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 September 30, 1996 Commission File Number 1-4858

INTERNATIONAL FLAVORS \& FRAGRANCES INC.
(Exact Name of Registrant as specified in its charter)

| New York | 13-1432060 |
| :---: | :---: |
| (State or other jurisdiction of incorporation or organization) | (IRS Employer <br> identification No.) |
| 521 West 57th Street, New York, N.Y. | 10019-2960 |
| (Address of principal executive offices) | (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
---- No
Number of shares outstanding as of November 11,1996: 110,325,234

PART I. FINANCIAL INFORMATION
1
ITEM 1. FINANCIAL STATEMENTS
INTERNATIONAL FLAVORS \& FRAGRANCES INC.
CONSOLIDATED BALANCE SHEET
(Dollars in thousands)

## 9/30/96

12/31/95

## Assets

Current Assets:

| Cash \& Cash Equivalents | \$ | 247, 091 | \$ | 251,430 |
| :---: | :---: | :---: | :---: | :---: |
| Short-term Investments |  | 62,064 |  | 45,503 |
| Trade Receivables |  | 284,541 |  | 253, 913 |
| Allowance For Doubtful Accounts |  | $(8,888)$ |  | $(8,602)$ |
| Inventories: Raw Materials |  | 208,592 |  | 233,759 |
| Work in Process |  | 24,248 |  | 27,739 |
| Finished Goods |  | 136,868 |  | 153, 049 |
| Total Inventories |  | 369,708 |  | 414, 547 |
| Other Current Assets |  | 84,173 |  | 79,186 |


| Total Current Assets | 1,038,689 | 1,035,977 |
| :---: | :---: | :---: |
| Property, Plant \& Equipment, At Cost | 875,618 | 839, 206 |
| Accumulated Depreciation | $(410,316)$ | $(370,621)$ |
|  | 465,302 | 468,585 |
| Other Assets | 30,103 | 29,707 |
| Total Assets | \$1, 534, 094 | \$1, 534, 269 |
| Liabilities and Shareholders' Equity |  |  |
| Current Liabilities: |  |  |
| Bank Loans | \$ 12,510 | \$ 12,185 |
| Accounts Payable-Trade | 54,496 | 63,282 |
| Dividends Payable | 37,588 | 37,749 |
| Income Taxes | 77,561 | 70,471 |
| Other Current Liabilities | 106,681 | 92,714 |
| Total Current Liabilities | 288,836 | 276,401 |
| Other Liabilities: |  |  |
| Deferred Income Taxes | 13,898 | 13,420 |
| Long-term Debt | 8,834 | 11,616 |
| Other | 120,948 | 116,272 |
| Total Other Liabilities | 143,680 | 141,308 |
| Shareholders' Equity: |  |  |
| Common Stock (115,761,840 shares issued in '96 and in '95) | 14,470 | 14,470 |
| Capital in Excess of Par Value | 138,974 | 142,476 |
| Retained Earnings | 1,105,288 | 1,069,421 |
| Cumulative Translation Adjustment | 48,732 | 75,049 |
|  | 1,307,464 | 1,301,416 |
| Treasury Stock, at cost - 5,240,969 shares in '96 and 4,808,005 in '95 | $(205,886)$ | $(184,856)$ |
| Total Shareholders' Equity | 1,101,578 | 1,116,560 |
| Total Liabilities and Shareholders' Equity | \$1, 534, 094 | \$1,534, 269 |

See Notes to Consolidated Financial Statements

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

|  |  | 3 Months | d | 9/30 |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1996 |  | 1995 |
| Net Sales | \$ | 354,865 | \$ | 360, 083 |
| Cost of Goods Sold |  | 193,768 |  | 186,705 |
| Research and Development Expenses |  | 23,431 |  | 22,741 |
| Selling and Administrative Expenses |  | 55,714 |  | 52,671 |
| Interest Expense |  | 800 |  | 932 |
| Other (Income) Expense, Net |  | $(2,494)$ |  | $(2,617)$ |
|  |  | 271,219 |  | 260,432 |
| Income Before Taxes on Income |  | 83,646 |  | 99,651 |
| Taxes on Income |  | 30,531 |  | 36,325 |
| Net Income | \$ | 53,115 | \$ | 63,326 |
| Earnings Per Share |  | \$0.48 |  | \$0. 57 |
| Dividends Paid Per Share |  | \$0.34 |  | \$0.31 |
|  |  | 9 Months | de | 9/30 |
|  |  | 1996 |  | 1995 |
| Net Sales |  | 112,029 |  | 127,983 |
| Cost of Goods Sold |  | 599,646 |  | 575,400 |
| Research and Development Expenses |  | 69,476 |  | 67,611 |
| Selling and Administrative Expenses |  | 166,390 |  | 161,836 |
| Nonrecurring Charge |  | 49,707 |  | -- |
| Interest Expense |  | 2,093 |  | 2,544 |
| Other (Income) Expense, Net |  | $(9,607)$ |  | $(10,151)$ |
|  |  | 877,705 |  | 797,240 |
| Income Before Taxes on Income |  | 234,324 |  | 330,743 |
| Taxes on Income |  | 85,342 |  | 121,759 |
| Net Income | \$ | 148,982 | \$ | 208,984 |
| Earnings Per Share |  | \$1.34 |  | \$1.88 |
| Average Number of Shares Outstanding (000's) |  | 110,933 |  | 111,359 |
| Dividends Paid Per Share |  | \$1.02 |  | \$0.93 |
| See Notes to Consolidated Financial Statement |  |  |  |  |



