffered from destocking after Corona. **Aroma Molecules** were flat due to destocking in Terpene Ingredients and despite growth in Menthol. **Cosmetic Ingredients** benefited from a strong demand in Actives and Sun Protection and achieved double digit organic growth rates.

**Portfolio expansion** with Sensient €13m and Néroli & Romani €42m.

**EBITDA** margin amounted to 17.1% (2021: 19.0%) mainly due to higher raw material costs and an increase in manufacturing costs (primarily energy costs and downtime) as well as increasing sales & marketing costs and freight.

### **EPS**

# New all-time high at €2.91<sup>1</sup>



In €m	2021	2022	Var. %
EBIT <sup>1</sup>	559	630	12.7
Financial result	-43	-73	70.4
EBT <sup>1</sup>	516	557	8.0
Income tax	-131 (25.4 %)	-140 (25.2%) <sup>3</sup>	6.9
Net income <sup>1 2</sup>	375	406	8.3
EPS¹ in €	2.74	2.91	6.2

### **Comments**

**Financial result** decreased by €30m mainly due to higher interest expenses (+€20m).

**Income tax** rate slightly decreased to 25.2% (2021: 25.4%) and is at the lower end of our tax guidance of 25%-27%.

**Net income amounts to €406m** (€280m incl. impairment of Swedencare).

**EPS amounts to €2.91** (€2.00 incl. impairment of Swedencare).

**Dividend** increase from €1.02 to €1.05 per share to be proposed at the AGM on 10 May 2023.

<sup>&</sup>lt;sup>1</sup> 2022 without impairment of associated company Swedencare

<sup>&</sup>lt;sup>2</sup> Attributable to shareholders of Symrise AG

<sup>&</sup>lt;sup>3</sup> including not tax-deductible impairment the tax rate would be 32.6%

### **Business Free Cash Flow (BFCF)**

# Decline due to higher CAPEX and increase in Working Capital





### **Definition of BFCF:**

**EBITDA** 

minus CAPEX for fixed assets & intangibles minus Payments for lease obligations

plus/minus Change in Working Capital (inventory, payables, receivables)

Business Free Cash Flow

**BFCF¹ of €301m** (2021: €486m)

= 6.5% of sales

### Additional EBITDA contribution offset by:

**+€96m CAPEX** (2022: 270m/5.8% of sales; 2021: 174m/4.8% of sales)

+€303m increase in Working Capital driven by a significant increase in inventory mainly due to higher price levels and additional volumes to maintain ability to supply.

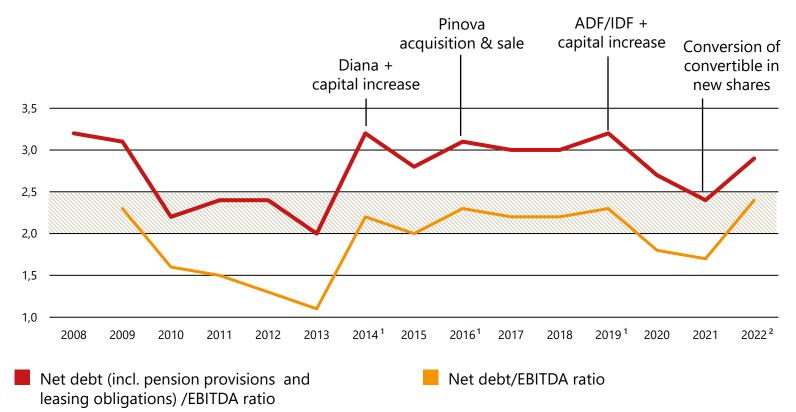
#### **Ambition 2023**

BFCF around 12% of sales; mid term target of 14%

### Net debt development

# Increase mainly due to financing of acquisitions and higher working capital

### **Net debt / EBITDA**





### **Status Quo**

Net debt of €2,233m (2021: €1,347m) reflects 2.4 x EBITDA<sup>1</sup>

Net debt including pension provisions and leasing obligation of €2,692m (2021: €1,964m) reflects 2.9 x EBITDA¹

### **Ambition**

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

**Unchanged since IPO** 

Top priority: Remain investment grade profile

<sup>&</sup>lt;sup>1</sup> 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.

<sup>&</sup>lt;sup>2</sup> Without impairment of associated company Swedencare

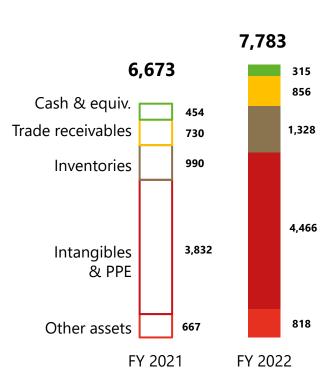
### **Balance sheet**

## Keeping a healthy equity ratio of 46.4%



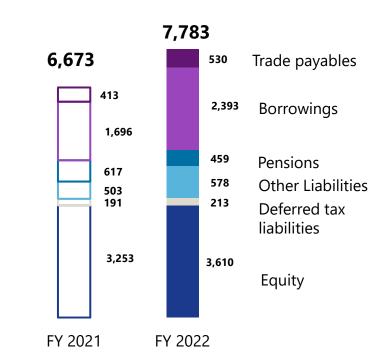


In €m



### **Equity and Liabilities**

In €m



#### **Comments**

Increase in inventories of €338m mainly due to higher raw material prices and higher storage volume.

