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# Third Quarter 2024 Earnings Conference Call

November 6, 2024



# CAUTIONARY STATEMENT

Statements in this presentation, which are not historical facts or information, are “forward-looking statements” within the meaning of The Private Securities Litigation Reform Act of 1995. Such forward-looking statements are based on management’s current assumptions, estimates and expectations including those concerning expected cash flow and availability of capital resources to fund our operations and meet our debt service requirements; our ability to execute on our strategic and financial transformation, including the progress and success of our portfolio optimization strategy (including the sale process for our Pharma Solutions disposal group), through non-core business divestitures and acquisitions, and expectations regarding the implementation of our refreshed growth-focused strategy and expectations around our business divestitures; our ability to continue to generate value for, and return cash to, our shareholders; expectations of the impact of inflationary pressures and the pricing actions to offset exposure to such impacts; the impact of high input costs, including commodities, raw materials, transportation and energy; the expected impact of global supply chain challenges; our ability to enhance our innovation efforts, drive cost efficiencies and execute on specific consumer trends and demands; the growth potential of the markets in which we operate, including the emerging markets; expectations regarding sales and profit for the fiscal year 2024, including the impact of foreign exchange, pricing actions, raw materials, energy, and sourcing, logistics and manufacturing costs; the impact of global economic uncertainty and recessionary pressures on demand for consumer products; the success of our integration efforts, following the N&B Transaction, and ability to deliver on our synergy commitments as well as future opportunities for the combined company; our strategic investments in capacity and increasing inventory to drive improved profitability; our ability to drive cost discipline measures and the ability to recover margin to pre-inflation levels; expected capital expenditures in 2024; and the expected costs and benefits of our ongoing optimization of our manufacturing operations, including the expected number of closings.

These forward-looking statements should be evaluated with consideration given to the many risks and uncertainties inherent in our business that could cause actual results and events to differ materially from those in the forward-looking statements. Certain of such forward-looking information may be identified by such terms as “expect”, “anticipate”, “believe”, “intend”, “outlook”, “may”, “estimate”, “should”, “predict” and similar terms or variations thereof. Such forward-looking statements are based on a series of expectations, assumptions, estimates and projections about the Company, are not guarantees of future results or performance, and involve significant risks, uncertainties and other factors, including assumptions and projections, for all forward periods. Our actual results may differ materially from any future results expressed or implied by such forward-looking statements.

Such risks, uncertainties and other factors include, among others, the following: (1) our substantial amount of indebtedness and its impact on our liquidity, credit ratings and ability to return capital to its shareholders; (2) our ability to successfully execute the next phase of our strategic transformation; (3) our ability to declare and pay dividends which is subject to certain considerations; (4) the impact of the outcomes of legal claims, disputes, regulatory investigations and litigation; (5) inflationary trends, including in the price of our input costs, such as raw materials, transportation and energy; (6) supply chain disruptions, geopolitical developments, including the Russia-Ukraine war, the Israel-Hamas war and wider Middle East developments (including disruptions to the Red Sea passage) or climate-change related events (including severe weather events in the U.S. and abroad) that may affect our suppliers or procurement of raw materials; (7) our ability to attract and retain key employees, and manage turnover of top executives; (8) our ability to successfully market to our expanded and diverse customer base; (9) our ability to effectively compete in our market and develop and introduce new products that meet customers’ needs; (10) changes in demand from large multi-national customers due to increased competition and our ability to maintain “core list” status with customers; (11) our ability to successfully develop innovative and cost-effective products that allow customers to achieve their own profitability expectations; (12) disruption in the development, manufacture, distribution or sale of our products from international conflicts (such as the Russia-Ukraine war and the Israel-Hamas war), geopolitical events, trade wars, natural disasters, public health crises (such as the COVID-19 pandemic), terrorist acts, labor strikes, political or economic crises (such as the uncertainty related to U.S. government funding negotiations), accidents and similar events; (13) the impact of a significant data breach or other disruption in our information technology systems, and our ability to comply with data protection laws in the U.S. and abroad; (14) our ability to benefit from our investments and expansion in emerging markets; (15) the impact of currency fluctuations or devaluations in the principal foreign markets in which we operate; (16) economic, regulatory and political risks associated with our international operations; (17) the impact of global economic uncertainty (including increased inflation) on demand for consumer products; (18) our ability to integrate the N&B Business and realize anticipated synergies, among other benefits; (19) our ability to react in a timely and cost-effective manner to changes in consumer preferences and demands, including increased awareness of health and wellness; (20) our ability to meet increasing customer, consumer, shareholder and regulatory focus on sustainability; (21) our ability to successfully manage our working capital and inventory balances; (22) any impairment on our tangible or intangible long-lived assets; (23) our ability to enter into or close strategic transactions or divestments, or successfully establish and manage acquisitions, collaborations, joint ventures or partnerships; (24) changes in market conditions or governmental regulations relating to our pension and postretirement obligations; (25) the impact of the phase out of the London Interbank Offered Rate (“LIBOR”) on our variable rate interest expense; (26) our ability to comply with, and the costs associated with compliance with, regulatory requirements and industry standards, including regarding product safety, quality, efficacy and environment impact; (27) defects, quality issues (including product recalls), inadequate disclosure or misuse with respect to the products and capabilities; (28) our ability to comply with, and the costs associated with compliance with, U.S. and foreign environmental protection laws; (29) the impact of our or our counterparties’ failure to comply with the U.S. Foreign Corrupt Practices Act, similar U.S. or foreign anti-bribery and anti-corruption laws and regulations, applicable sanctions laws and regulations in the jurisdictions in which we operate or ethical business practices and related laws and regulations; (30) our ability to protect our intellectual property rights; (31) the impact of changes in federal, state, local and international tax legislation or policies and adverse results of tax audits, assessments, or disputes; (32) the impact of any tax liability resulting from the N&B Transaction; and (33) our ability to comply with data protection laws in the U.S. and abroad.