## 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 1995 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.

Statement of Financial Accounting Standards No. 121, Accounting For The Impairment Of Long-Lived Assets And For Long-Lived Assets To Be Disposed Of, is effective for fiscal years beginning after December 15, 1995. The standard requires that long-lived assets and certain identifiable intangibles held by an entity be reviewed for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable. The effect of adopting this standard was not material to the Company.

In June 1996, the Company announced the final phase of its program to expand and streamline its worldwide aroma chemical production facilities. This program will include the phase-out of aroma chemical production at the Company's Union Beach, New Jersey plant over the 18 month period ending December 31, 1997, and the closure of smaller capacity aroma chemical facilities in Mexico City, Mexico and Rio de Janeiro, Brazil by the end of 1996. Most of the aroma chemical volume currently produced at Union Beach will be transferred to the Company's newly constructed, state-of-the-art facility in Augusta, Georgia. In addition, aroma chemical production capacity in Benicarlo, Spain will be expanded. The closure of the three facilities will affect approximately 220 employees associated with aroma chemical manufacturing at these locations, including 170 jobs at the Union Beach facility.

The aroma chemical streamlining resulted in a one-time pretax charge to second quarter 1996 earnings of $\$ 49,707,000$ ( $\$ 31,315,000$ after tax or $\$ .29$ per share). Cost savings from this program have been specifically identified and are expected to ultimately increase pretax earnings by $\$ 20,000,000$ annually, on completion of the phase-out of Union Beach operations.

The reserve established as a result of the one-time charge consists of the following components:

| Employee related | \$10, 629, 000 |
| :---: | :---: |
| Closing manufacturing plants | 39,078,000 |
| Total nonrecurring charge | \$49,707, 000 |

Utilization of the reserve since the June 1996 announcement has not been material.

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

## Operations

Worldwide net sales for the third quarter of 1996 were $\$ 354,865,000$, compared to $\$ 360,083,000$ in the 1995 third quarter. For the first nine months of 1996, net sales totaled $\$ 1,112,029,000$, compared to $\$ 1,127,983,000$ for the nine month period in 1995. Sales in the third quarter and the first nine months of 1996 were unfavorably impacted by translation of European currencies into a stronger U.S. dollar.

Net income for the third quarter of 1996 totaled $\$ 53,115,000$ compared to $\$ 63,326,000$ in the prior year third quarter. Net income for the first nine months of 1996, including the one-time charge discussed below, totaled $\$ 148,982,000$ compared to $\$ 208,984,000$ for the comparable 1995 period. Excluding the one-time charge, net income for the nine month period ended September 30, 1996 was \$180,297,000.

The Company's sales and earnings for the first nine months of 1996 were affected by slow customer reordering patterns for fragrances, both in Europe and the United States. The disruption of reorder patterns began with sluggish retail sales during the 1995 holiday season, and continued during the first half of 1996. While the third quarter evidenced some improvement in reordering, the resumption of normal ordering patterns is not expected until some time in the fourth quarter of 1996, particularly due to economic conditions in Europe. Third quarter flavor sales were also softer due to the continuing downsizing and restructuring of some of the Company's major U.S. food customers, as well as the unusually cool and wet summer in Europe and the United States, resulting in lower flavor sales to the beverage, ice cream and yogurt industries. During the first nine months of 1996, margins were unfavorably affected by the low volume of sales in the period. Sales, earnings and margins are also being impacted by highly competitive conditions for aroma chemicals, which have caused the Company to lower prices for certain aroma chemicals.