Increase in intangibles & PPE of €634m mainly due to acquisitions (goodwill) (€271m) and the high level of investments (assets under construction) (€97m).

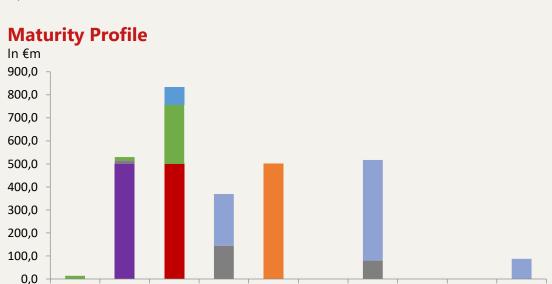
Increase in borrowings of €697 mainly from a bilateral loan for Giraffe (CAD400m) and from a promissory note (Schuldschein) (€750m) for acquisitions completed.

**Decrease in pensions of €158m** mainly in Germany following increasing interest rates.

# **Balanced maturity profile 2022**

## With diversified financing instruments

Updated March, 2023







2027

2028

2029

2026

# Promissory loan note 2019

2031

2032

€ 250m 5, 7, 10y

2030

### **Net Debt**

In €m

	2021	2022
Borrowings	1.696	2.393
Lease liabilities (according to IFRS 16)	105	155
Cash and cash equivalents	-454	-315
Net debt	1.347	2.233
Provisions for pensions and similar obligations	617	459
Net debt including provisions for pensions and similar obligations	1.964	2.692





### **Dividend**

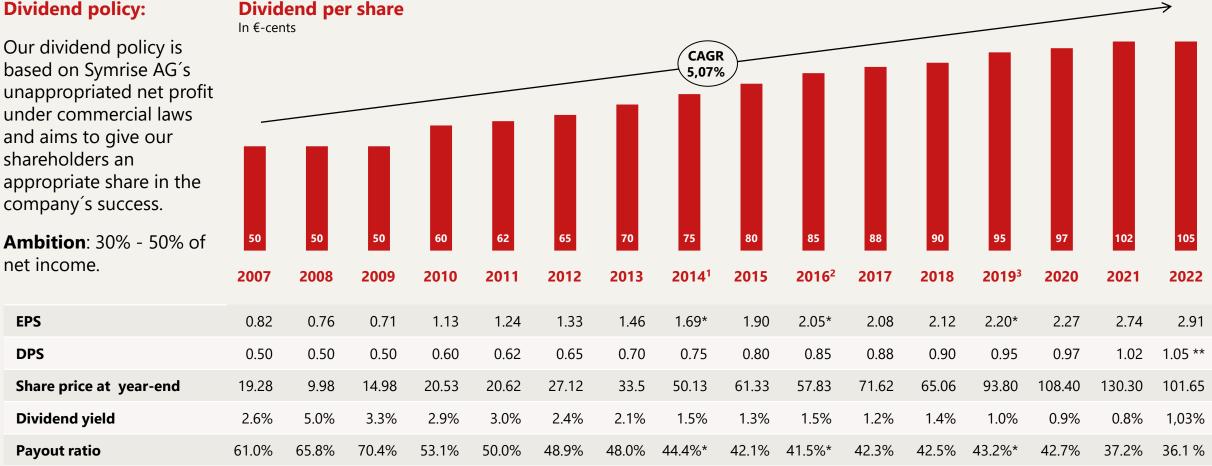
## Sustainable dividend growth since IPO



### **Dividend policy:**

Our dividend policy is based on Symrise AG's unappropriated net profit under commercial laws and aims to give our shareholders an appropriate share in the company's success.

net income.

