2018 Half year results
Strong recovery in high growth markets

19 July 2018

Givaudan

engage your senses

Gilles Andrier
Chief Executive Officer

2018 Half year results
Performance highlights

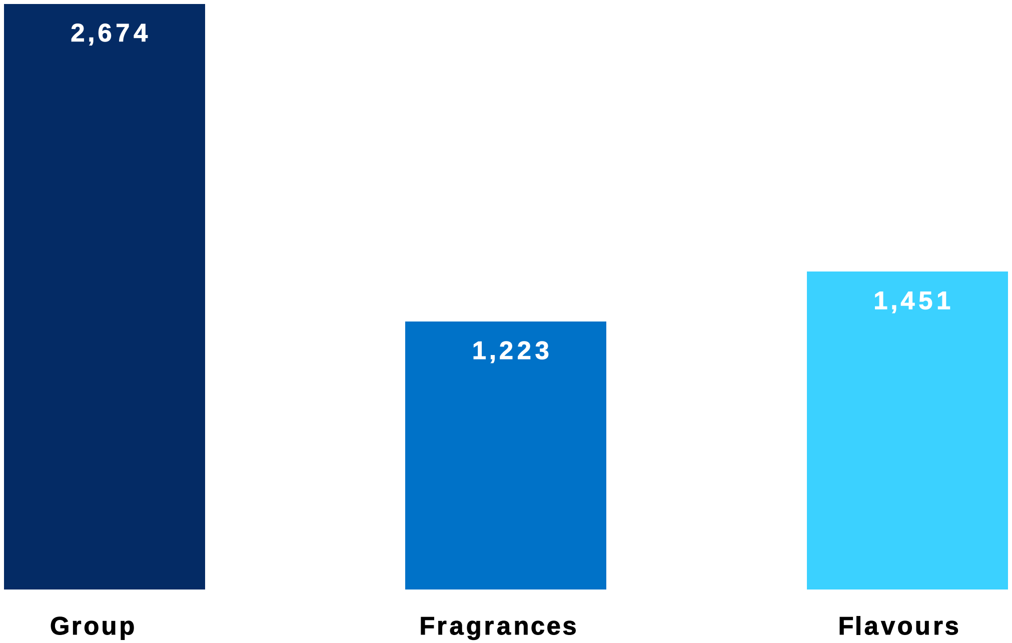
- Sales of CHF 2,674 million, up 5.6% on a like-for-like basis and 7.7% in Swiss francs
- Project pipeline and win rates sustained at a high level
- Strategic focus areas and acquired businesses strongly contributing to growth
- EBITDA of CHF 601 million in 2018
- EBITDA margin of 22.5%, with strong underlying business performance
- Free cash flow of 4.2% of sales, compared to 5.3% in 2017
- Givaudan Business Solutions delivering first benefits
- Naturex acquisition progressing as planned

* LFL (like-for-like) excludes the impact of currency, acquisitions and disposals

2018 Sales performance

Strategic focus areas delivering in both divisions

In million CHF



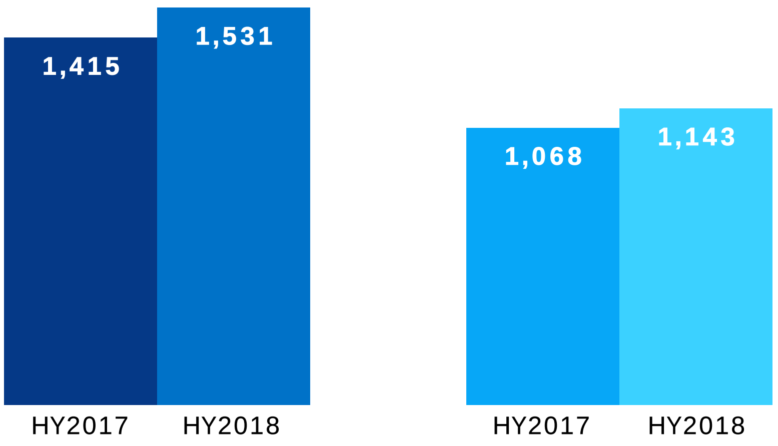
	Group	Fragrances	Flavours
% 2018 growth on LFL* basis	5.6%	6.5%	4.9%
% 2018 growth in CHF	7.7%	7.5%	7.8%

* LFL (like-for-like) excludes the impact of currency, acquisitions and disposals

