For Quarter Ended September 30, 1995 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)
521 West 57th Street, New York, N.Y.
(Address of principal executive offices)

13-1432060
(IRS Employer Identification No.)

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 requirements for the past 90 days.
Yes X No - -----

Number of shares outstanding as of November 7, 1995: 110,966,260

## PART. I FINANCIAL INFORMATION

Item 1. Financial Statements

INTERNATIONAL FLAVORS \& FRAGRANCES INC.

CONSOLIDATED BALANCE SHEET
(Dollars in thousands)

|  | 9/30/95 | 12/31/94 |  |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Current Assets: |  |  |  |
| Cash \& Cash Equivalents | \$ 150,672 | \$ | 230,581 |
| Short-term Investments | 134, 696 |  | 71, 227 |
| Trade Receivables | 287,788 |  | 228,434 |
| Allowance For Doubtful Accounts | $(8,368)$ |  | $(7,448)$ |
| Inventories: Raw Materials | 237,516 |  | 211, 071 |
| Work in Process | 29,104 |  | 25,600 |
| Finished Goods | 138,615 |  | 125,434 |
| Total Inventories | 405,235 |  | 362,105 |
| Other Current Assets | 77,695 |  | 79,587 |
| Total Current Assets | 1,047,718 |  | 964,486 |



## INTERNATIONAL FLAVORS \& FRAGRANCES INC.

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

|  | 3 Months Ended 9/30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Net Sales | \$ | 360, 083 | \$ | 341,684 |
| Cost of Goods Sold |  | 186,705 |  | 176,565 |
| Research and Development Expenses |  | 22,741 |  | 20,501 |
| Selling and Administrative Expenses |  | 52,671 |  | 52,632 |
| Interest Expense |  | 932 |  | 1,359 |
| Other (Income) Expense, Net |  | $(2,617)$ |  | $(3,322)$ |
|  |  | 260,432 |  | 247,735 |
| Income Before Taxes on Income |  | 99,651 |  | 93,949 |
| Taxes on Income |  | 36,325 |  | 35, 043 |
| Net income | \$ | 63,326 | \$ | 58,906 |
| Earnings Per Share | \$ | 0.57 | \$ | 0.53 |
| Dividends Paid Per Share | \$ | 0.31 | \$ | 0.27 |


|  | 9 Months | ded 9/30 |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
| Net Sales | \$1, 127, 983 | \$1, 010, 431 |
| Cost of Goods Sold | 575,400 | 515,792 |
| Research and Development Expenses | 67,611 | 59,777 |
| Selling and Administrative Expenses | 161, 836 | 151,593 |
| Interest Expense | 2,544 | 12,903 |
| Other (Income) Expense, Net | $(10,151)$ | $(21,132)$ |
|  | 797,240 | 718,933 |
| Income Before Taxes on Income | 330,743 | 291,498 |
| Taxes on Income | 121,759 | 108,735 |
| Net income | \$ 208,984 | \$ 182,763 |
| Earnings Per Share | \$ 1.88 | \$ 1.64 |
| Dividends Paid Per Share | \$ 0.93 | \$ 0.81 |
| Average Number of Shares Outstanding (000's) | 111,359 | 111, 553 |


|  | 9 Months Ended 9/30 |  |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
| Cash Flows From Operating Activities: |  |  |
| Net Income | \$ 208,984 | \$ 182,763 |
| Adjustments to Reconcile to Net Cash |  |  |
| Provided by Operations: |  |  |
| Depreciation | 31,070 | 26,689 |
| Deferred Income Taxes | 6,581 | 1,567 |
| Changes in Assets and Liabilities: |  |  |
| Current Receivables .. | $(51,687)$ | $(53,360)$ |
| Inventories | $(33,568)$ | $(27,185)$ |
| Current Payables | $(4,793)$ | 40,739 |
| Other, Net | 671 | $(2,309)$ |
| Net Cash Provided by Operations | 157, 258 | 168,904 |
| Cash Flows From Investing Activities: |  |  |
| Proceeds From Sales/Maturities of Short-Term Investments | 69,861 | 103,443 |
| Purchases of Short-Term Investments | $(130,780)$ | $(68,679)$ |
| Additions to Property, Plant \& Equipment, |  |  |
| Net of Minor Disposals ..... | $(56,079)$ | $(73,535)$ |
| Net Cash Used in Investing Activities | $(116,998)$ | $(38,771)$ |
| Cash Flows From Financing Activities: |  |  |
| Cash Dividends Paid to Shareholders | $(103,637)$ | $(90,432)$ |
| Increase (Decrease) in Bank Loans | 1,641 | $(21,132)$ |
| Increase (Decrease) in Long-Term Debt | $(2,423)$ | 12,622 |
| Proceeds From Issuance of Stock Under Stock Option Plans | 6,812 | 4,954 |
| Purchase of Treasury Stock | $(36,949)$ | $(32,433)$ |
| Net Cash Used In Financing Activities | $(134,556)$ | $(126,421)$ |
| Effect of Exchange Rate Changes on Cash |  |  |
| Net Change in Cash and Cash Equivalents | $(79,909)$ | 17,194 |
| Cash and Cash Equivalents at Beginning of Year | 230,581 | 187,205 |
| Cash and Cash Equivalents at End of Period | \$ 150,672 | \$ 204, 399 |
| Interest Paid | \$ 3,105 | \$ 13,172 |
| Income Taxes Paid | \$ 109,398 | \$ 88,924 |