The foregoing list of important factors does not include all such factors, nor necessarily present them in order of importance. In addition, you should consult other disclosures made by the Company (such as in our other filings with the SEC or in company press releases) for other factors that may cause actual results to differ materially from those projected by the Company. Please refer to Part I. Item 1A., Risk Factors, of the Company’s Annual Report on Form 10-K filed with the SEC on February 28, 2024 for additional information regarding factors that could affect our results of operations, financial condition and liquidity.

We intend our forward-looking statements to speak only as of the time of such statements and do not undertake or plan to update or revise them as more information becomes available or to reflect changes in expectations, assumptions or results. We can give no assurance that such expectations or forward-looking statements will prove to be correct. An occurrence of, or any material adverse change in, one or more of the risk factors or risks and uncertainties referred to in this presentation or included in our other periodic reports filed with the SEC could materially and adversely impact our operations and our future financial results. Any public statements or disclosures made by us following this presentation that modify or impact any of the forward-looking statements contained in or accompanying this presentation will be deemed to modify or supersede such outlook or other forward-looking statements in or accompanying this presentation.

# NON-GAAP FINANCIALS

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We provide in this presentation non-GAAP financial measures, including: (i) comparable currency neutral sales; (ii) adjusted operating EBITDA and comparable adjusted operating EBITDA; (iii) adjusted operating EBITDA margin; (iv) adjusted EPS ex amortization; (v) free cash flow; and (vi) net debt to credit adjusted EBITDA.

Our non-GAAP financial measures are defined below.

Currency Neutral metrics eliminate the effects that result from translating non-U.S. currencies to U.S. dollars. We calculate currency neutral numbers by translating current year invoiced sale amounts at the exchange rates used for the corresponding prior year period. We use currency neutral results in our analysis of subsidiary or segment performance. We also use currency neutral numbers when analyzing our performance against our competitors.

Adjusted operating EBITDA and adjusted operating EBITDA margin exclude depreciation and amortization, interest expense, other (expense) income, net, and certain non-recurring or unusual items that are not part of recurring operations such as, restructuring and other charges, impairment of goodwill, gains (losses) on business disposals, loss on assets classified as held for sale, acquisition, divestiture and integration costs, strategic initiatives costs, regulatory costs and other items.

Adjusted EPS ex Amortization excludes the impact of non-operational items including, restructuring and other charges, impairment of goodwill, (gains) losses on business disposals, loss on assets classified as held for sale, strategic initiatives costs, regulatory costs and other items that are not a part of recurring operations.

Free Cash Flow is operating cash flow (i.e. cash flow from operations) less capital expenditures.

Net debt to credit adjusted EBITDA is the leverage ratio used in our credit agreements and defined as net debt (which is debt for borrowed money less cash and cash equivalents) divided by the trailing 12-month credit adjusted EBITDA. Credit adjusted EBITDA is defined as income (loss) before interest expense, income taxes, depreciation and amortization, specified items and non-cash items.

Comparable results for the second quarter exclude the impact of divestitures and acquisitions.