Sales evolution by market

Strong recovery in high growth markets

In million CHF



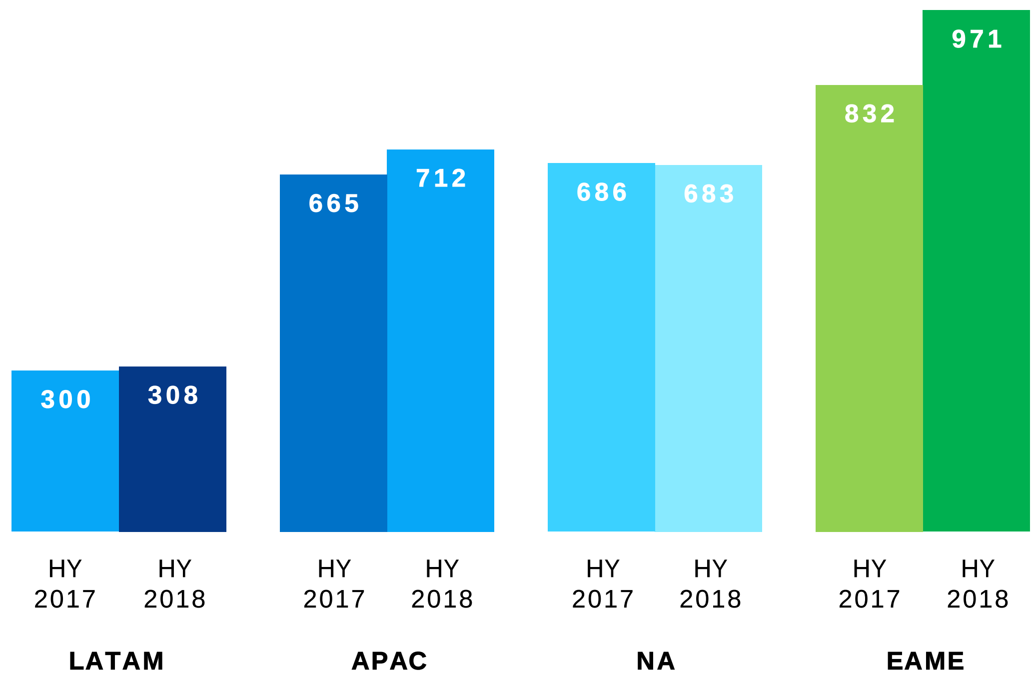
	Mature		**High Growth**	
% of total sales	57%	57%	43%	43%
% 2018 growth on LFL* basis	4.0%		7.8%	

* LFL (like-for-like) excludes the impact of currency, acquisitions and disposals

Sales evolution by region

Good growth achieved across all geographies

In million CHF



	LATAM	APAC	NA	EAME
% 2018 growth on LFL* basis	10.8%	7.1%	1.9%	5.6%

* LFL (like-for-like) excludes the impact of currency, acquisitions and disposals

Divisional sales performance
Fragrance Division

Fine Fragrance increased 15.6% LFL*

- New business wins across all customer groups combined with volume growth on established business at key accounts