The percentage relationship of cost of goods sold and other operating expenses to sales for the first nine months 1996 and 1995 are detailed below.

|  | First Nine Months |  |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| Cost of Goods Sold | 53.9\% | 51.0\% |
| Research and Development Expense | 6.2\% | 6.0\% |
| Selling and Administrative Expense | 15.0\% | 14.3\% |

In June 1996, the Company announced the final phase of its program to expand and streamline its worldwide aroma chemical production facilities. This program will include the phase-out of aroma chemical production at the Company's Union Beach, New Jersey plant over the 18 month period ending December 31, 1997, and the closure of smaller capacity aroma chemical facilities in Mexico City, Mexico and Rio de Janeiro, Brazil by the end of 1996. Most of the aroma chemical volume currently produced at Union Beach will be transferred to the Company's newly constructed, state-of-the-art facility in Augusta, Georgia. In addition, aroma chemical production capacity in Benicarlo, Spain will be expanded.

These steps are intended to improve the Company's production capabilities, to achieve cost efficiencies in the United States as well as internationally, and to maintain and extend the Company's leadership position in the aroma chemical market. They will also assure that the Company will have sufficient aroma chemical supply to meet its own and its customers' needs for the foreseeable future.

The closure of the three facilities will affect approximately 220 employees associated with aroma chemical manufacturing at these locations, including 170 jobs at the Union Beach facility.

The aroma chemical streamlining resulted in a one-time pretax charge to second quarter 1996 earnings of $\$ 49,707,000$ ( $\$ 31,315,000$ after tax or $\$ .29$ per share). cost savings from this program have been
specifically identified and are expected to increase pretax earnings by $\$ 20,000,000$ annually, on completion of the phase-out of Union Beach operations.

The reserve established as a result of the one-time charge consists of the following components:

| Employee related | \$10,629, 000 |
| :---: | :---: |
| Closing manufacturing plants | 39,078,000 |
| Total nonrecurring charge | \$49,707, 000 |

Of the charge, approximately $\$ 33,000,000$ represents asset writedowns and other non-cash related costs. Usage of the reserve since the June 1996 announcement has not been material.

The phased transfer of production from Union Beach to Augusta will result, until the full closure of Union Beach, in some duplication of operating expenses which will affect both operating margins and earnings. However, the cost savings from the Company's program to streamline its worldwide aroma chemical facilities will more than offset the effect of these conditions when the program is fully implemented.

The effective tax rates for the third quarter and first nine months 1996 were $36.5 \%$ and $36.4 \%$, respectively, as compared to $36.5 \%$ and $36.8 \%$ for the comparable periods in 1995. The lower effective tax rate for the nine month period in 1996 reflects the effects of lower tax rates in various tax jurisdictions in which the Company operates.

Statement of Financial Accounting Standards No. 121, Accounting For The Impairment Of Long-Lived Assets And For Long-Lived Assets To Be Disposed Of, is effective for fiscal years beginning after December 15, 1995. The standard requires that long-lived assets and certain identifiable intangibles held by an entity be reviewed for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable. The effect of adopting this standard was not material to the Company.

## Financial Condition

The financial condition of the Company continued to be strong. Cash, cash equivalents and short-term investments totaled \$309,155,000 at September 30, 1996. At September 30, 1996, working capital was $\$ 749,853,000$ compared to $\$ 759,576,000$ at December 31, 1995. Gross additions to property, plant and equipment during the first nine months of 1996 were $\$ 64,156,000$. In September 1996, the Company announced a plan to repurchase up to an additional 7.5 million shares of its common stock. An existing program to repurchase 7.5 million shares, which has been in effect since 1992, is nearly completed. Repurchases will be made from time to time on the open market or through private transactions as market and business conditions warrant. The repurchased shares will be available for use in connection with the Company's employee benefits plan and for other general corporate purposes.

In January 1996, the Company's cash dividend was increased $9.7 \%$ to an annual rate of $\$ 1.36$ per share, and $\$ .34$ per share was paid to shareholders in each of the first three quarters of 1996. The Company anticipates that its growth, capital expenditure programs and share repurchase programs will be funded from internal sources.

The cumulative translation adjustment component of Shareholders' Equity at September 30, 1996 was $\$ 48,732,000$ compared to $\$ 75,049,000$ at December 31, 1995. 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.
(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 $10-\mathrm{Q}$ is filed.

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 12, 1996

Dated: November 12, 1996

By: /s/ THOMAS H. HOPPEL
Thomas H. Hoppel, Vice-President and Chief Financial Officer

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.

## 1000

9-MOS
DEC-31-1996
SEP-30-1996
247, 091
62, 064
284,541
$(8,888)$
369,708
1,038,689
$(410,316)$
1,534,094
288,836

0
0
14,470
1,087,108
1,534, 094
$1,112,029$
$1,112,029592,646$
835,512
40, 100
0
2,093
234, 324
85,342
148, 982
0
0
148,982
\$1. 34
\$1.34

