SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 10-Q
QUARTERLY REPORT UNDER SECTION 13 OF THE SECURITIES EXCHANGE ACT OF 1934
For Quarter Ended June 30, 1996 Commission file number 1-4858

INTERNATIONAL FLAVORS \& FRAGRANCES INC.
(Exact Name of Registrant as specified in its charter)

New York
(State or other jurisdiction of incorporation or organization)

13-1432060
(IRS Employer identification No.)

10019-2960
(Zip Code)

Registrant's telephone number, including area code (212) 765-5500

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Sections 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding twelve months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing for the past 90 days.

Yes $X \quad$ No
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Number of shares outstanding as of August 7, 1996: 110,724,373

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

INTERNATIONAL FLAVORS \& FRAGRANCES INC.

CONSOLIDATED BALANCE SHEET
(Dollars in thousands)

|  | 6/30/96 |  | 12/31/95 |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  | ------- |  |  |
| Current Assets: |  |  |  |  |
| Cash \& Cash Equivalents | \$ | 226,800 | \$ | 251,430 |
| Short-term Investments |  | 75,670 |  | 45,503 |
| Trade Receivables |  | 299,154 |  | 253, 913 |
| Allowance For Doubtful Accounts |  | $(8,334)$ |  | $(8,602)$ |
| Inventories: Raw Materials |  | 220,889 |  | 233,759 |
| Work in Process |  | 27,080 |  | 27,739 |


| Finished Goods | 128,463 | 153,049 |
| :---: | :---: | :---: |
| Total Inventories | 376,432 | 414,547 |
| Other Current Assets | 89,258 | 79,186 |
| Total Current Assets | 1,058,980 | 1, 035,977 |
| Property, Plant \& Equipment, At Cost | 857,623 | 839, 206 |
| Accumulated Depreciation | ( 399, 039) | $(370,621)$ |
|  | 458,584 | 468,585 |
| Other Assets | 30,168 | 29,707 |
| Total Assets | \$1, 547, 732 | \$1,534, 269 |
| Liabilities and Shareholders' Equity |  |  |
| Current Liabilities: |  |  |
| Bank Loans | \$ 16,978 | \$ 12,185 |
| Accounts Payable-Trade | 53,249 | 63,282 |
| Dividends Payable | 37,773 | 37,749 |
| Income Taxes | 87,784 | 70,471 |
| Other Current Liabilities | 96,030 | 92,714 |
| Total Current Liabilities | 291, 814 | 276,401 |
| Other Liabilities: |  |  |
| Deferred Income Taxes | 13,937 | 13,420 |
| Long-term Debt | 9,892 | 11,616 |
| Other | 118,765 | 116,272 |
| Total Other Liabilities | 142,594 | 141, 308 |
| Shareholders' Equity: |  |  |
| Common Stock (115,761,840 shares issued in '96 and in '95) | 14,470 | 14,470 |
| Capital in Excess of Par Value | 139,144 | 142,476 |
| Retained Earnings | 1,089, 761 | 1,069,421 |
| Cumulative Translation Adjustment | 50,274 | 75,049 |
|  | 1,293,649 | 1,301,416 |
| Treasury Stock, at cost -- 4,664,567 shares in |  |  |
| Total Shareholders' Equity | 1,113,324 | 1,116,560 |
| Total Liabilities and Shareholders' Equity | \$1, 547, 732 | \$1, 534, 269 |

See Notes to Consolidated Financial Statements

## INTERNATIONAL FLAVORS \& FRAGRANCES INC.

CONSOLIDATED STATEMENT OF INCOME (Dollars in thousands except per share amounts)

