

## What we do



## Fragrance & Beauty, Taste & Wellbeing, provide our customers compounds, ingredients and integrated solutions that engage consumers



## How we do it

## A unique business model driven by our purpose Creating for happier, healthier lives with love for nature.

- Winning business assumes: being on a core supplier list, submitting a brief, developing a solution and being selected by the customer
- Our products are unique co-creations with our customers:
  - Consumer-differentiating, bespoke, value-added Fragrance and Beauty, Taste and Wellbeing solutions driven by innovation
  - Agility and service are key
  - Scent and taste determine consumer purchase and repeat decisions whilst representing only a minor fraction of costs 0.5-2.0% in flavours and consumer fragrances to 4-6% in fine fragrances, i.e. a very minor portion of the end product costs
- High barriers to entry and high shifting costs for customers

### A unique business model with high barriers to entry Mastering complexity is a key feature of our space

- A research-driven innovation process and a deep understanding of consumer preferences around the world
- Sustainability goals creating significant innovation opportunities (e.g. move from non-renewable to renewable, etc.)
- IP / formulae owned by Givaudan
- Mastering high complexity and volatility at every step:
  - over 12,400 raw materials and a sophisticated supply chain with almost 3,000 raw material suppliers
  - over 126,560 products made to order, delivered just in time to over 11,700 customers
- over 300,000 customer submissions / product briefs managed annually, and ca. 15% of our portfolio up for review due to the life cycle of products
- Compliance and regulations

### Givaudan: A naturally-hedged portfolio

(products, customers, geography,) for consistent growth



### Givaudan operates in multiple industry segments Inspiring our customer's brands, delighting consumers



Market Potential as of 2020



Market Potential as of 2020 (Givaudan scope of activities)



Market Potential as of 2020

- Givaudan market share as of 2020
- Market potential as of 2020

Source: Based on Givaudan internal estimates

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### A research-driven innovation process

### Supported by unrivalled capabilities and innovation



>126,560
Products sold per year



CHF **522** mln

R&D spend in 2022, 7.3% of sales



65
Creation and application centres



> **4**,000

Active patents



### A research-driven innovation process

### From new ingredients to winning co-created products

Ingredient & process discovery

Solutions for consumer products

Co-creation enablers/Consumer relevant

Highly specialised unique ingredients used in formulations

- Natural, sustainable, renewable & biodegradable ingredients
- Taste modulators
- Biodegradable Precursors
- Natural preservatives
- Natural colours
- Health & nutrition ingredients
- Cosmetics actives
- Sustainable extraction processes
- Green chemistry & biotechnology
- Clinically proven benefits



processes unique entry **Barriers to** ргорену Intellectual

Driving creative design solutions thorough consumer knowledge and scientific expertise

- Biodegradable Delivery Systems
- Plant protein systems
- Health & Nutrition solutions
- Health & Well-being benefits
- Integrated solutions
- Safe by Design
- Digital devices



Focused yet expansive expertise and scientific knowledge in adjacent spaces

- Consumer understanding and novel research methodologies
- Formulation science
- Application science
- Digital & Science plus AI enabled creation
- Co-creation labs

Secrets

& Trade

Intellectual property

entry

**Barriers** to

entry **Barriers to** 

Customer intimacy

Secrets,

Trade

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### Business processes enabled by digital tools

### Selected digital initiatives



Carto - AI enabled creative design

A product creation experience:

- Playful and multi-sensorial human/machine interaction
- Smart suggestions powered by AI
- Collaboration-oriented environment enabling customer co-creation



Consumer and customer foresight

Discover new consumer behaviours through advanced analysis of social media and other external data

Capturing insights and converting them into business foresights



Robotic process automation

Create a virtual workforce to take over repetitive tasks, creating bandwidth for more value added activities

E.g. supply chain, HR, compliance forms, etc.



Factory 2.0

Identify how technology can improve the manufacturing environment:

- Automation (robots, processes)
- Safety (training, monitoring)
- Decision making (forecasting, predictive maintenance)
- Sustainability (greener processes)



**Traceability** 

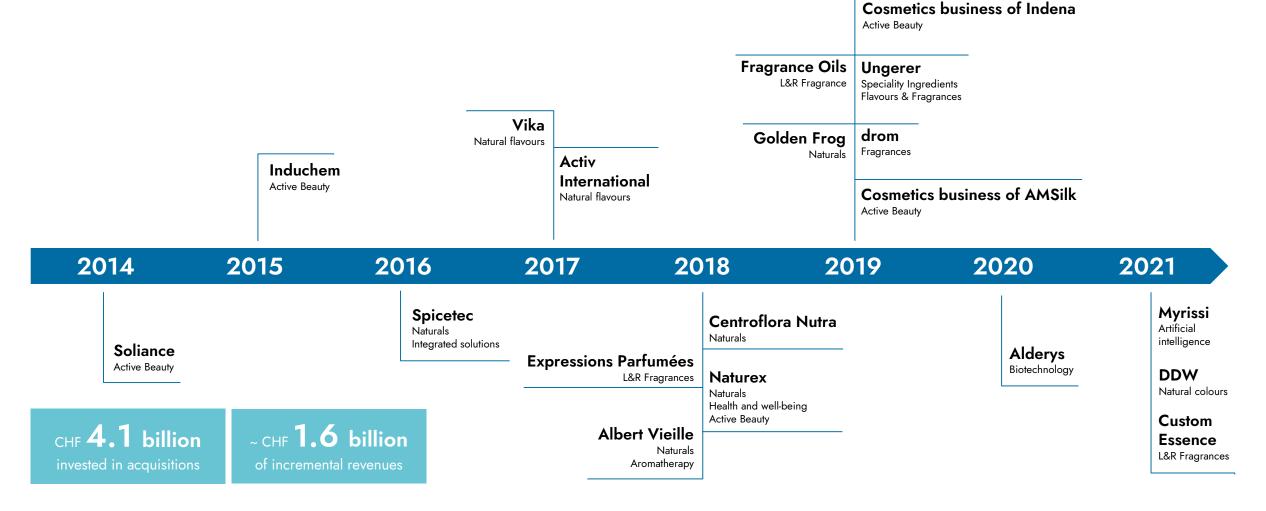
Guarantee traceability of products and their constituents, from source to consumer

