



JULY 2022

# 2022 Half year results

Solid performance in a challenging environment

Givaudan  
Human by nature



**Gilles Andrier**

Chief Executive Officer

**Sales performance**

# 2022 Half year results

## Performance highlights

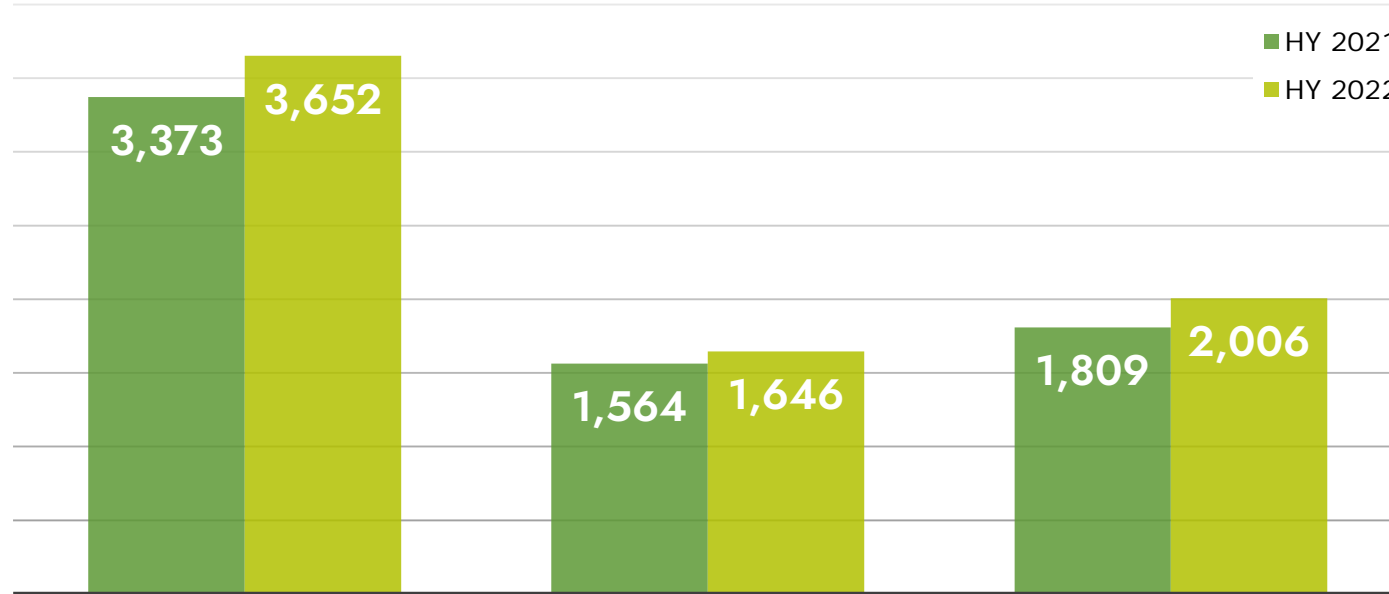
- Sales of CHF 3,652 million, up 6.2% on a like-for-like\* basis and 8.3% in Swiss francs
- Good sales performance across the portfolio and markets, despite strong prior year comparables
- Balanced growth between mature markets, up 5.4%, and high growth markets with 7.4%
- Well on track with pricing actions to compensate for higher input costs
- Comparable EBITDA of CHF 820 million, a margin of 22.5% compared to 24.2% in 2021
- Free cash flow of -147 million, or -4.0% of sales, driven by higher working capital requirements and investments