These non-GAAP measures are intended to provide additional information regarding our underlying operating results and comparable year-over-year performance. Such information is supplemental to information presented in accordance with GAAP and is not intended to represent a presentation in accordance with GAAP. In discussing our historical and expected future results and financial condition, we believe it is meaningful for investors to be made aware of and to be assisted in a better understanding of, on a period-to-period comparable basis, financial amounts both including and excluding these identified items, as well as the impact of exchange rate fluctuations. These non-GAAP measures should not be considered in isolation or as substitutes for analysis of the Company's results under GAAP and may not be comparable to other companies' calculation of such metrics.

The Company cannot reconcile its expected adjusted operating EBITDA under "Financial Guidance" without unreasonable effort because certain items that impact net income and other reconciling metrics are out of the Company's control and/or cannot be reasonably predicted at this time. These items include but are not limited to acquisition, divestiture and integration related costs, gains (losses) on business disposals, and regulatory costs.

# TODAY'S SPEAKERS

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**Erik Fyrwald**

Chief Executive Officer



**Glenn Richter**

Executive Vice President,  
Chief Financial & Business  
Transformation Officer



**Michael DeVeau**

Senior Vice President,  
Corporate Finance &  
Investor Relations

# AGENDA

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Executive Summary

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Q3 2024 Review

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2024 Outlook

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Q&A



Q3 2024

# EXECUTIVE SUMMARY

- Solid performance, with **growth across all business segments**
- Achieved **high-single digit volume growth** with broad-based contributions
- Delivered **double-digit comparable adjusted operating EBITDA<sup>1</sup> growth** driven primarily by volume growth and productivity gains
- **Increasing FY 2024 financial guidance**, with sales between \$11.3 to \$11.4B and EBITDA at the high-end of previously communicated range of \$2.1 to \$2.17B driven by results to date & cautiously optimistic outlook for Q4
- **Pharma Solutions divestiture remains on track** with expected close by 1H 2025

<sup>1</sup> Non-GAAP metric; please see Non-GAAP disclosures at [ir.iff.com](http://ir.iff.com)



9M YTD 2024

# HIGHLIGHTS

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- **Comparable currency neutral sales<sup>1</sup> grew 7%** led by double-digit growth in Scent & a high-single digit increase Health & Biosciences; Strong recovery in volume vs prior year lows
- **Comparable adjusted operating EBITDA<sup>1</sup> increased 19%** fueled by volume growth and increased emphasis on cost & productivity initiatives
- Strong progress made advancing our new **business-led operating model, operating philosophy through IFF operating system & strategy refresh**, where we are getting “back to basics”
- Opened a **creative center in Shanghai** to drive innovation in China and the Greater Asia market; **Investing in new creative centers in Mexico City and India** to strengthen customer intimacy
- Employee engagement improved vs prior year, culminating with global celebration on October 8<sup>th</sup> to **celebrate our 135 years as IFF and 60 years listed on NYSE**

<sup>1</sup> Non-GAAP metric; please see Non-GAAP disclosures at [ir.iff.com](http://ir.iff.com)

Q3 2024

# CONSOLIDATED RESULTS

In millions / % of sales	2023	2024	Reported % $\Delta$	Comparable Adjusted % $\Delta^{1\ 2}$
Revenue <sup>2</sup>	\$2,820	\$2,925	4%	<b>9%</b> <sup>3</sup>
Adjusted Operating EBITDA <sup>1</sup>	\$506	\$568	12%	<b>16%</b>
Adjusted Operating EBITDA Margin <sup>1</sup>	17.9%	19.4%	+150 bps	<b>+180 bps</b>

Comparable currency neutral sales<sup>1 2</sup> increased 9% led by broad based growth across all BUs

Volume improved high-single digits and grew across all businesses

Pricing was flat for the quarter

Comparable adjusted operating EBITDA<sup>1 2</sup> grew 16% driven primarily by volume growth & strong productivity gains

<sup>1</sup> Non-GAAP metric; please see Non-GAAP disclosures at ir.iff.com





<sup>2</sup> Comparable results for the third quarter exclude the impact of divestitures and acquisitions