Leverage technology to enable source-to-consumer traceability of raw materials

Track biodiversity impact, carbon footprint, water waste thanks to this traceability

### Value creation through acquisitions

19 acquisitions between 2014 - 2021



### Effective and transparent governance

### Our Board of Directors

Calvin Grieder Chairman NGC, IC



Prof. Werner Bauer CC, IC



Lilian Biner AC



Victor Balli AC, CC



Michael Carlos NGC, IC



Ingrid Deltenre CC, NGC



Olivier Filliol AC, IC



Sophie Gaspermen AC, NGC



Tom Knutzen IC



Separation of roles in line with the Swiss Code of Best Practice for Corporate Governance:
Chairman of the Board and Chief Executive
Officer

**Ultimate strategic supervision** and control of the management of the Company, including Enterprise Risk Management approach

9 board members

Diverse board (nationality and gender)

Average tenure of 5.8 years

100% independent board members

All board members re-elected on an annual basis

Compensation of Board of Directors is subject to annual approval by shareholders

NGC

Nomination & Governance Committee

CC

Compensation Committee

AC

Audit Committee IC

Innovation Committee

## Effective and transparent governance Our Executive Committee

Gilles Andrier Chief Executive Officer



Tom
Hallam
Chief
Financial
Officer



Louie D'Amico President Taste & Wellbeing



Maurizio
Volpi
President
Fragrance &
Beauty



Simon Halle-Smith Head of Global

and EHS

**Human Resources** 



Willem Mutsaerts Head of Global Procurement and Sustainability



Anne
Tayac
Head of
Givaudan
Business Solutions



- Responsible for the day-to-day management of the Company
- 7 Executive Committee members
- 6 nationalities
- 4-6 year average tenure

- Average of 20 years experience in the company
- One of the **longest standing CEO** in the industry
- Compensation of the Executive Committee is subject to annual shareholder approval

# Future value creation through our 2025 strategy

### Creating for happier, healthier lives with love for nature.

### Let's imagine together

#### **Creations**

Let's imagine together with customers that through our creations more people will enjoy happier, healthier lives





#### **Nature**

Let's imagine together that we show our love for nature in everything we do

#### People

Let's imagine together that Givaudan is a place where we all love to be and grow





#### **Communities**

Let's imagine together that all communities benefit by working with Givaudan

## Megatrends Impacting 2025 strategy

### Consumer base is growing

### Living longer and more consciously

Sustainability is of high concern

#### COVID-19: E-commerce, self-care and localisation gain importance

#### **Trend**



**Impact** 

 Asia and Africa leading the way



 Consumer behaviours are changing



- Consumers will buy more consciously
- Responsible companies will create a positive impact on society and the planet



- Consumers will buy more online and increase spending on self-care
- Localisation will be even more important

## 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

<sup>1.</sup> 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

<sup>2.</sup> Free Cash Flow (FCF) refers to operating cash flow after net investments, interest paid, lease payments and purchase and sale of own equity instruments

## Purpose and 2025 strategy Encapsulate our approach to ESG

### **Purpose-linked targets**

### Encapsulate our approach to ESG



#### Creations **B6**

#### By 2030

• We will double our business through creations that contribute to happier, healthier lives.



#### Nature **(B)**

#### Before 2030

- Our operations' carbon emissions will be cut by 70% and our supply chain emissions by 20%
- We will replace single-use plastics with eco-friendly alternatives across our sites and operations

#### Before 2040

 Our operations' will be climate positive and our supply chain emissions will be cut by 50%

#### Before 2050

• Our supply chain will be climate positive



#### People 80

#### Before 2025

- Everyone on our sites will have access to mental and physical health initiatives, tools and training
- We will reduce our total recordable case rate by 50%
- We will be rated among the leading employers for inclusion globally

#### Before 2030

- 50% of our senior leaders will be from high growth markets
- 50% of our senior leaders will be women



#### Communities **B6**





#### By 2030

- We will source all materials and services in a way that protects people and the environment
- We will improve the lives of millions of people in communities where we source and operate

























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Givaudan

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### History of acting sustainably with solid track record of ESG ratings