\* Like-for-like: excludes the impact of currency, acquisitions and disposals

# Half year sales performance

## Good growth in both divisions

In CHF million



Group

Fragrance & Beauty

Taste & Wellbeing

6.2%

4.7%

7.6%

8.3%

5.3%

10.9%

7.9%

10.1%

6.1%

% 2022 growth on LFL\* basis

% 2022 growth in CHF

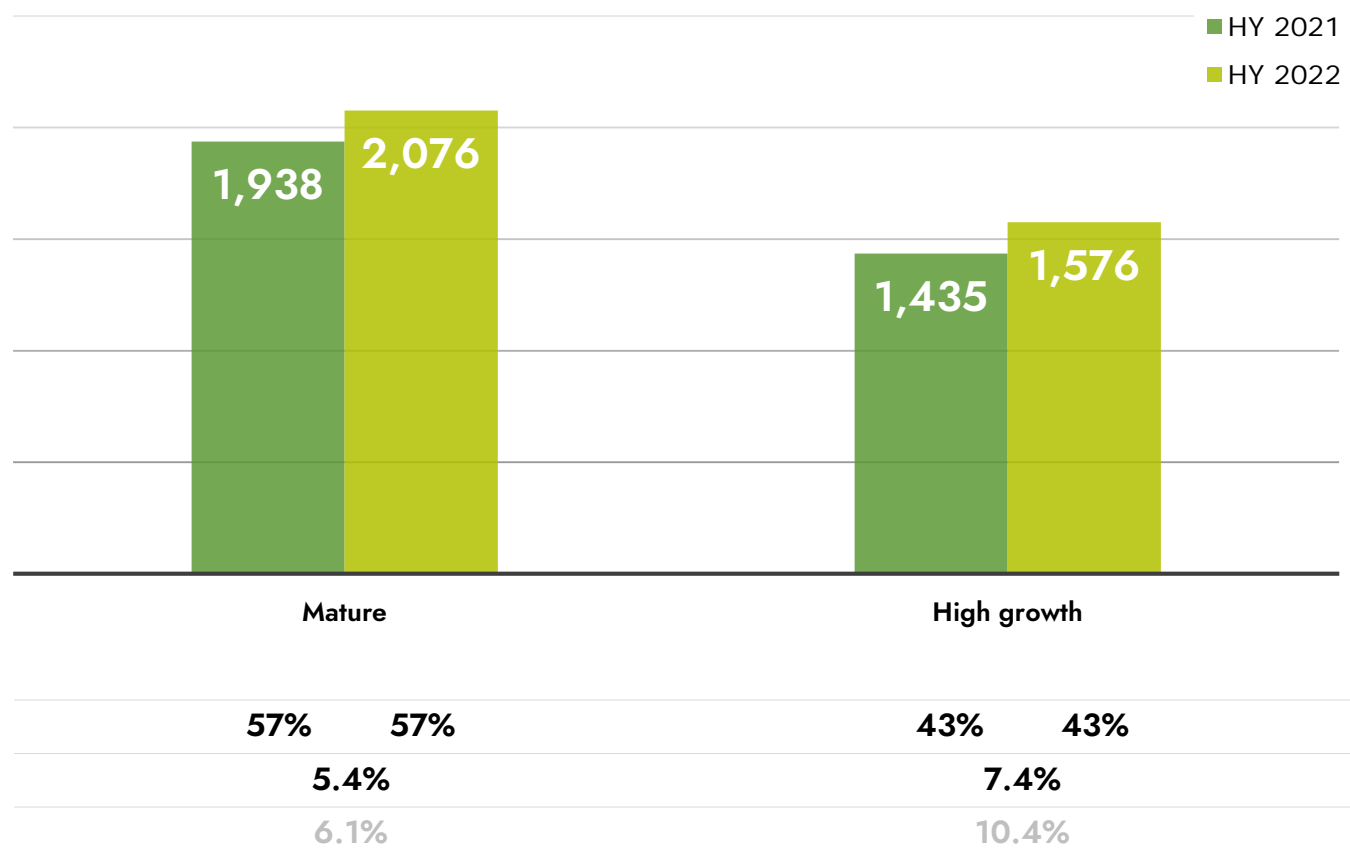
% 2021 growth on LFL\* basis

\* Like-for-like: excludes the impact of currency, acquisitions and disposals

# Sales evolution by market

## Good performance across all markets

In CHF million



% of total sales

% 2022 growth on LFL\* basis

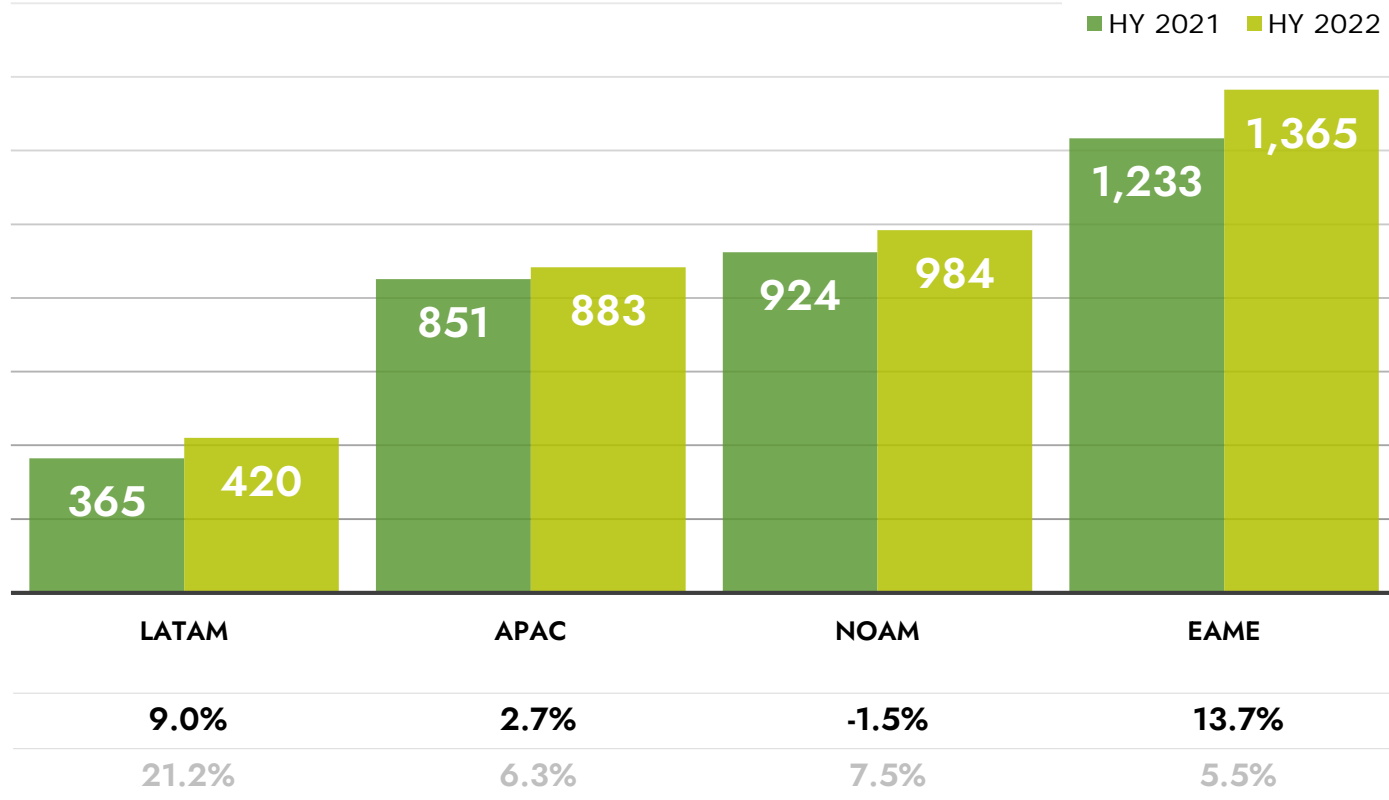
% 2021 growth on LFL\* basis

\* Like-for-like: excludes the impact of currency, acquisitions and disposals

# Sales evolution by region

## Strong growth in EAME & LATAM

In CHF million