<sup>3</sup> On a comparable currency neutral basis



Q3 2024

# SEGMENT PERFORMANCE

	NET SALES  (Comparable currency neutral vs. 3Q 23) <sup>1 2</sup>	ADJUSTED OPERATING EBITDA <sup>1</sup>  (Comparable adjusted vs. 3Q 23) <sup>1 2</sup>	SEGMENT HIGHLIGHTS
 <b>Nourish</b>	\$1.5 billion <b>+7%</b>	\$206 million <b>+18%</b>	<ul style="list-style-type: none"> <li>• Delivered double-digit growth in Flavors; Functional Ingredients sales improved modestly as pricing offset high-single digit volume growth</li> <li>• Profitability driven by volume and productivity improvements</li> </ul>
 <b>Health &amp; Biosciences</b>	\$570 million <b>+12%</b>	\$173 million <b>+15%</b>	<ul style="list-style-type: none"> <li>• Achieved double-digit improvement in all businesses led by volume growth</li> <li>• Profit performance led primarily by volume growth &amp; productivity gains</li> </ul>
 <b>Scent</b>	\$613 million <b>+10%</b>	\$127 million <b>+7%</b>	<ul style="list-style-type: none"> <li>• Delivered double-digit growth in Consumer Fragrance &amp; Fine Fragrance; Fragrance Ingredients grew high-single digits</li> <li>• Volume growth &amp; productivity gains driving profit performance</li> </ul>
 <b>Pharma Solutions</b>	\$256 million <b>8%</b>	\$62 million <b>+32%</b>	<ul style="list-style-type: none"> <li>• Strong double-digit growth in Industrial &amp; mid-single digit in Core Pharma</li> <li>• Delivered strong profit growth led by volume &amp; productivity gains</li> </ul>

<sup>1</sup> Non-GAAP metric; please see Non-GAAP disclosures at ir.iff.com

<sup>2</sup> Comparable results for the third quarter exclude the impact of divestitures and acquisitions

Q3 2024

# CASH FLOW & LEVERAGE

## Cash Flow

YTD Cash flow from operations totaled \$702 million

Capex YTD was \$303 million or ~3.5% of sales

YTD Free cash flow<sup>1</sup> of \$399 million

Dividends paid YTD were \$411 million

## Leverage

Cash and cash equivalents finished at \$569 million, which includes \$2 million currently in assets held for sale

Gross debt totaled \$9,127 million

Trailing 12-month credit adjusted EBITDA<sup>2</sup> totaled \$2,201 million

Net debt to credit adjusted EBITDA<sup>2</sup> was 3.9x

<sup>1</sup> Free Cash Flow is a non-GAAP metric; defined as Operating Cash Flow minus Capex

<sup>2</sup> Non-GAAP metric; please see non-GAAP disclosures at ir.iff.com

FY 2024

# CONSOLIDATED OUTLOOK

In millions or as % of sales	FY 2024 <sup>1</sup> Previous	FY 2024 <sup>1</sup> Revised
<b>Revenue</b>	<b>\$11.1B – \$11.3B</b>	<b>\$11.3B – \$11.4B</b>
<i>Volume Δ</i>	3% – 5%	5% – 6%
<i>Price Δ</i>	~1%	~0%
<i>FX impact</i>	(3)% – (4)%	~(3)%
<b>Adjusted operating EBITDA<sup>1 2</sup></b>	<b>\$2.1B – \$2.17B</b>	<b>~\$2.17B</b>

Increasing FY 2024 financial guidance, with sales now between \$11.3 to \$11.4B and EBITDA at the high end of previously communicated range of \$2.1 to \$2.17B

Increased guidance primarily reflects over delivery in Q3 2024, with a similar cautiously optimistic view on Q4 2024

Monitoring food, home and personal care end-markets given limited volume performance across all major geographies

Focused on generating productivity, all while reinvesting in the business for sustainable and profitable long-term growth

<sup>1</sup> Non-GAAP metric; please see Non-GAAP disclosures at ir.iff.com

<sup>2</sup> The Company cannot reconcile its expected adjusted operating EBITDA under "Financial Guidance" without unreasonable effort because certain items that impact net income and other reconciling metrics are out of the Company's control and/or cannot be reasonably predicted at this time. These items include but are not limited to acquisition, divestiture and integration related costs, gains (losses) on business disposals, and regulatory costs.

\* Based on current market foreign exchange rates



# SUMMARY

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- Pleased with our financial performance in the third quarter & through nine months
- Significant progress advancing our new business-led operating model, refining our operational philosophy, and updating our strategic direction
- Increasing FY 2024 guidance based on strong performance in Q3 2024, yet cautiously optimistic in Q4 2024 given end-market performance
- While performance has improved, we are taking action to reinvest in the business to ensure we deliver sustainable & profitable long-term growth
- Global team is energized by our strategy via innovation to win with customers and exceed results of our competition



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