|  | 3 Month | d 6/30 |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| Net Sales | \$374, 397 | \$394, 306 |
| Cost of Goods Sold | 201, 807 | 197,911 |
| Research and Development Expenses | 23,096 | 22,729 |
| Selling and Administrative Expenses | 55,355 | 55,603 |
| Nonrecurring Charge | 49,707 | -- |
| Interest Expense | 747 | 1,047 |
| Other (Income) Expense, Net | $(2,699)$ | $(3,034)$ |
|  | 328, 013 | 274, 256 |
| Income Before Taxes on Income | 46,384 | 120, 050 |
| Taxes on Income | 16,681 | 44,348 |
| Net Income | \$ 29,703 | \$ 75,702 |
| Earnings Per Share | \$0. 26 | \$0.68 |
| Dividends Paid Per Share | \$0.34 | \$0.31 |
|  | 6 Month | d 6/30 |
|  | 1996 | 1995 |
| Net Sales | \$757, 164 | \$767, 900 |
| Cost of Goods Sold | 405,878 | 388,695 |
| Research and Development Expenses | 46, 045 | 44,870 |
| Selling and Administrative Expenses | 110,676 | 109,165 |
| Nonrecurring Charge | 49,707 | -- |
| Interest Expense | 1,293 | 1,612 |
| Other (Income) Expense, Net | $(7,113)$ | $(7,534)$ |
|  | 606,486 | 536, 808 |
| Income Before Taxes on Income | 150, 678 | 231, 092 |
| Taxes on Income | 54,811 | 85,434 |
| Net Income | \$ 95,867 | \$145, 658 |
| Earnings Per Share | \$0.86 | \$1.31 |
| Average Number of Shares Outstanding (000's) | 111, 032 | 111,492 |
| Dividends Paid Per Share | \$0.68 | \$0.62 |

See Notes to Consolidated Financial Statements

## INTERNATIONAL FLAVORS \& FRAGRANCES INC

CONSOLIDATED STATEMENT OF CASH FLOWS (Dollars in thousands)

|  | 6 Months | d 6/30 |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| Cash Flows From Operating Activities: |  |  |
| Net Income | \$ 95, 867 | \$145, 658 |
| Adjustments to Reconcile to Net Cash Provided |  |  |
| by Operations: |  |  |
| Nonrecurring Charge | 49,707 | -- |
| Depreciation | 23,078 | 20,446 |
| Deferred Income Taxes | $(11,263)$ | 5,126 |
| Changes in Assets and Liabilities: |  |  |
| Current Receivables | $(51,696)$ | (71, 083 ) |
| Inventories | 25,410 | $(30,265)$ |
| Current Payables | 99 | 11,735 |
| Other, Net | (444) | $(6,129)$ |
| Net Cash Provided by Operations | 130,758 | 75,488 |
| Cash Flows From Investing Activities: |  |  |
| Proceeds From Sales/Maturities of Short-term |  |  |
| Investments | 12,424 | 49,115 |
| Purchases of Short-term Investments | $(43,830)$ | $(69,342)$ |
| Additions to Property, Plant \& Equipment, |  |  |
| Net of Minor Disposals ............... | $(45,278)$ | $(37,018)$ |
| Net Cash Used in Investing Activities | $(76,684)$ | $(57,245)$ |
| Cash Flows From Financing Activities: |  |  |
| Cash Dividends Paid to Shareholders | $(75,503)$ | $(69,157)$ |
| Increase in Bank Loans | 4,937 | 3,395 |
| Decrease in Long-term Debt | $(1,138)$ | $(1,237)$ |
| Proceeds From Issuance of Stock Under Stock Option Plans | 6,288 | 5,293 |
| Purchase of Treasury Stock | $(5,319)$ | (21, 037 ) |
| Net Cash Used In Financing Activities | $(70,735)$ | $(82,743)$ |
| Effect of Exchange Rate Changes on Cash and Cash Equivalents | $(7,969)$ | 17,269 |
| Net Change in Cash and Cash Equivalents | $(24,630)$ | $(47,231)$ |
| Cash and Cash Equivalents at Beginning of Year | 251,430 | 230,581 |
| Cash and Cash Equivalents at End of Period | \$226, 800 | \$183, 350 |
| Interest Paid | \$ 1,263 | \$ 2,004 |
| Income Taxes Paid | \$ 48, 451 | \$ 69,463 |

See Notes to Consolidated Financial Statements

## Notes to Consolidated Financial Statements

These interim statements and management's related discussion and analysis should be read in conjunction with the consolidated financial statements and their related notes, and management's discussion and analysis of results of operations and financial condition included in the Company's 1995 Annual Report to Shareholders. In the opinion of the Company's management, all normal recurring adjustments necessary for a fair statement of the results for the interim periods have been made.

Statement of Financial Accounting Standard No. 121, Accounting For The Impairment Of Long-Lived Assets And For Long-Lived Assets To Be Disposed Of, is effective for fiscal years beginning after December 15, 1995. The standard requires that long-lived assets and certain identifiable intangibles held by an entity be reviewed for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable. The effect of this standard was not material to the Company.