% 2022 growth on LFL\* basis

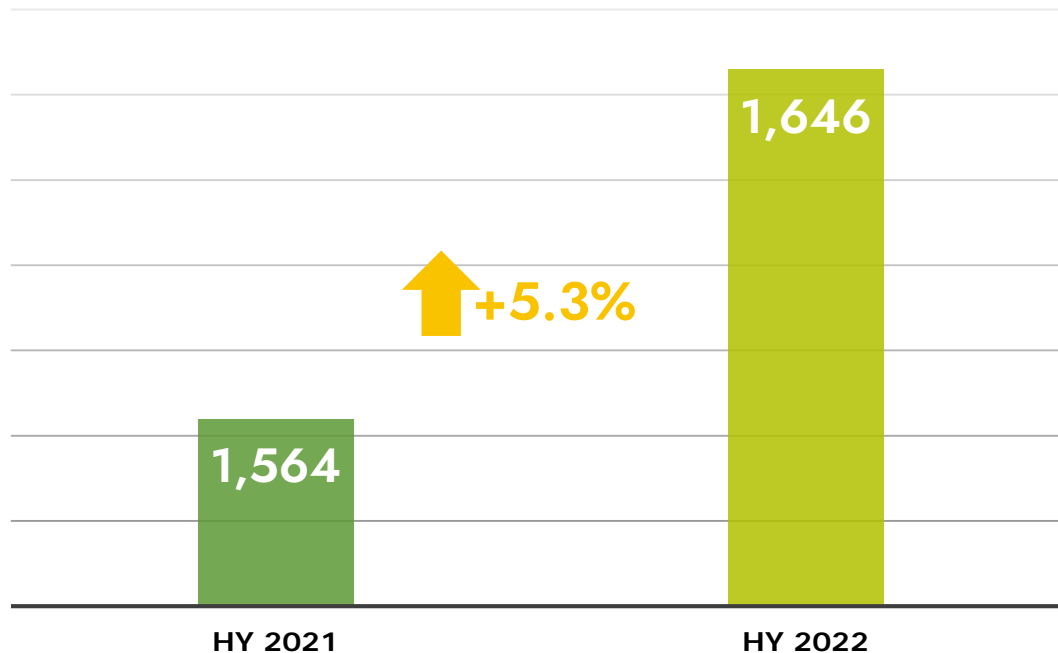
% 2021 growth on LFL\* basis

\* Like-for-like: excludes the impact of currency, acquisitions and disposals

# Fragrance & Beauty

## Sales growth of 4.7% on a LFL basis

In CHF million



### Fine Fragrance sales increased by 17.9% LFL

- Strong volume increases, with a sustained high level of new wins, particularly in Prestige segment
- 2019-2022 CAGR of ~10%

### Consumer Product sales increased by 0.4% LFL

- Good performance from Local & Regional Customers
- 2019-2022 CAGR of ~5%

### Sales of Fragrance Ingredients and Active Beauty increased by 8.0%

- Continued strong demand for Fragrance Ingredients and Premium Actives in Active Beauty

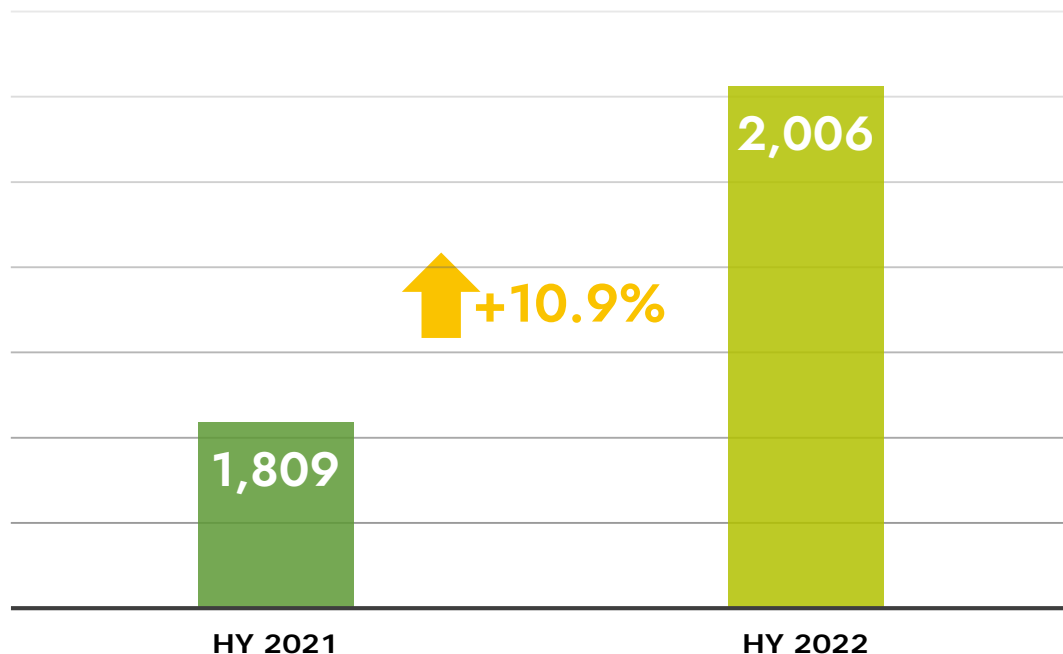
\* Like-for-like: excludes the impact of currency, acquisitions and disposals