### Confidence in achieving ambitious purpose targets











FTSE4Good **Index Series** 



Double 'A rating' for climate and water for four consecutive years

CDP leader board recognition for supplier engagement

Awarded the EcoVadis Gold medal, ranking us in the top 3% of more than 75,000 businesses

Rated as 'low-risk' in 2021 with a score of 19.3 and a chemicals industry ranking 13 out of 539

Included in SIX Swiss Sustainability 25 Index

Ranked in the top 2% in the FTSE4Good Index Series, among our peers

**MSCIESG AAA** Rating. since 2017

Transparent disclosure of comprehensive, audited ESG data based on reporting standards



Givaudan has applied the **GRI frameworks** since 2010



Givaudan has adopted Integrated reporting since 2016

### Creations for happier, healthier lives of millions of people

### Doubling our business by 2030

We will impact millions of lives by working with our customers to develop creations for happier, healthier lives



We will double our business through creations that contribute to happier, healthier lives (baseline 2018: CHF 5.5 billion)



#### **Taste & Wellbeing**

Going beyond great taste to create food experiences that do good and feel good, for body, mind and planet.

- Flavour and taste solutions: authentic flavours, kitchen ingredients, taste-enhancing technologies
- Natural functional ingredients: colours, preservatives, texturants
- Natural nutritional ingredients: microbiome, botanicals
- Plant-based food: non-animal protein alternatives
- Solutions to reduce undesirable ingredients (sugar, salt, fat) and add health-supporting nutrients (vitamins, minerals fibers)



#### Fragrance & Beauty

Craftsmanship, creativity, and passion for happier, healthier lives through fragrances for every moment

- Consumer products for personal, home, fabric and oral care
- Fragrances and beauty products that spark happiness and delight
- Fragrances to improve emotional wellbeing: leveraging neuro-sciences to enhance sleep, emotional benefits and wellbeing

### Leading food systems transformation

### Improving our existing portfolio and innovating with new products







An ecosystem of experts allows us to co-create diverse food choices and plant-based food experiences that meet consumer conscious decision to adopt a plant-based diet.

We estimate that through our Plant Attitude Platform we have helped reduce over 6 million tonnes of CO2e from consumer diets in 2022.

### **PlanetCaps**

### First-to-market biodegradable fragrance capsules

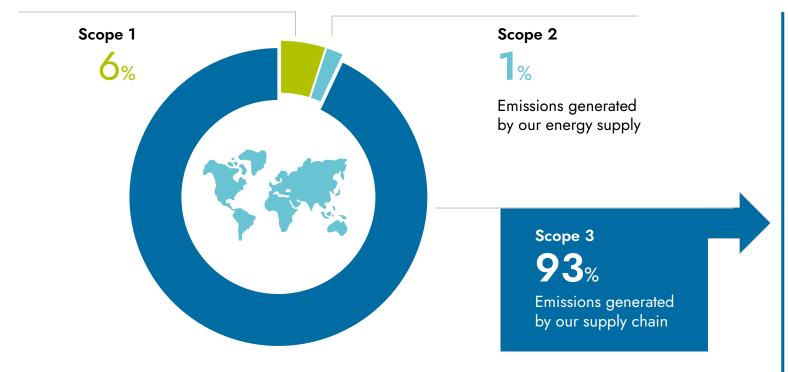


The unique PlanetCaps™ technology will enable Givaudan to collaborate with customers in rolling out bespoke biodegradable fragrance systems.

A combination of high biodegradability and renewable carbon source material, delivering long-lasting fragrance experience.

### Givaudan's carbon footprint

### Our journey to becoming climate positive



About 2,400,000 tonnes GHG emissions per year

#### TARGETS - Scope 3

 Before 2050, Our supply chain will be climate positive

### Actions driving our Roadmap:

Engage suppliers in the net-zero journey

Refine understanding of our ingredients footprint and drive ingredient innovation

Reduce other emissions linked to our value chain

### Givaudan's positive impacts on climate change Emissions

Before 2050, we will be a climate-positive business based on scope 1+2+3 emissions according to the Greenhouse Gas (GHG) protocol.

By 2025 100% of our entire electricity supply to be converted to

fully renewable sources (baseline 2015) 2022: 90%

**Before 2030** Our operations' carbon emissions (scope 1+2)

will be cut by 70% (baseline 2015) 2022: - 35%

Our supply chain emissions (scope 3) will be cut by 20%

(baseline 2015) **2022: - 1%** 

**Before 2040** Our operations' carbon emissions (scope 1+2)

will be climate positive

**Before 2050** Our supply chain emissions (scope 3)

will be climate positive

#### **Our actions**



- Fixing site environmental targets and assessments
- Signing the UN pledge 'Business Ambition for 1.5°C'
- Committing to RE100 since 2015
- Generating on-site renewable electricity
- Sourcing ingredients responsibly
- Driving circularity and upcycling
- Optimising packaging, logistics, transport of goods, business travel and employee commuting

### Givaudan's positive impacts on climate change

### Water, waste and plastics

We act as a role model in water stewardship, working to protect water-dependent ecosystems and encouraging the sustainable use of resources.