## 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 1994 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.

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

## Operations

Worldwide net sales for the third quarter of 1995 increased $5 \%$ over the prior year to $\$ 360,083,000$. For the first nine months of 1995 , net sales increased $12 \%$ over the prior year to $\$ 1,127,983,000$. Sales increases were recorded in flavor and fragrance products in both the third quarter and nine month periods. The sales increase in the third quarter and the first nine months of 1995 was favorably affected by translating stronger foreign currencies into the U.S. dollar.

Net income for the third quarter of 1995 was $\$ 63,326,000$, an increase of $8 \%$ from the 1994 third quarter. Net income for the first nine months of 1995 was $\$ 208,984,000$, an increase of $14 \%$ over the comparable 1994 period. The profit growth recorded by the Company was primarily the result of the sales increase for the period. Earnings per share for the third quarter and first nine months in 1995 were $\$ .57$ and $\$ 1.88$, as compared to $\$ .53$ and $\$ 1.64$ in the prior year quarter and nine month periods, respectively.

The percentage relationship of cost of goods sold and other operating expenses to sales for the first nine months of 1995 and 1994 remained fairly constant, especially on an overall basis.

|  | First Ni | Months |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
| Cost of Goods Sold | 51.0\% | 51. $0 \%$ |
| Research and Development Expense | 6.0\% | 5.9\% |
| Selling and Administrative Expense | 14.3\% | 15.0\% |

Interest expense was $\$ 932,000$ for the third quarter of 1995 , compared to $\$ 1,359,000$ for the third quarter 1994. For the first nine months of 1995, interest expense amounted to $\$ 2,544,000$ compared to $\$ 12,903,000$ in the first nine months of 1994. The lower interest expense in 1995 resulted primarily from the lower average level of borrowings and lower interest rates in Brazil, where such borrowings were used as hedges against devaluations in that country. In 1994, the higher borrowing levels and interest rates in Brazil generated significant offsetting exchange gains which were included in Other Income. Other Income was \$2,617,000 for the third quarter 1995, and \$10,151,000 for the first
nine months of 1995 , compared to $\$ 3,322,000$ and $\$ 21,132,000$ for the
corresponding periods in 1994; the decline in 1995 was primarily due to lower exchange gains resulting from the hedging activities in Brazil mentioned above.

The effective tax rates for the third quarter and first nine months of 1995 were $36.5 \%$ and $36.8 \%$, respectively, as compared to $37.3 \%$ for the comparable periods in 1994.

Financial Condition
The financial condition of the Company continued to be strong during the third quarter. Cash, cash equivalents and short-term investments totaled $\$ 285,368,000$ at September 30, 1995. At September 30, 1995, working capital was \$786,812,000 compared to $\$ 704,763,000$ at December 31, 1994. Gross additions to property, plant and equipment during the first nine months of 1995 were $\$ 57,080,000$. In January 1995, the Company's cash dividend was increased $14.8 \%$ to an annual rate of $\$ 1.24$ per share, and $\$ .31$ per share was paid to shareholders in each of the first three quarters of 1995. 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 September 30, 1995 was $\$ 78,452,000$ compared to $\$ 41,798,000$ at December 31, 1994. 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.

## PART II. OTHER INFORMATION

ITEM 6. Exhibits and Reports on Form 8-K
(a) 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: November 10, 1995

Dated: November 10, 1995

By:
Thomas H. Hoppel, Vice-President \& Treasurer

By:
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.

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9-MOS
DEC-31-1995
SEP-30-1995
150,672
134,696
287,788
$(8,368)$
405, 235
1,047,718
$(369,756)$
1,517,116
260,906
12,089
14,470
0
12,089
14,470

0
1,105,962
1,517,116

$$
1,127,983^{1,127,983}
$$

575,400
804, 847
$(10,151)$
2,544
330, 743
121,759
208, 984
0
0
208,984
\$1. 88
$\$ 1.88$