# Taste & Wellbeing

## Sales growth of 7.6% on a LFL basis

In CHF million



### Sales by region

	2021 Sales Growth LFL	2022 Sales Growth LFL
Europe	1.7%	14.0%
South Asia, Middle East and Africa	3.5%	16.9%
North America	6.1%	-0.9%
Latin America	23.4%	17.1%
Asia Pacific	5.1%	5.1%

### Sales Commentary

- Very strong growth in Europe, SAMEA and in Latin America
- North America performance impacted by strong comparable growth of 6% in 2021
- Foodservice segment continued to experience a good recovery and is now almost approaching pre-COVID levels
- Double-digit sales growth in plant-based proteins and in health & wellness

\* Like-for-like: excludes the impact of currency, acquisitions and disposals

**Tom Hallam**

Chief Financial Officer

**Operating performance**

# 2022 Half year results

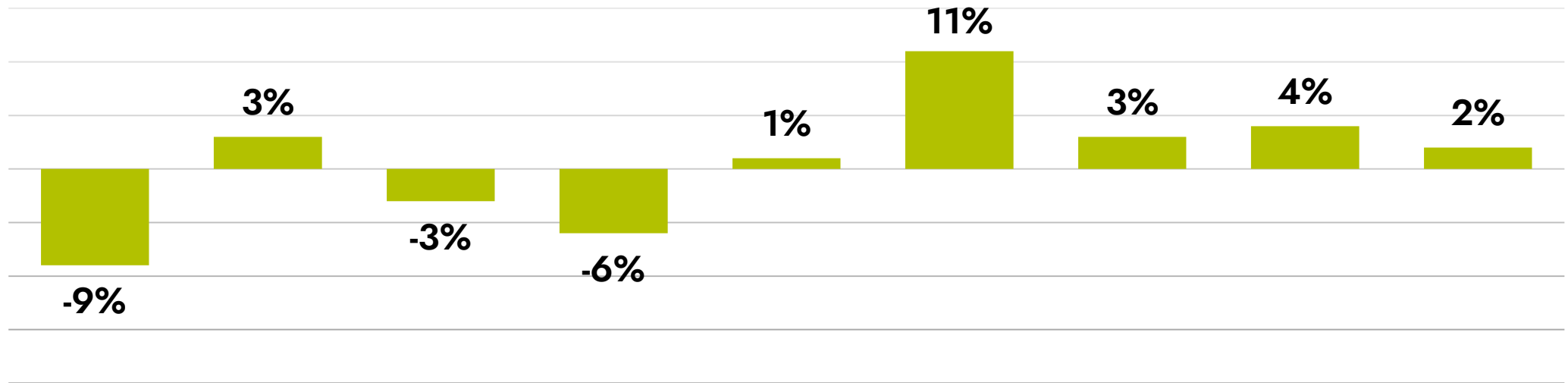
## Performance highlights

- Sales of CHF 3,652 million, up 6.2% on a like-for-like\* basis and 8.3% in Swiss francs
- Reported EBITDA of CHF 816 million compared to CHF 809 million, with an EBITDA margin of 22.4% compared to 24.0% in 2021
- Comparable EBITDA margin of 22.5%, versus 24.2% in 2021
- Income before tax of CHF 512 million versus CHF 566 million in 2021
- Net income of CHF 440 million
- Free cash flow of CHF -147 million or -4.0% of sales, mainly driven by higher working capital requirements and investments
- Net debt to EBITDA at 3.45, compared with 2.97 as at 31<sup>st</sup> December 2021

\* Like-for-like: excludes the impact of currency, acquisitions and disposals

# Half year results

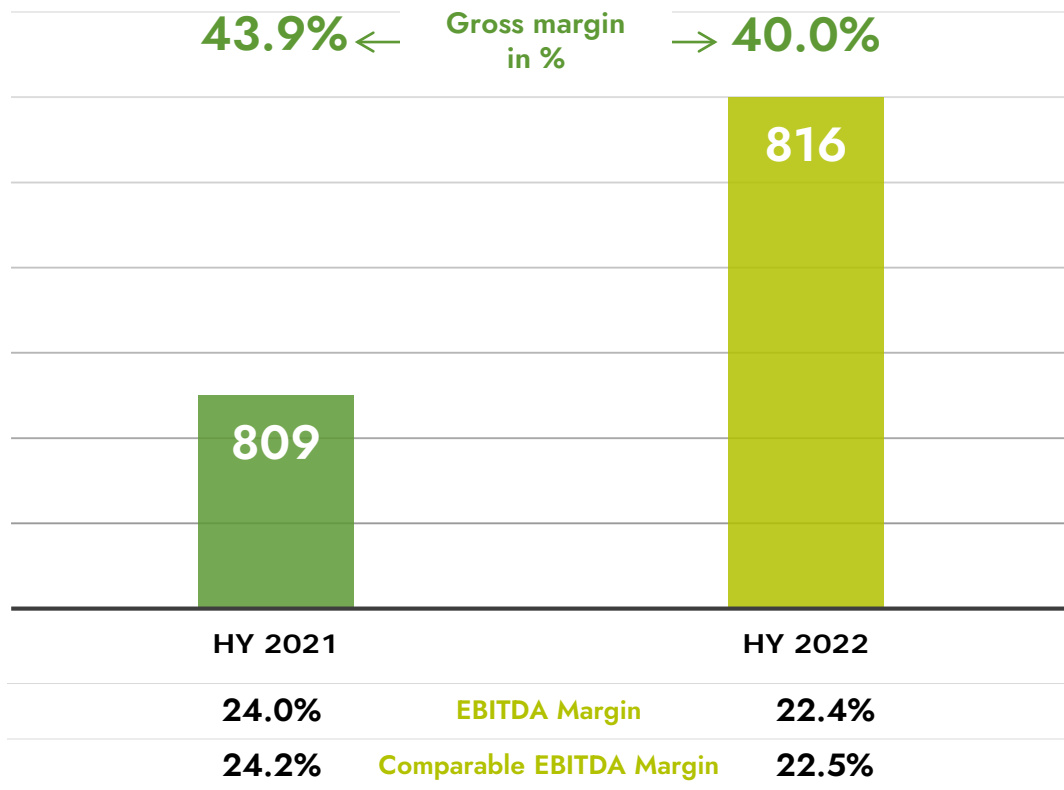
## Exchange rate development



	JPY	USD	GBP	EUR	SGD	BRL	CNY	MXN	IDR
HY 2022	0.77	0.94	1.22	1.03	0.69	0.19	0.15	0.05	0.65
HY 2021	0.84	0.91	1.26	1.10	0.68	0.17	0.14	0.04	0.64
Units	100	1	1	1	1	1	100	100	10,000