#### By 2030

Improve water efficiency by a 25% water withdrawal-rate reduction, on sites facing water stress (baseline 2020) **2022: - 13%** 

We will continuously improve water efficiency on all other sites by a water withdrawal-rate reduction 2022: - 7%

100% of our wastewater discharge will meet or exceed regulatory and industry standards **In progress** 

Driving continuous improvement in waste reduction and management with a focus on landfill disposal avoidance.

#### By 2030

Givaudan will reach zero operational<sup>1</sup> waste directed to landfill for all manufacturing sites **2022**: **46**%<sup>2</sup>

Givaudan will decrease its operational waste for disposal intensity by 15% (baseline 2020) 2022: +13%

Before 2030, we will replace single-use plastics with eco-friendly alternatives across our sites and operations.

#### By 2030

100% plastics circularity by 2030 **2022: 1%** 



- 1. Excluding one-time-only waste and waste sent to landfill only when other existing technical alternatives are not allowed due to regulatory requirements.
- 2. The status shows the percentage of sites already hitting our target.

### Our purpose commitment to responsible sourcing

### Sustainable value creation

CHF **4.2**bn

Raw material and IM&S spend per year

>225

People in global procurement worldwide

>12,400

Number of different raw materials sourced

**57**%

Renewable raw materials

43%

Non-renewable raw materials

#### Sourcing4Good drives our approach to responsible sourcing



Ensures **trust and compliance** across our entire supply chain



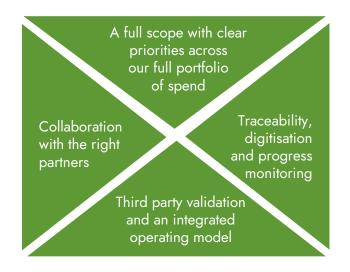
It allows us to embark on collaborative transformational projects in selected supply chains



Brings **end-to-end** raw material traceability in key supply chains

Builds on our heritage of action in sourcing responsibly.

This flagship programme is closely tied to our goal to source all materials and services in a way that protects **people** and the **environment** before 2030.



### Our purpose commitment to biodiversity

### Conservation, sustainable use of biodiversity and regeneration of ecosystems

#### A global biodiversity strategy

In line with our commitment to the Convention on Biological Diversity

 Our activities are highly dependent upon Biodiversity and Ecosystem services: inspiration, procurement, ecosystem services



#### Our approach

Understanding and acting on our impacts and dependencies throughout the value chain

- Integrating Biodiversity in our global policies and operating model
- Avoid and mitigate our negative impacts
- Restore and renew ecosystems, notably through Regenerative Agriculture



#### Our achievements so far

Conservation, sustainable use of biodiversity and regeneration of ecosystems

- Traceable, sustainable natural raw materials
- First Regenerative Agriculture guarana trials in Brazil
- Network of research and technical partners worldwide
- Engaging in collaborative platforms



## A place where people love to be and grow Diversity & inclusion

#### A diverse, inclusive organisation to best meet our business goals.

#### **Before 2025**

We will be rated amongst the leading employers for inclusion globally 2022: in progress

#### Before 2030

- We will be an even more balanced and inclusive company 2022: in progress
- 50% of our senior leaders will be from high growth markets 2022: 27%
- 50% of our senior leaders will be women 2022: 27%



#### Our focus areas:

Inclusive talent experiences, inclusive talent acquisition, inclusive leadership development

## A place where people love to be and grow Caring for employees

#### Caring for employee's safety, health and mental well-being

#### Before 2025

We will reduce our total recordable case rate by 50% (baseline 2018)
 2022: -36%

 Everyone on our sites will have access to mental and physical health initiatives, tools and training
 2022: in progress



#### Our focus areas:

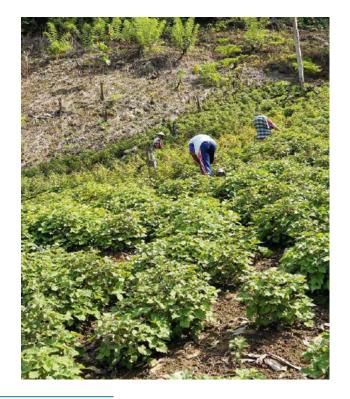
Caring for our people, caring for our place, strengthening our foundation

## All communities benefit by working with Givaudan Improving people's lives

Sourcing our materials and services in a way that protects people and the environment, and positively impacting the lives of millions of people

#### Before 2030

- 100% of materials and services will be sourced responsibly 2022: 90%
- We will improve the lives of millions of people in communities where we source and operate
   2022: over 215 million people impacted



#### Our focus areas:

Communities where we source, communities where we operate, sourcing responsibly

# A strong track record of growth and value creation

### Key investment highlights

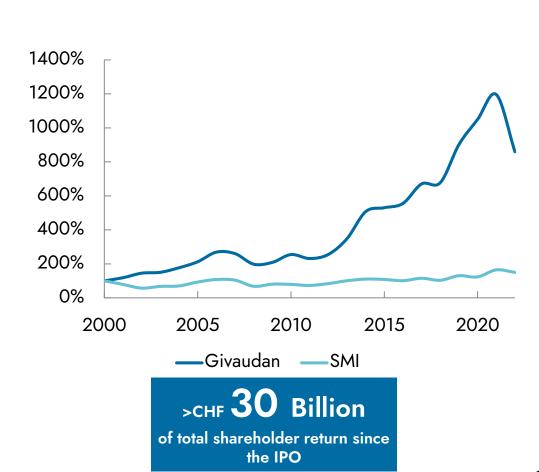
### Givaudan has a strong track record of delivering with excellence