In June 1996, the Company announced the final phase of its program to expand and streamline its worldwide aroma chemical production facilities. This program will include the phase out of aroma chemical production at the Company's Union Beach, New Jersey plant over the 18 month period ending December 31, 1997, and the closure of smaller capacity aroma chemical facilities in Mexico City, Mexico and Rio de Janeiro, Brazil by the end of 1996. Most of the aroma chemical volume currently produced at Union Beach will be transferred to the Company's newly constructed, state-of-the-art facility in Augusta, Georgia. In addition, aroma chemical production capacity in Benicarlo, Spain will be expanded. The closure of the three facilities will affect approximately 220 employees associated with aroma chemical manufacturing at these locations, including 170 jobs at the Union Beach facility.

The aroma chemical streamlining resulted in a one-time pretax charge to second quarter 1996 earnings of $\$ 49,707,000$ ( $\$ 31,315,000$ after tax or $\$ .29$ per share). Cost savings from this program have been specifically identified and are expected to ultimately increase pretax earnings by $\$ 20,000,000$ annually, on completion of the phase-out of Union Beach operations.

The reserve established as a result of the one-time charge consists of the following components:

| Employee related | \$10,629, 000 |
| :---: | :---: |
| Closing manufacturing plants | 39,078,000 |
| Total nonrecurring charge | \$49, 707, 000 |

Utilization of the reserve since the June 1996 announcement has not been material.

Item 2. Management's Discussion and Analysis of Results of Operations and Financial Condition

## Operations

Worldwide net sales for the second quarter of 1996 were $\$ 374,397,000$, compared to $\$ 394,306,000$ in the 1995 second quarter. For the first six months of 1996, net sales totaled $\$ 757,164,000$, compared to $\$ 767,900,000$ for the six month period in 1995. Sales in the second quarter and the first six months of 1996 were unfavorably impacted by translation of European currencies into a stronger U.S. dollar.

Net income for the second quarter of 1996, including the one-time charge discussed below, totaled $\$ 29,703,000$ compared to $\$ 75,702,000$ in the prior year second quarter. On the same basis, net income for the first six months of 1996 totaled \$95,867,000, compared to $\$ 145,658,000$ for the comparable 1995
period. Net income for the second quarter and six month period ended June 30, 1996, excluding the one-time charge, was $\$ 61,018,000$ and $\$ 127,182,000$, respectively.

The Company's sales and earnings for the first half of 1996 were affected by slow customer reordering patterns for fragrances, both in Europe and the United States. The disruption of reorder patterns began with sluggish retail sales during the 1995 holiday season, and continued during the first half of 1996. During the first half of 1996, margins were unfavorably affected by the low volume of sales in the period. Sales, earnings and margins are also being impacted by highly competitive conditions for aroma chemicals, which have caused the Company to lower prices for certain aroma chemicals. The Company expects stronger sales and earnings during the second half of the year.

The percentage relationship of cost of goods sold and other operating expenses to sales for the first half 1996 and 1995 are detailed below.

|  | First Half |  |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| Cost of Goods Sold | 53.6\% |  |
| Research and Development Expense | 6.1\% | 5.8\% |
| Selling and Administrative Expense | 14.6\% | 14.2\% |

In June 1996, the Company announced the final phase of its program to expand and streamline its worldwide aroma chemical production facilities. This program will include the phase out of aroma chemical production at the Company's Union Beach, New Jersey plant over the 18 month period ending December 31, 1997, and the closure of smaller capacity aroma chemical facilities in Mexico City, Mexico and Rio de Janeiro, Brazil by the end of 1996. Most of the aroma chemical volume currently produced at Union Beach will be transferred to the Company's newly constructed, state-of-the-art facility in Augusta, Georgia. In addition, aroma chemical production capacity in Benicarlo, Spain will be expanded.

These steps are intended to improve the Company's production capabilities, to achieve cost efficiencies in the United States as well as internationally, and to maintain and extend the Company's leadership position in the aroma chemical market. They will also assure that the Company will have sufficient aroma chemical supply to meet its own and its customers' needs for the foreseeable future.

The closure of the three facilities will affect approximately 220 employees associated with aroma chemical manufacturing at these locations, including 170 jobs at the Union Beach facility.

The aroma chemical streamlining resulted in a one-time pretax charge to second quarter 1996 earnings of $\$ 49,707,000(\$ 31,315,000$ after tax or $\$ .29$ per share). Cost savings from this program have been specifically identified and are expected to increase pretax earnings by $\$ 20,000,000$ annually, on completion of the phase-out of Union Beach operations.