# Operating performance Group

EBITDA in CHF million



**Sales** of CHF 3,652 million, an increase of 6.2% on a like-for-like basis\* and 8.3% in Swiss francs

**Gross margin** of 40.0%, compared to 43.9% in 2021, due to the gross margin dilution effect of the pricing actions, as well as the impact of higher raw material, energy and freight costs

**EBITDA** of CHF 816 million compared to CHF 809 million in 2021.

Acquisition and restructuring costs of CHF 4 million, compared to CHF 7 million in 2021

**EBITDA margin** of 22.4% compared to 24.0% in 2021, with the comparable margin at 22.5% versus 24.2% in 2021

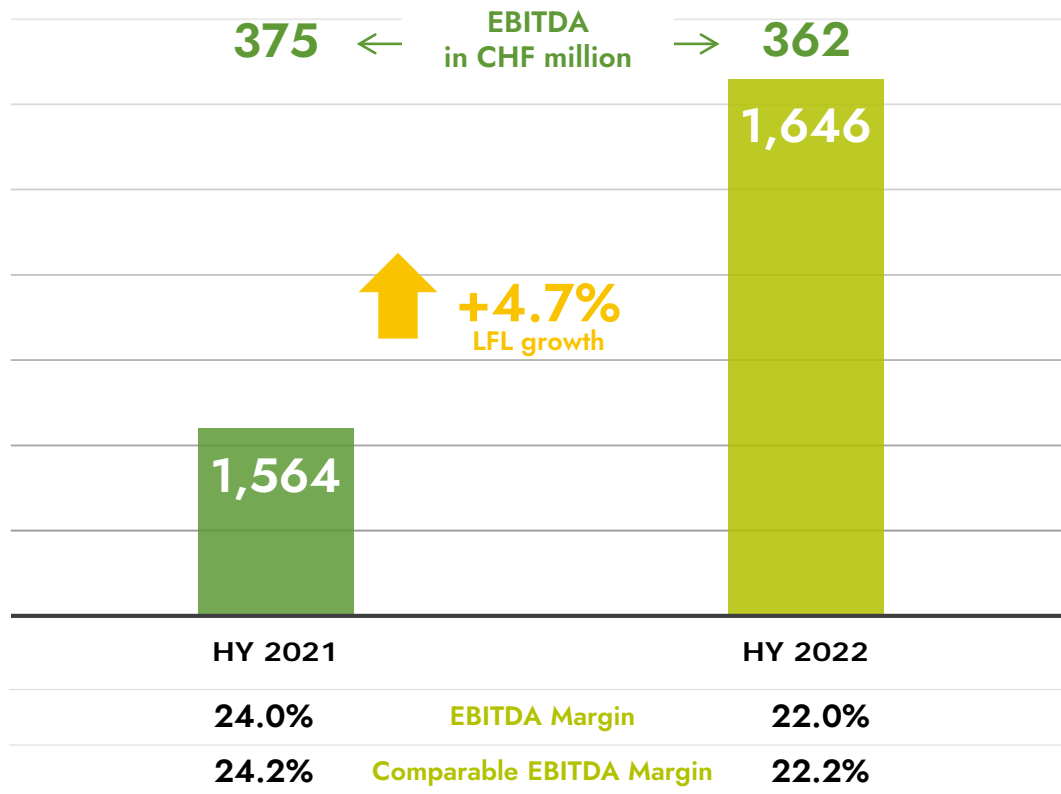
As % of sales

\* Like-for-like: excludes the impact of currency, acquisitions and disposals

# Operating performance

## Fragrance & Beauty

Sales in CHF million



**Sales** of CHF 1,646 million, an increase of 4.7% on a like-for-like basis\* and 5.3% in Swiss francs

**EBITDA** of CHF 362 million, decreased from CHF 375 million in 2021.

Acquisition and restructuring costs of CHF 3 million, compared to CHF 2 million in 2021