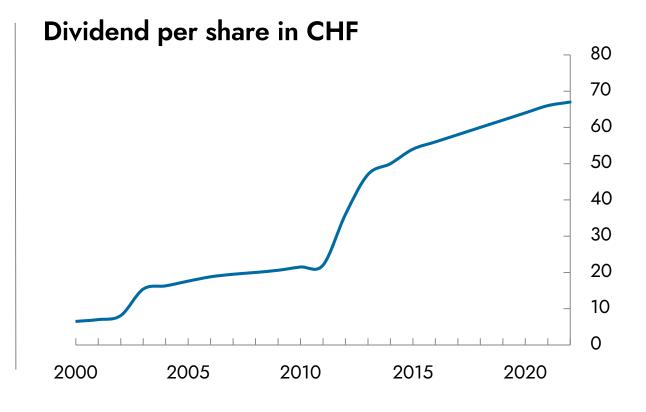
- A company inspired by its purpose
- Creations critical to our customers' success (minor cost/high impact)
- A research-driven innovation process
- A highly resilient / defensive business model:
  - Key products that are the most important part of consumer staples and the decisive factor behind the repurchase decisions of consumers
  - High barriers to entry (complexity, R&D, consumer insight, regulations, etc.)
  - Competition focused on innovation, quality and service, not on price
- Natural hedges for sustainable growth:
  - Diversified exposures to all geographies, product categories and customer segments (including premium, private label and regional players in emerging markets)
  - Emerging markets/urbanisation-driven growth model
- Consistency in strategy, execution, result delivery and stability of management

### Value creation at Givaudan

#### Sustained value creation for shareholders



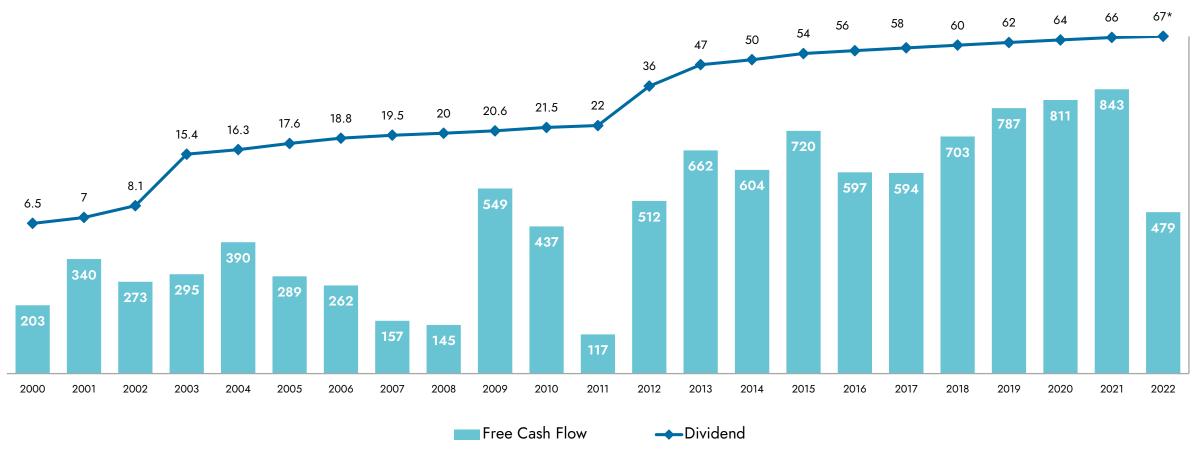




Average annual yield of 10.5% vs 4.1% of SMI

### Dividend per share

Increasing 1.5% over 2021



<sup>\*</sup> Subject to approval by the shareholders at the AGM in March 2023

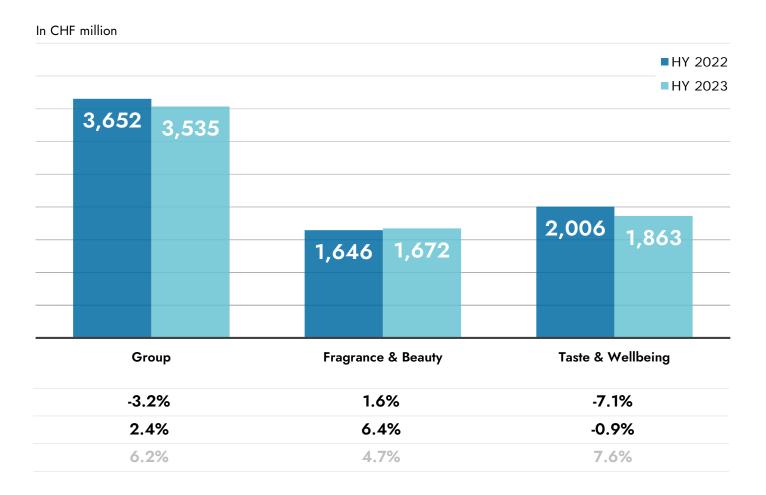
# 2023 Half Year Results Solid business performance

