



Andreas Fibig
Chairman & CEO

INVESTOR DAY 2019

Summary



SNAPSHOT OF NEW IFF

A global leader in taste, scent and nutrition



Flavors



Fragrance



Fragrance
Ingredients



Cosmetic
Actives



Savory
Solutions



Natural
Colors



Natural
Food
Protection



Health
Ingredients



Note: Sales data based on 2018 combined sales

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GLOBAL MARKET
POSITION

~39,000

CUSTOMERS

>110

MANUFACTURING
FACILITIES

~13,000

EMPLOYEES

~100

R&D CENTERS AND
LABORATORIES

~100,000

UNIQUE PRODUCTS
SOLD ANNUALLY

~80%

SALES OUTSIDE
NORTH AMERICA

>\$5B

TOTAL COMBINED
SALES



GROWTH ENGINES

Unlocking incremental shareholder value

EXPOSURE

Customer Base

- Global core lists
- Fast growth small & mid-tier

Geographic access

- 45% sales in emerging markets

Product Portfolio

- ~20% of sales from high growth adjacencies

Innovation Pipeline

- Strongest pipeline in company's history

ACTION

- Gain share with recent core-listed customers
- Direct service model for mid-tier

- Invest in Asia, Africa and Middle East

- Focused investments in adjacencies given growth and margin dynamics

