# 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 March 31, 1995 Commission file number 1-4858

INTERNATIONAL FLAVORS \& FRAGRANCES INC.<br>(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.)

(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 requirements for the past 90 days.

Yes X No $\qquad$

Number of shares outstanding as of May 9,1995: 111,576,729

PART. I FINANCIAL INFORMATION

Item 1. Financial Statements

INTERNATIONAL FLAVORS \& FRAGRANCES INC.

> CONSOLIDATED BALANCE SHEET (Dollars in thousands)

| $3 / 31 / 95$ | $12 / 31 / 94$ |
| :---: | :---: |
| ------------------ |  |


| Assets |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Current Assets: |  |  |  |  |
| Cash \& Cash Equivalents | \$ | 219,652 | \$ | 230,581 |
| Short-term Investments |  | 78,877 |  | 71,227 |
| Trade Receivables |  | 290,603 |  | 228,434 |
| Allowances For Doubtful Accounts |  | $(7,983)$ |  | $(7,448)$ |
| Inventories: Raw Materials |  | 234,953 |  | 211,071 |
| Work in Process |  | 27,964 |  | 25,600 |
| Finished Goods |  | 133,424 |  | 125,434 |
| Total Inventories |  | 396,341 |  | 362,105 |
| Other Current Assets |  | 82,558 |  | 79,587 |
| Total Current Assets |  | ,060,048 |  | 964,486 |
| Property, Plant \& Equipment, At Cost |  | 785,516 |  | 736,912 |
| Accumulated Depreciation |  | $(354,126)$ |  | $(331,182)$ |
|  |  | 431,390 |  | 405,730 |


| Liabilities and Shareholders' Equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Current Liabilities: |  |  |  |  |
| Bank Loans | \$ | 11,021 | \$ | 9,740 |
| Accounts Payable--Trade |  | 69,874 |  | 56,861 |
| Dividends Payable |  | 34,603 |  | 34,554 |
| Income Taxes |  | 85,232 |  | 70,505 |
| Other Current Liabilities |  | 91,865 |  | 88,063 |
| Total Current Liabilities |  | 292,595 |  | 259,723 |
| Other Liabilities: |  |  |  |  |
| Deferred Income Taxes |  | 10,294 |  | 14,350 |
| Long-term Debt |  | 15,102 |  | 14,342 |
| Other |  | 106,328 |  | 103,231 |
| Total Other Liabilities |  | 131,724 |  | 131,923 |
| Shareholders' Equity: |  |  |  |  |
| Common Stock (115,761,840 shares |  |  |  |  |
| issued in '95 and in '94) |  | 14,470 |  | 14,470 |
| Capital in Excess of Par Value |  | 144,225 |  | 146, 022 |
| Retained Earnings |  | 997,200 |  | 961,847 |
| Cumulative Translation Adjustment |  | 89,720 |  | 41,798 |
|  |  | 245,615 |  | 164,137 |
| Treasury Stock, at cost--4,138,785 shares |  |  |  |  |
| in '95 and 4,297,540 in '94 |  | $(150,293)$ |  | 156,058) |
| Total Shareholders' Equity |  | 095,322 |  | ,008,079 |
| Total Liabilities and Shareholders' Equity |  | 519,641 |  | 399,725 |

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

|  | 3 Months Ended 3/31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 |  | 1994 |  |
| Net Sales | \$ | 373,594 | \$ | 323,537 |
| Cost of Goods Sold |  | 190,784 |  | 165,620 |
| Research and Development Expenses |  | 22,141 |  | 19,353 |
| Selling and Administrative Expenses |  | 53,562 |  | 48,845 |
| Interest Expense |  | 565 |  | 6,165 |
| Other (Income) Expense, Net |  | $(4,500)$ |  | $(10,454)$ |
|  |  | 262,552 |  | 229,529 |
| Income Before Taxes on Income |  | 111,042 |  | 94,008 |
| Taxes on Income |  | 41,086 |  | 35,067 |
| Net Income | \$ | 69,956 | \$ | 58,941 |
| Earnings Per Share |  | \$0.63 |  | \$0.53 |
| Average Number of Shares |  |  |  |  |
| Outstanding (000) |  | 111,531 |  | 111,883 |
| Dividends Paid Per Share |  | \$0.31 |  | \$0.27 |

## (Dollars in thousands)



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 first quarter of 1995 increased 15\% over the prior year to $\$ 373,594,000$, with sales increases in both flavor and fragrance products. The sales increase in the first quarter of 1995 was favorably affected by translating foreign currencies into the U.S. dollar; if the exchange rates had remained the same during 1995 and 1994, the sales increase for the quarter would have approximated $10 \%$.

Net income for the first quarter of 1995 increased $19 \%$ to $\$ 69,956,000$ from $\$ 58,941,000$ in the prior year quarter. The profit growth recorded by the company was primarily the result of the sales increase for the period. Earnings per share for the quarter were $\$ .63$, as compared to $\$ .53$ in the prior year quarter.

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

|  | First Quarter |  |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
| Cost of Goods Sold | 51.1\% | $51.2 \%$ |
| Research and Development Expense | 5.9\% | 6.0\% |
| Selling and Administrative Expense | $14.3 \%$ | 15.1\% |

Interest expense was $\$ 565,000$ for the first quarter of 1995 , compared to $\$ 6,165,000$ for the same period in 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 both periods, the borrowing levels in Brazil generated substantially offsetting exchange gains which were included in Other income. Other income for the first quarter 1995 was $\$ 4,500,000$, compared to $\$ 10,454,000$ in the same period 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 rate for the first quarter 1995 was $37.0 \%$ as compared to $37.3 \%$ for the same period in 1994.

The financial condition of the Company continued to be strong during the first quarter. Cash, cash equivalents and short-term investments totaled $\$ 298,529,000$ at March 31, 1995. At March 31, 1995, working capital was $\$ 767,453,000$ compared to $\$ 704,763,000$ at December 31, 1994. Gross additions to property, plant and equipment during the first quarter of 1995 were $\$ 18,198,000$. 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 the first quarter. 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 March 31, 1995 was $\$ 89,720,000$ 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) 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.

By :
/s/ THOMAS H. HOPPEL

Thomas H. Hoppel, Vice-President
\& Treasurer

By: /s/ STEPHEN A. BLOCK
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.

$$
\begin{aligned}
& \text { 3-MOS } \\
& \text { DEC-31-1995 } \\
& \text { MAR-31-1995 } \\
& \text { 219,652 } \\
& \text { 78,877 } \\
& \text { 290,603 } \\
& (7,983) \\
& \text { 396,341 } \\
& \text { 1,060,048 } \\
& (354,126) \\
& \text { 1,519,641 } \\
& \text { 292,595 } \\
& \text { 15,102 } \\
& \text { 14,470 } \\
& 0 \\
& 0 \\
& \text { 1,080,852 } \\
& 1,519,641 \\
& \text { 373,594 } \\
& \text { 266,487 } \\
& (4,500) \\
& 0 \\
& 565 \\
& \text { 111,042 } \\
& \text { 41,086 } \\
& \text { 69,956 } \\
& 0 \\
& 0 \\
& 0 \\
& \text { 69,956 } \\
& 0.63 \\
& 0.63
\end{aligned}
$$