**EBITDA margin** of 22.0% compared to 24.0% in 2021, with the comparable EBITDA margin at 22.2% versus 24.2% in 2021

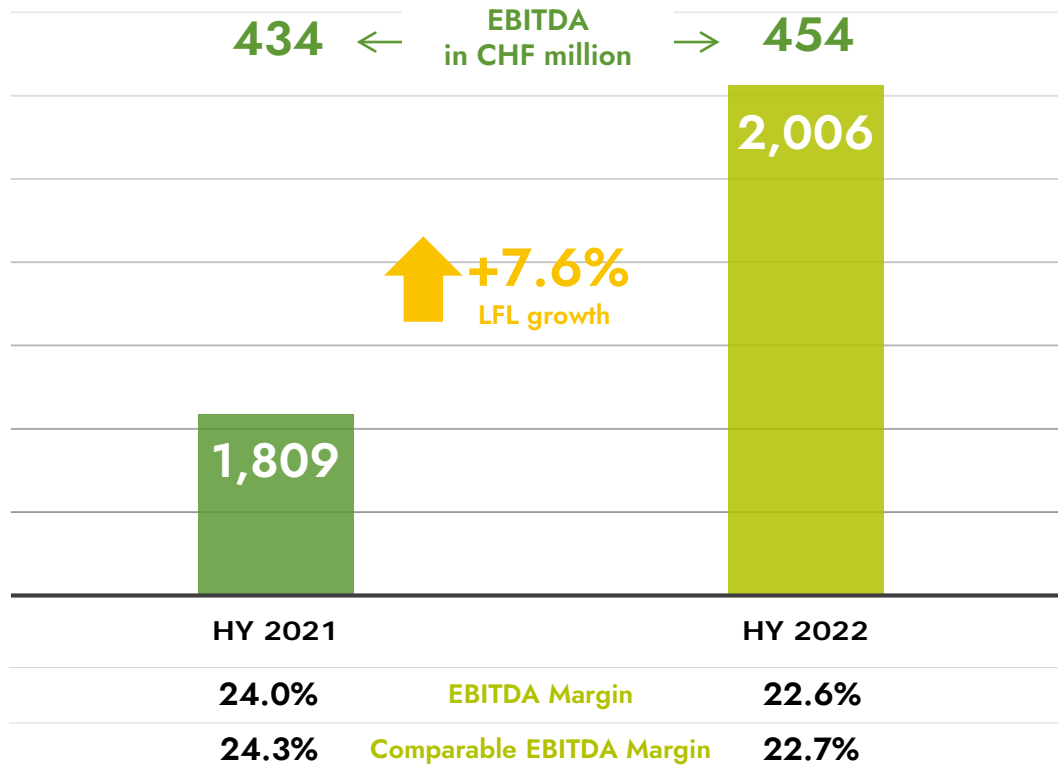
As % of sales

\* Like-for-like: excludes the impact of currency, acquisitions and disposals

# Operating performance

## Taste & Wellbeing

Sales in CHF million



**Sales** of CHF 2,006 million, an increase of 7.6% on a like-for-like basis\* and 10.9% in Swiss francs

**EBITDA** of CHF 454 million, increased from CHF 434 million in 2021.

Acquisition and restructuring costs of CHF 1 million, compared to CHF 5 million in 2021

**EBITDA margin** of 22.6% compared to 24.0% in 2021, with the comparable EBITDA margin at 22.7% versus 24.3% in 2021

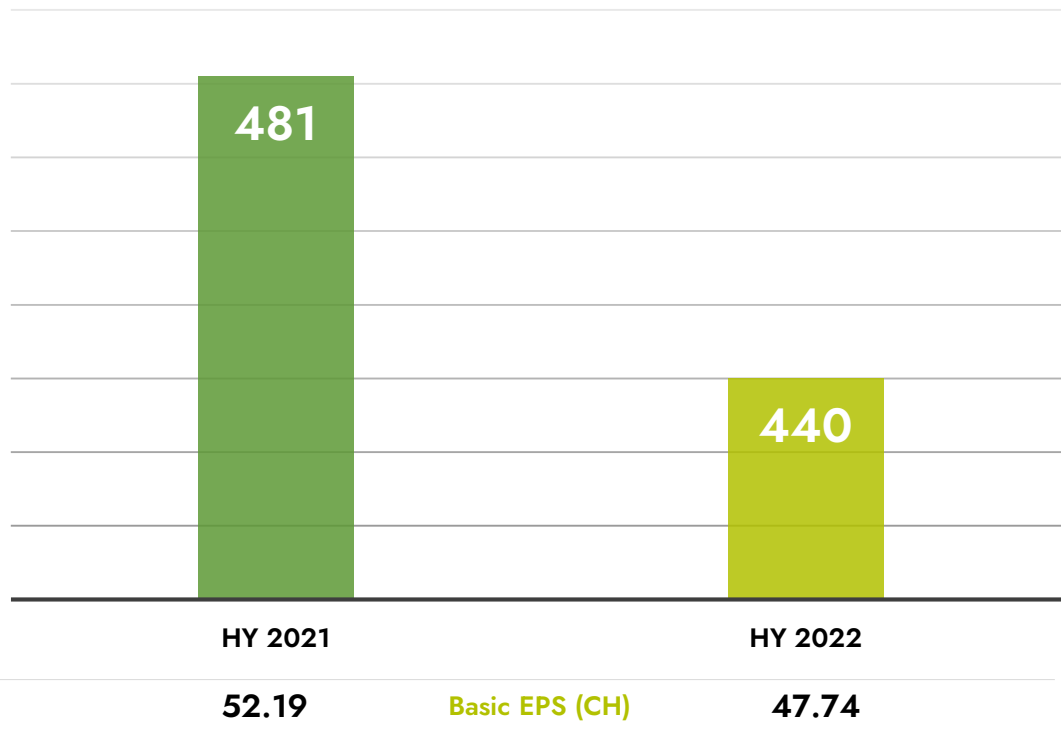
As % of sales

\* Like-for-like: excludes the impact of currency, acquisitions and disposals

# Net income

## 12.1% of sales

In CHF million



**Income before tax** of CHF 512 million compared to CHF 566 million in 2021

**Net income** of CHF 440 million, or 12.1% of sales, versus CHF 481 million, or 14.3% of sales in 2021

Higher non-operating costs, mainly driven by Fx losses and marketable securities valuations