### **2023 Half year results**Solid Business Performance

- Sales of CHF 3,535 million, an increase of 2.4% on a like-for-like\* basis and a decrease of 3.2% in Swiss francs
- Strong sales performance in high growth markets, in Europe and in Fine Fragrances
- Performance improvement initiatives are well on track with first results already delivered
- EBITDA of CHF 763 million EBITDA margin of 21.6% compared to 22.4% in 2022
- Comparable EBITDA of CHF 803 million, a margin of 22.7% compared to 22.5% in 2022
- Free cash flow of 104 million, or 2.9% of sales, an improvement of CHF 251 million over 2022

### Half year sales performance

### Solid growth in challenging markets

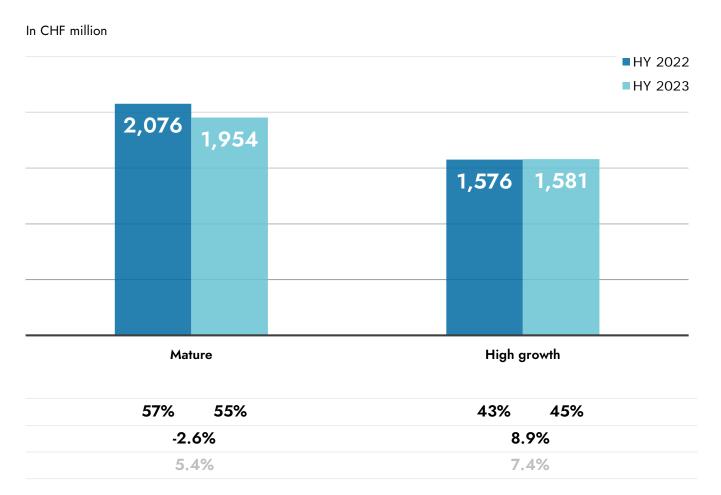


% 2023 growth in CHF
% 2023 growth on LFL* basis
% 2022 growth on LFL* basis

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

### Sales evolution by market

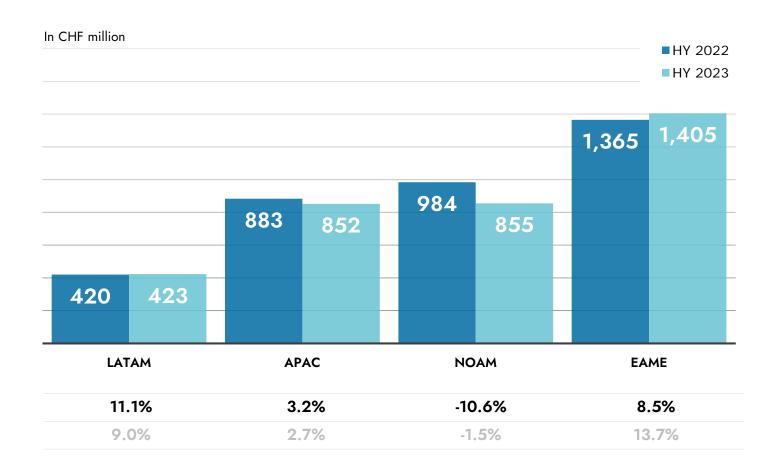
### Good performance in high growth markets



% of total sales
% 2023 growth on LFL* basis
% 2022 growth on LFL* basis

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

# Sales evolution by region Strong growth in LATAM & EAME



•	% 2023 growth on LFL* basis
	% 2022 growth on LFL* basis

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

## Fragrance & Beauty Sales growth of **6.4%** on a LFL\* basis



#### Fine Fragrance sales increased by 16.2% LFL\*

- Excellent growth maintained across prestige brands, as well as with regional brands in high growth markets
- Strong contribution of new wins

#### Consumer Product sales increased by 3.7% LFL\*

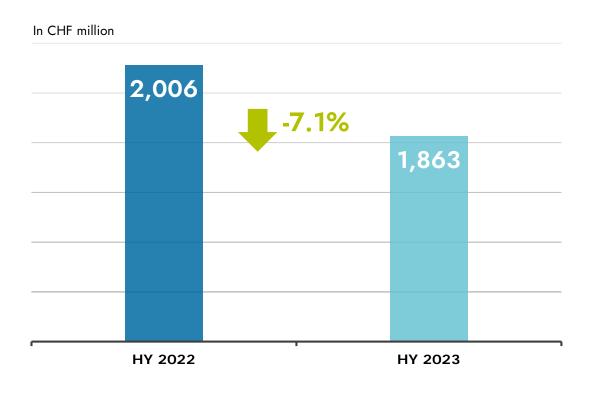
 Sustained growth and improving momentum in challenging market conditions

### Sales of Fragrance Ingredients and Active Beauty increased by 4.4% LFL\*

 Continued good demand against strong prior year comparable growth of 8% LFL\*

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

## Taste & Wellbeing Sales growth of -0.9% on a LFL\* basis



#### Sales by region

	2022 Sales Growth LFL*	2023 Sales Growth LFL*
Europe	14.0%	3.6%
South Asia, Middle East and Africa	16.9%	19.1%
North America	-0.9%	-11.7%
Latin America	17.1%	10.5%
Asia Pacific	5.1%	- 5.0%

