

# REPORTING FACT SHEET FY / Q4 2014



## SYMRISE GROUP

in €m	2013	2014	2014 normalized*	%	Change in LC in %	Q4 2013	Q4 2014	Q4 2014 normalized*	%	Change in LC in %
Sales	1,830.4	2,120.1	2,120.1	16	18	429.2	590.1	590.1	37	35
Sales without Diana	1,830.4	1,886.2	1,886.2	3	5	429.2	470.9	470.9	10	7
Sales Diana	0.0	233.9	233.9			0.0	119.2	119.2		
Gross profit	770.8	888.4	902.0	17	19	182.1	219.7	232.8	28	26
EBITDA	373.1	436.3	464.5	24	27	82.9	105.4	120.7	46	43
EBITDA without Diana	373.1	398.0	415.7	11	13	82.9	92.0	97.2	17	14
EBITDA Diana	0.0	38.3	48.8			0.0	13.4	23.5		
EBITDA margin in %	20.4	20.6	21.9			19.3	17.9	20.5		
EBIT	283.1	308.1	337.9	19	22	59.3	49.9	66.8	13	10
EBIT margin in %	15.5	14.5	15.9			13.8	8.5	11.3		
Depreciation and amortization	90.0	128.2	126.6			23.6	55.5	54.0		
Financial result	-37.3	-48.4	-40.5			-9.1	-14.2	-14.2		
Profit before tax	245.9	259.7	297.3	21		50.2	35.7	52.6	5	
Net income for the period	172.3	185.0	211.6	23		32.4	24.2	35.7	10	
Earnings per share in €	1.46	1.48	1.69	16		0.28	0.19	0.28	-2	
R&D expenses	127.0	139.3	138.9	9	11	32.5	38.3	38.3	18	16
R&D expenses in % of sales	6.9	6.6	6.6			7.6	6.5	6.5		
CAPEX	70.7	101.3	101.3			28.7	45.7	45.7		
Operating cash flow	274.8	343.2	343.2			98.6	124.5	124.5		

## SEGMENTS

### Scent & Care

Sales	960.4	980.4		2	4	224.2	243.6		9	5
Share of Group sales in %	52.5	46.2				52.2	41.3			
EBITDA	194.5	222.9				43.4	55.3			
EBITDA margin in %	20.3	22.7				19.3	22.7			

### Flavor & Nutrition

Sales	869.9	1,139.7	1,139.7	31	34	205.0	346.5	346.5	69	67
Sales without Diana	869.9	905.8	905.8	4	6	205.0	227.3	227.3	11	8
Sales Diana	0.0	233.9	233.9			0.0	119.2	119.2		
Share of Group sales in %	47.5	53.8	53.8			47.8	58.7	58.7		
EBITDA	178.6	213.4	241.6			39.6	50.0	65.4		
EBITDA margin in %	20.5	18.7	21.2			19.3	14.4	18.9		

## Regional sales split for the Group

EAME	828.3	989.0		19	21	193.8	271.4		40	41
in % of Group sales	45.3	46.7				45.2	46.0			
Asia Pacific	419.6	452.6		8	10	96.7	122.0		26	20
in % of Group sales	22.9	21.3				22.5	20.7			
Northern America (without Mexico)	350.3	408.6		17	17	85.9	117.8		37	28
in % of Group sales	19.1	19.3				20.0	20.0			
Latin America (incl. Mexico)	232.2	269.8		16	27	52.8	79.0		50	53
in % of Group sales	12.7	12.7				12.3	13.4			

Dec 31, 2013    Dec 31, 2014    Dec 31, 2014  
normalized\*

Total assets	2,210.4	3,999.8	3,999.8							
Equity (incl. minorities)	951.1	1,432.2	1,432.2							
Equity ratio in % of total equity and liabilities	43.0	35.8	35.8							
Net debt (incl. pension provisions and similar obligations)	744.8	1,640.1	1,640.1							
Net debt (incl. pension provisions and similar obligations)/EBITDAN**	2.0	3.4	3.2							
Net debt	412.4	1,165.8	1,165.8							
Net debt/EBITDAN**	1.1	2.4	2.3							
Employees (FTE, balance sheet day)	5,959	8,160	8,160							

\*adjusted for transaction and integration costs as well as one-off valuation effects related to business combinations

\*\*Annualized EBITDAN incl. DIANA proforma figures