**Effective tax rate** of 14%, compared to 15% in 2021

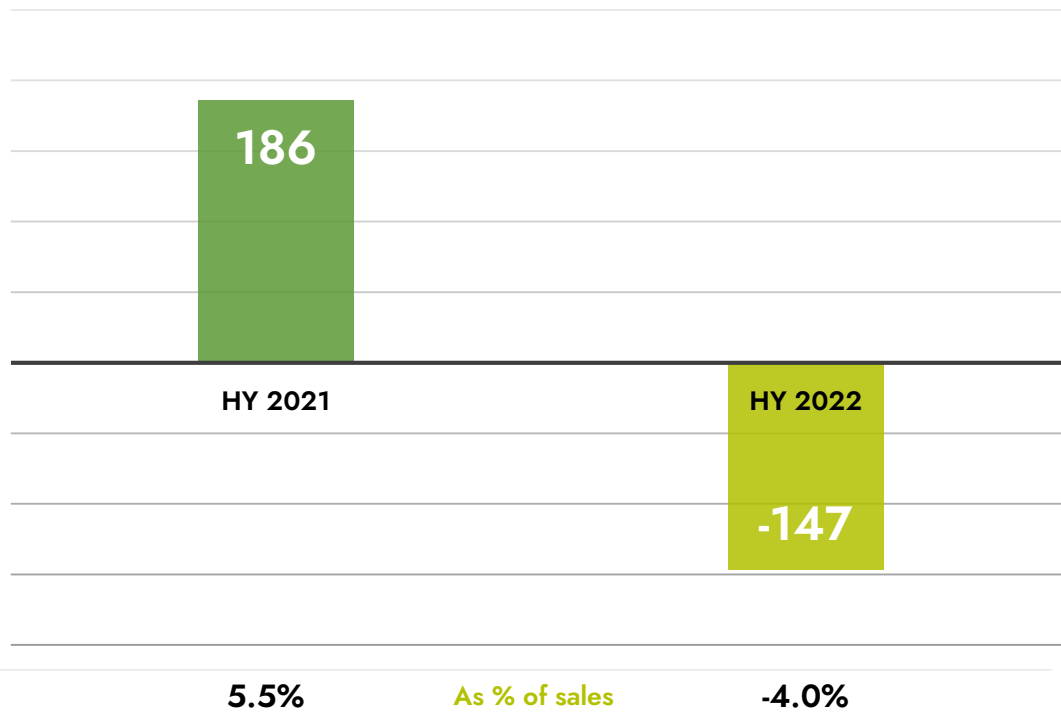
**Basic EPS** of CHF 47.74 per share, versus CHF 52.19 in 2021



# Free cash flow

## Driven by higher working capital requirements & investments

In CHF million



**Free cash flow** of CHF -147 million, compared to CHF 186 million in 2021. Free cash flow is -4.0% of sales compared to 5.5% in 2021

**Operating cash flow** of CHF 131 million, compared to CHF 415 million in 2021

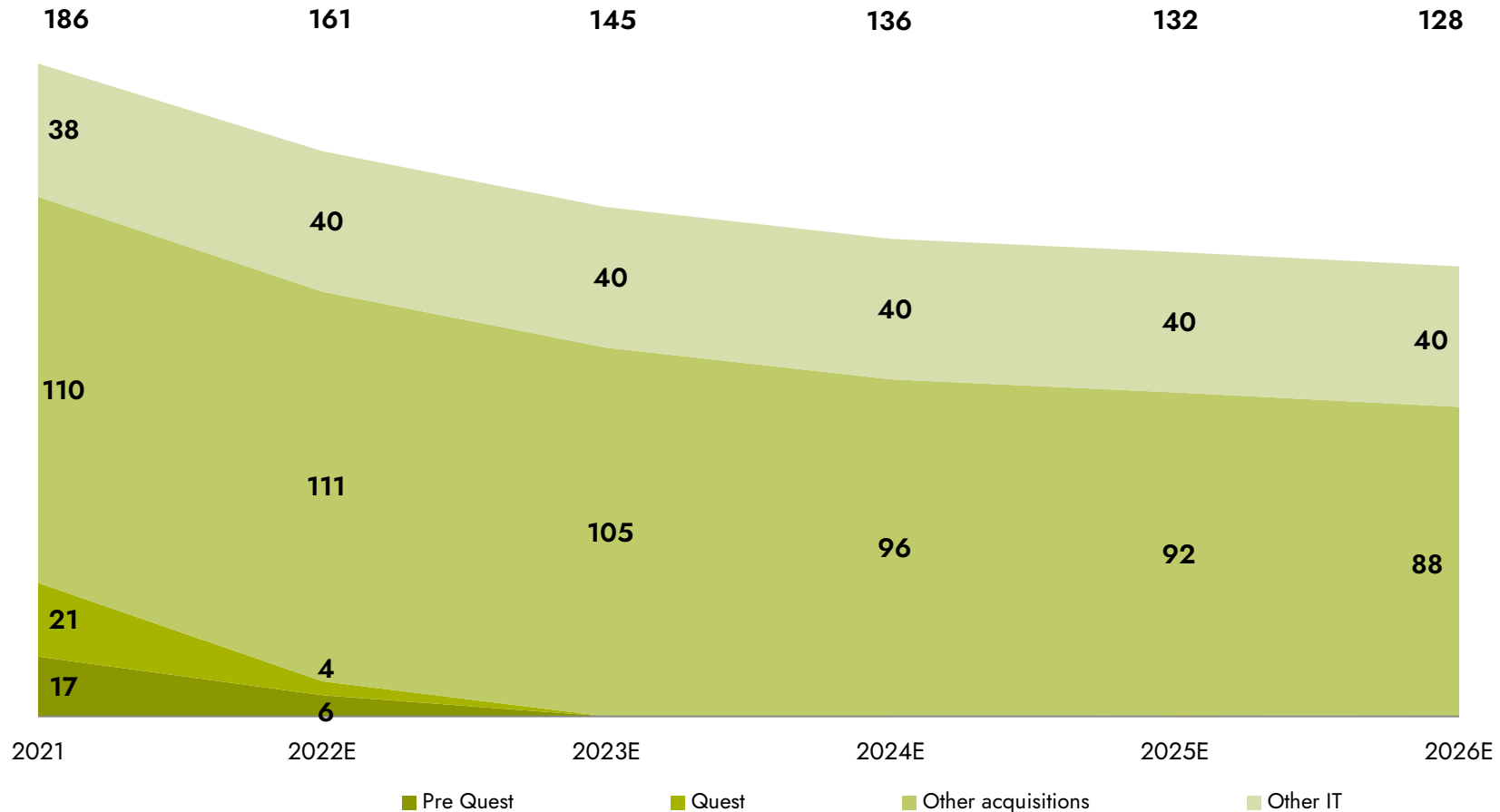
**Total net investments** of CHF 164 million, or 4.5% of sales, compared to CHF 120 million, or 3.6% of sales in 2021