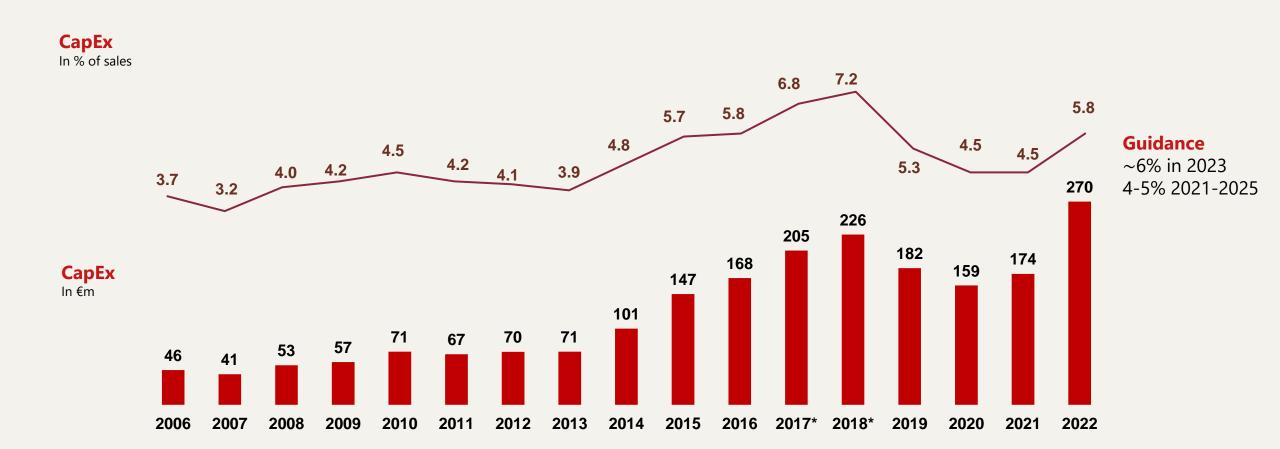


<sup>1.</sup> Reported: EPS 1.48€ // Payout ratio 50.7%. | 2. Reported: EPS 1.95€ // Payout ratio 43.6%. | 3. Reported: EPS 2.16€ // Payout ratio 44.0% | 4. Reported: EPS 2.00€ // Payout ratio 52.5%. \* Normalized for M&A costs \*\* Recommended

## CapEx Symrise Group 2006 – 2022

# One of the highest CapEx ratios in the industry





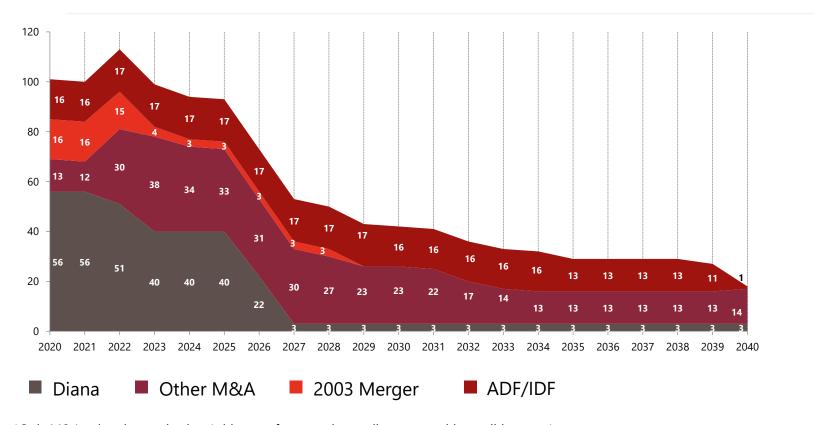
<sup>81</sup> 

# **Amortization from business combinations** *Major effects are fading out*

Updated March, 2023

### **Amortization\***

In €m





#### **Main drivers**

Merger of Haarmann & Reimer and Dragoco in 2003: Recipes

**Acquisition of Diana in 2014:** Brands, customer base and recipes

Acquisition of ADF/IDF in 2019: Customer base, supplier relationships, trademarks

#### **Status**

Further EPS support expected over time

# **Effective tax rate**Symrise's approach to tax



### **Effective tax rate**

since IPO in %



We pay taxes where we create value and thus contribute to enabling state and municipal investments in infrastructure and the common good. Until 2025, we plan to have a global tax rate of **25 - 27 percent**, which is on average for a German stock-listed company. This way we ensure that transparency and credibility are the basis for Symrise's trusting and appreciative interaction with each other and with our external stakeholders.

For detailed information on our tax approach, please visit our **GRI report** and our **tax policy**.

<sup>\*</sup> including not tax-deductible impairment the tax rate would be 32.6%

### **Symrise Reporting Universe**

# More information on the topics you are most interested in





# **Corporate Report**

About our company – facts, reports and insights



# Financial Report

Group management report, consolidated financial statements (IFRS) and corporate governance



# Remunertion Report

For the fiscal year 2022 pursuant to § 162 AktG



# **Separate Financial Statements**

Management Report and Annual Financial Statements of Symrise AG according to HGB (German Commercial Code) standards



# Sustainability Record (GRI-Report)

Sustainability reporting including separate non-financial report in accordance with Section 289b of the German Commercial Code (HGB)



# **Corporate Report & Financial Report**

## **Symrise AG**





### Financial calendar

**March 8, 2023** FY 2022 results

April 26, 2023 Q1/3M 2023 trading statement

May 10, 2023 Annual General Meeting **02 August** H1 2023 results

**25 October** Q3/9M 2023 trading statement



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