#### **Sales Commentary**

- Strong double-digit growth across all markets in SAMEA and in Latin America
- Good performance in Europe against strong prior year comparables
- Weaker volumes in North America continuing to impact growth
- Asia Pacific performance impacted by weaker demand

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

# 2022 Full Year Results Solid business performance in a challenging environment

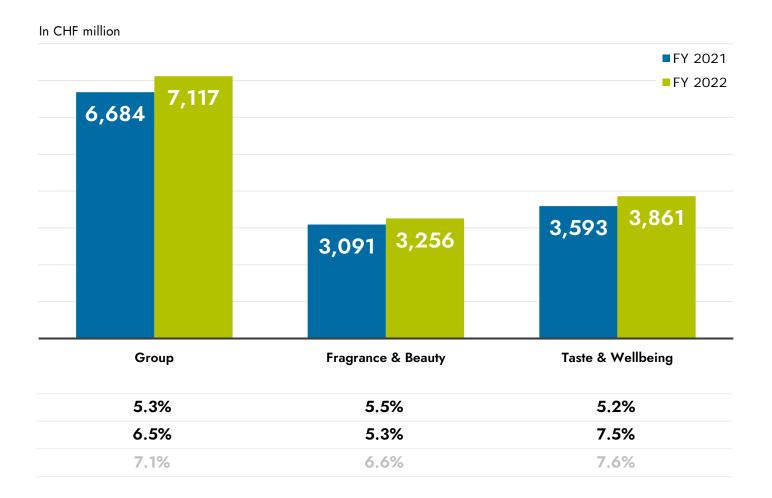
### 2022 Full year results

### Solid business performance in a challenging environment

- Sales of CHF 7.1 billion, up 5.3% on a like-for-like\* basis and 6.5% in Swiss francs
- Strong contribution from high growth markets with an increase of 9.9% on a like-for-like\* basis
- EBITDA of CHF 1,476 million EBITDA margin of 20.7% compared to 22.2% in 2021
- Comparable EBITDA margin of 20.9% compared to 22.5% in 2021
- Free cash flow of CHF 479 million or 6.7% of sales
- Proposed dividend of CHF 67.00 per share, up 1.5% year-on-year

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

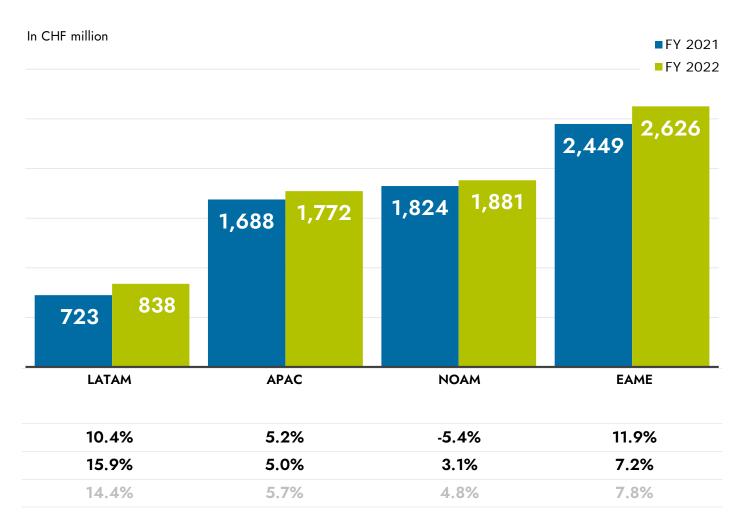
# Sales performance Solid growth in both divisions



% 2022 growth on LFL* basis
% 2022 growth in CHF
% 2021 growth in LFL* basis

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

# Sales evolution by region Strong performance in EAME and LATAM



% 2022 growth on LFL* basis
% 2022 growth in CHF
% 2021 growth on LFL* basis

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

# **Operating performance**Group

#### EBITDA in CHF million



**Sales** of CHF 7,117 million, an increase of 5.3% on a like-for-like basis\* and 6.5% in Swiss francs

**EBITDA** of CHF 1,476 million, compared to CHF 1,482 million in 2021

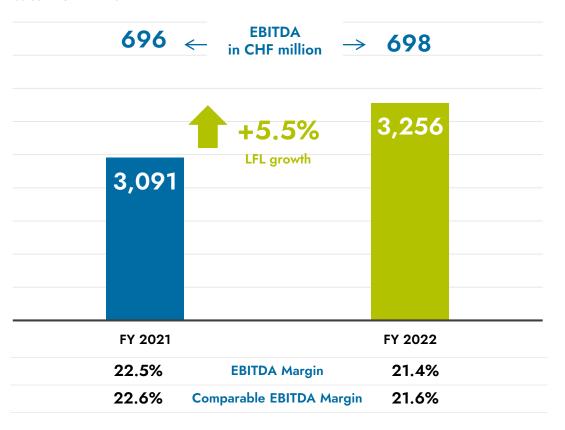
**EBITDA margin** of 20.7% compared to 22.2% in 2021, with the comparable EBITDA margin at 20.9% versus 22.5% in 2021