**Net working capital** of 29.6% of sales compared to 28.3% in 2021, driven by higher accounts receivables and inventory

# Amortisation of intangible assets

## Total estimated annual amortisation charge

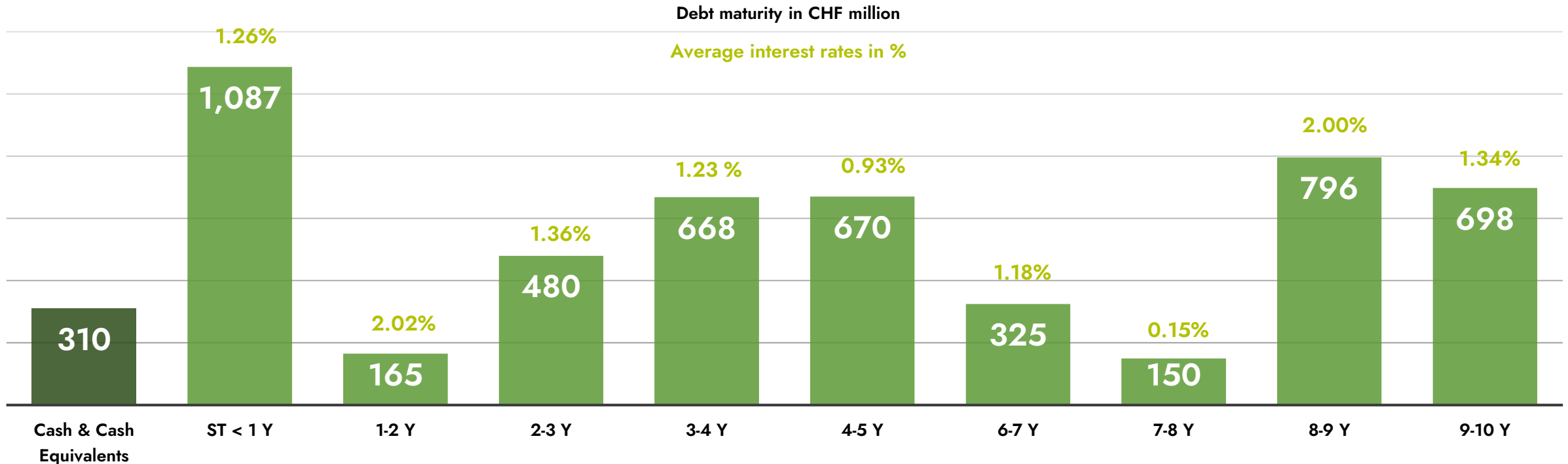
In CHF million (updated to include all recent acquisitions)



# Balanced debt structure

## Debt maturities and average borrowing rates

- In June 2022, the Group refinanced its multi-bank committed credit facility in the amount of CHF 1.25 billion for a period of five years, with two-year extension options and the possibility to upsize the facility during its term. This renewed facility is also the first financing event completed under the Group's sustainable-linked financing framework.
- The weighted average effective interest rate for the Group is 1.34%.
- Net Debt to EBITDA of 3.45 as at 30 June 2022 compared to 2.97 in December 2021 and 3.21 in June 2021



# Gilles Andrier

Chief Executive Officer

**2025 Strategy**

**Outlook**

# Strategy 2025

## Committed to Growth, with Purpose



**Excellence, Innovation & Simplicity - in everything we do**

# Strategy 2025

## Performance commitments

### Sales growth

**4.0 – 5.0%**

2021 – 2025  
Average Like for Like<sup>1</sup> Sales Growth

### Free cash flow

**>12% of Sales**

2021 – 2025  
Average FCF<sup>2</sup> as % of sales

### Purpose commitments

**Purpose  
linked targets**

2021 – 2025  
Progress towards all published  
purpose targets

1. Like-for-like (LFL) is defined as: (a) sales calculated using the invoicing exchange rates of the prior year, (b) excluding sales of businesses acquired from the acquisition date until the period end date, up to 12 months from the acquisition date, and (c) excluding sales of the businesses disposed of from the disposal date until the period end date of the comparable prior period
2. Free Cash Flow (FCF) refers to operating cash flow after net investments, interest paid, lease payments and purchase and sale of own equity instruments

# 2022 Outlook

## Key themes review



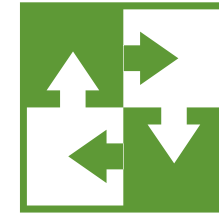
### 2022 outlook

- Continued focus on delivering pricing actions to compensate for higher input costs
- Confirm overall level of input cost increases at ~9% for 2022
- Business Continuity Planning to ensure adaptability to volatile external environment



### Focus on operations

- Strong focus on maintaining operations and supply chain performance at high levels to support the growth of our customers, despite ongoing supply chain challenges
- Continued cost and cash discipline throughout the business



### Key initiatives

- Continued integration of acquired companies on to Givaudan's operating platform
- Integration costs of up to CHF 25 million expected in 2022
- Progressing further on our broad-based ESG ambitions, whilst effectively managing the current business priorities

**Q&A**



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