The reserve established as a result of the one-time charge consists of the following components:

| Employee related | \$10, 629,000 |
| :---: | :---: |
| Closing manufacturing plants | 39, 078, 000 |
| Total nonrecurring charge | \$49,707, 000 |

Of the charge, approximately $\$ 33,000,000$ represents asset writedowns and other non-cash related costs. Usage of the reserve since the June 1996 announcement has not been material.

The phased transfer of production from Union Beach to Augusta will result, until the full closure of Union Beach, in some duplication of operating expenses which will affect both operating margins and earnings. However, the cost savings from the Company's program to streamline its worldwide aroma chemical facilities will more than offset the effect of these conditions when the program is fully implemented.

The effective tax rates for the second quarter and first six months 1996 were $36.0 \%$ and $36.4 \%$, respectively, as compared to $36.9 \%$ and $37.0 \%$ for the comparable periods in 1995. The lower effective tax rate reflects the effects of lower tax rates in various tax jurisdictions in which the Company operates.

Statement of Financial Accounting Standard No. 121, Accounting For The Impairment Of Long-Lived Assets And For Long-Lived Assets To Be Disposed Of, is effective for fiscal years beginning after December 15, 1995. The standard requires that long-lived assets and certain identifiable intangibles held by an entity be reviewed for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable. The effect of this standard was not material to the Company.

## Financial Condition

The financial condition of the Company continued to be strong. Cash, cash equivalents and short-term investments totaled $\$ 302,470,000$ at June 30, 1996. At June 30, 1996, working capital was $\$ 767,166,000$ compared to $\$ 759,576,000$ at December 31, 1995. Gross additions to property, plant and equipment during the first half of 1996 were $\$ 45,688,000$.

In January 1996, the Company's cash dividend was increased $9.7 \%$ to an annual rate of $\$ 1.36$ per share, and $\$ .34$ per share was paid to shareholders in both the first and second quarters of 1996. The Company anticipates that its growth, capital expenditure programs and share repurchase program will be funded from internal sources.

The cumulative translation adjustment component of Shareholders' Equity at June 30, 1996 was $\$ 50,274,000$ compared to $\$ 75,049,000$ at December 31, 1995. Changes in the component result from translating the net assets of the majority of the Company's foreign subsidiaries into U.S. dollars at current exchange rates as required by the Statement of Financial Accounting Standards No. 52 on accounting for foreign currency translation.

Item 4. Submission of Matters to a Vote of Security Holders
At the annual meeting of Registrant's shareholders held Thursday, May 9, 1996, at which 94,048,305 shares, or $84.8 \%$, of Registrant's Common Stock were represented in person or by proxy, the 12 nominees for director of Registrant, as listed in Registrant's proxy statement dated March 28, 1996 previously filed with the Commission, were duly elected to Registrant's Board of Directors. There was no solicitation of proxies in opposition to these nominees.

At such annual meeting, the shareholders also voted with respect to the other matter submitted for shareholder consideration as follows, the vote being legally sufficient to adopt the proposal:

Proposal to approve alternative performance goals in connection with the grant of a restricted stock award to the Registrant's Chairman under a proposed new employment contract, in order to preserve the deductibility under the Internal Revenue Code of such award.


Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits

Exhibit 27 -- Financial Data Schedule
(b) Reports on Form 8-K

Registrant filed no report on Form 8-K during the quarter for which this report on Form 10-Q is filed.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

INTERNATIONAL FLAVORS \& FRAGRANCES INC.

Dated: August 14, 1996

Dated: August 14, 1996

By: /s/ THOMAS H. HOPPEL
Thomas H. Hoppel, Vice-President and Chief Financial Officer

By: /s/ STEPHEN A. BLOCK
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Stephen A. Block, Vice-President Law and Secretary

The schedule contains summary financial information extracted from the Consolidated Balance Sheet \& Consolidated Statement of Income and is qualified in its entirety by reference to such financial statements. Amounts in thousands of dollars, except per share amounts.

## 1000

6-MOS
DEC-31-1996
JUN-30-1996
226,800
75,670
299,154
$(8,334)$
376,432
1,058,980
$(399,039)$
1,547,732
291, 814
9,892
14,470
0
0
1,098, 854
1,547,732

| 9,892 |  |
| :---: | ---: |
|  | 14,470 |
| 0 | 0 |
|  | $1,098,854$ |

757,164
757,164
405, 878
562,599
42,594
0
1,293
150,678
54,811
95,867
0
0
95,867
0.86
0.86