As % of sales

### **Operating performance**

### Fragrance & Beauty

Sales in CHF million



**Sales** of CHF 3,256 million, an increase of 5.5% on a likefor-like basis\* and 5.3% in Swiss francs

**EBITDA** of CHF 698 million, compared to CHF 696 million in 2021

Acquisition and restructuring costs of CHF 4 million, compared to CHF 2 million in 2021

**EBITDA margin** of 21.4% compared to 22.5% in 2021, with the comparable EBITDA margin at 21.6% versus 22.6% in 2021

As % of sales

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

### **Operating performance**

### Taste & Wellbeing

Sales in CHF million



**Sales** of CHF 3,861 million, an increase of 5.2% on a likefor-like basis\* and of 7.5% in Swiss francs

**EBITDA** of CHF 778 million, compared to CHF 786 million in 2021

Acquisition and restructuring costs of CHF 6 million, compared to CHF 20 million in 2021

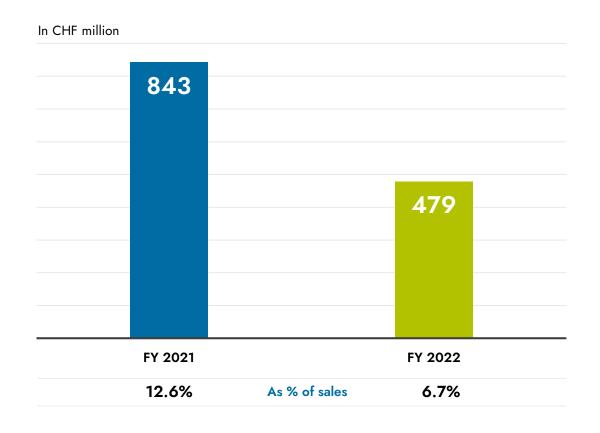
**EBITDA margin** of 20.1% compared to 21.9% in 2021. The comparable EBITDA margin was 20.3% versus 22.4% in 2021

As % of sales

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

### Free cash flow

### 6.7% of sales



Free cash flow of CHF 479 million, compared to CHF 843 million in 2021. Free cash flow is 6.7% of sales compared to 12.6% in 2021

**Operating cash flow** of CHF 948 million, compared to CHF 1,288 million in 2021

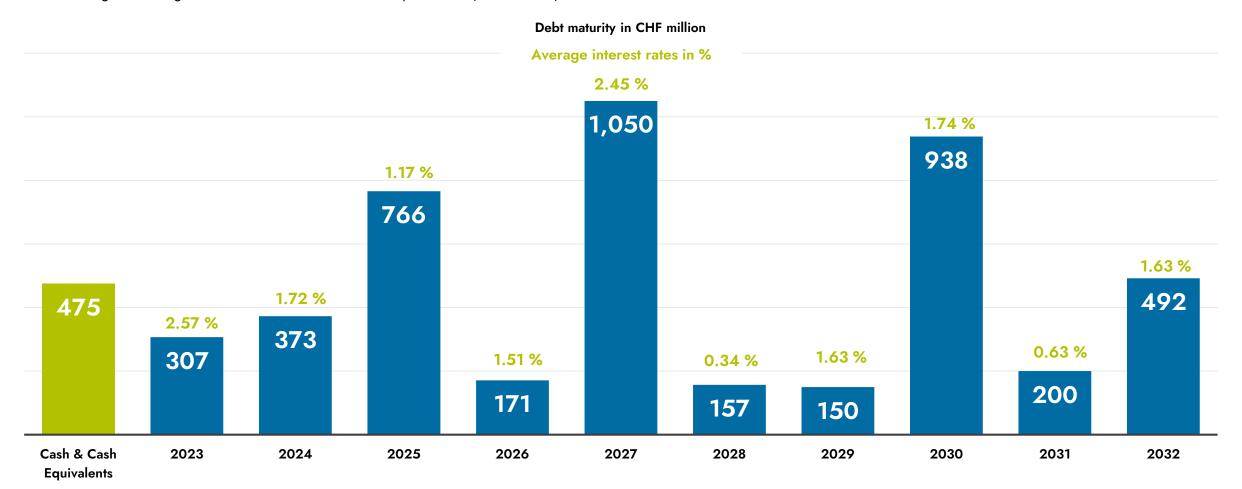
**Total net investments** of CHF 289 million, or 4.1% of sales, as the Group continued to invest in growth and the integration of recent acquisitions. The net investments in 2021 were 3.7% of sales

**Net Working capital** of 26.8% of sales compared to 24.0% in 2021

### Balanced debt structure

### Debt maturities and average borrowing rates

The weighted average effective interest rate for the Group is 1.74% (2021: 1.37%).



# For further information 2022 reporting suite

### Where to find more information

Reporting suite

givaudan.com/investors



givaudan.com/sustainability



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2022 Integrated Annual Report

2022 Integrated Annual Report (PDF and print)

#### **READ MORE**

- GRI <u>Content Index</u>
- SASB Standards
- TCFD Recommendations

2022 Governance, Compensation & Financial Report (PDF)



Digital Integrated
Annual Report



2022 Sustainability Report (PDF)



Givaudan

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