- Prioritize highest return platforms

CROSS-SELLING AND INTEGRATED SOLUTIONS

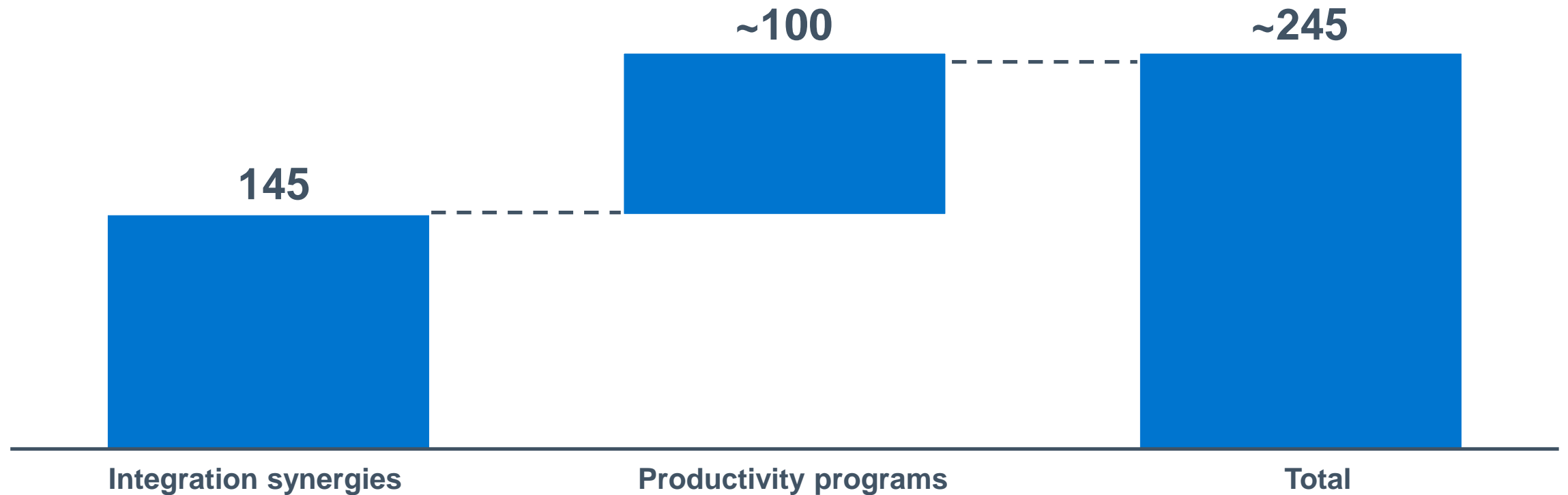
VALUE-ACCRETIVE M&A

Note: Sales data based on 2018 combined sales

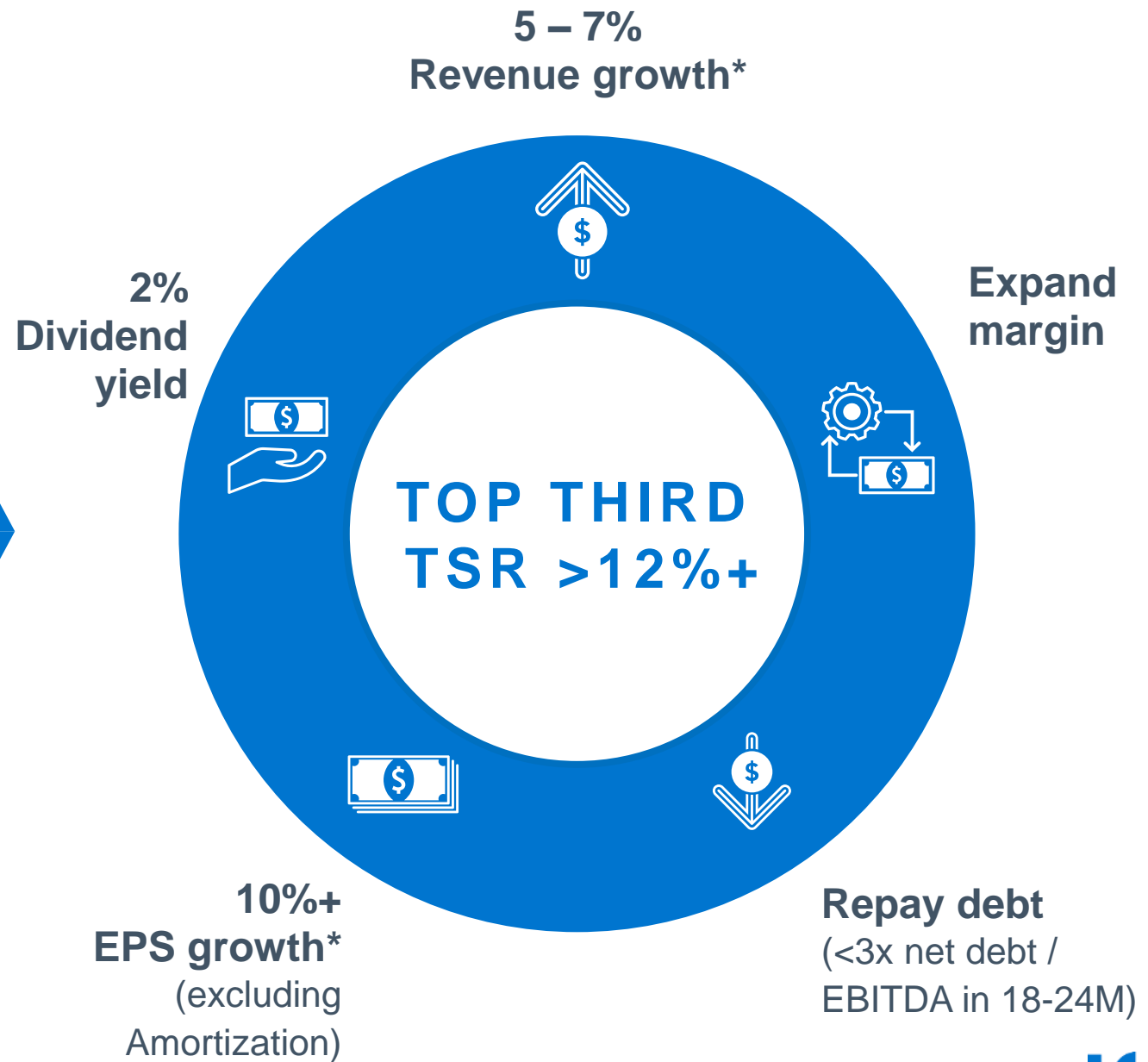
BUSINESS TRANSFORMATION

Comprehensive programs unlock value for reinvestment & margin expansion

3-year savings target (\$M)



VISION 2021 FINANCIAL OBJECTIVES



*Currency neutral growth

INVESTMENT THESIS

IFF is a great company and a great stock



1. **Leader in an attractive and growing industry** with high barriers to entry & strong customer relationship that promote recurring revenue
2. **Highly diversified customer base, product portfolio and geography** which reduces risk and expands growth opportunities
3. **Strong capabilities in innovation** that drive differentiation by addressing customer needs with industry-leading solutions
4. **Strong cash flow generation** to fund growth, rapidly reduce debt and pay a steadily growing dividend
5. **Above average TSR delivery** sustained through double-digit EPS excluding amortization growth rate and 2% dividend yield

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