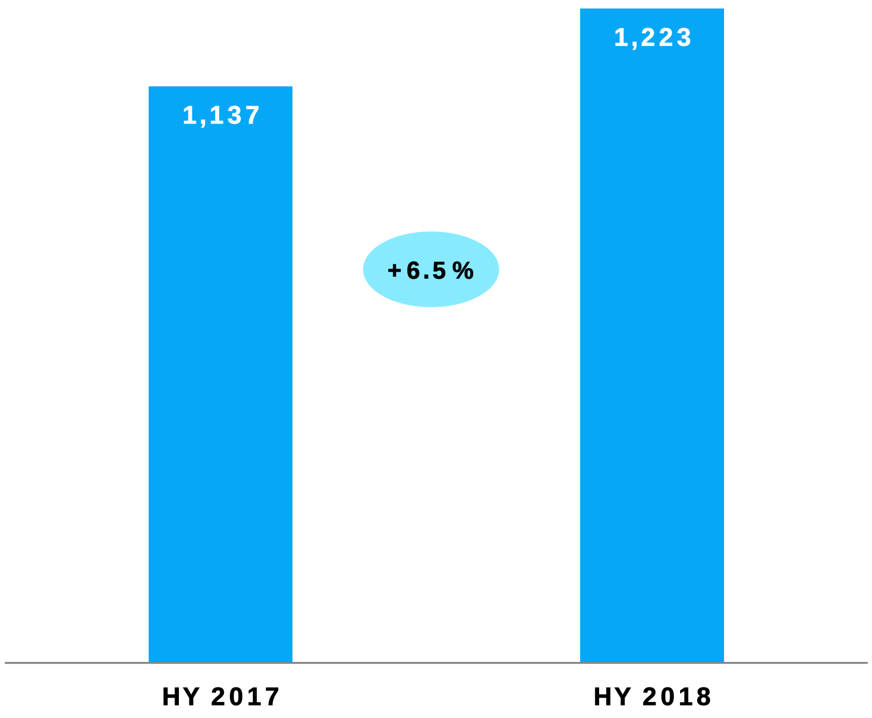
Consumer Products grew 3.9% LFL

- Growth delivered in both high growth and mature markets and across all customer groups

Fragrance Ingredients and Active Beauty grew 8.2% LFL

- Active Beauty sales driven by strong performance of local and regional customers
- Good growth in Fragrance Ingredients compared with 2017

Fragrance Division sales
in CHF million



* LFL (like-for-like) excludes the impact of currency, acquisitions and disposals

Divisional sales performance
Flavour Division

Naturals, Health and Well-being, Integrated Solutions and Targeted Customers contributed positively to the overall performance

Asia Pacific grew 7.0% LFL*

- Double-digit growth in key markets of China and India, as well as in Singapore

EAME increased 5.0% LFL

- Double-digit growth in UK & Ireland, Belgium, Switzerland and Sweden
- Good growth in Central and Eastern Europe

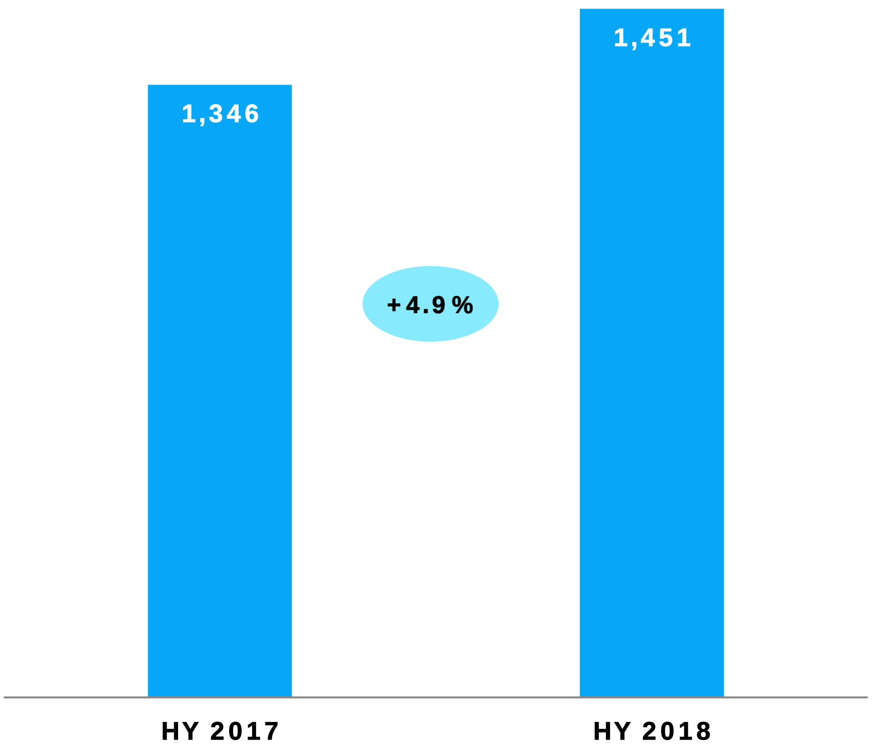
North America grew 1.3% LFL

- Continued good performance against strong prior year comparable growth of 8.9%

Latin America increased 11.7% LFL

- Double digit-growth in Brazil, Argentina, Mexico and Colombia

Flavour Division sales
in CHF million



* LFL (like-for-like) excludes the impact of currency, acquisitions and disposals

Acquisition update

2020 Strategy in motion

2014
Soliance
Active Beauty

2015
Induchem
Active Beauty

2016
Spicetec
Naturals
Integrated Solutions

2017
Activ International
Natural flavours

Vika B.V.
Natural flavours

2018
Centroflora Nutra
Naturals

Expressions Parfumées
L&R Fragrances

Naturex*
Naturals
H&W
Active Beauty

Approx. CHF 1 billion of incremental revenues**

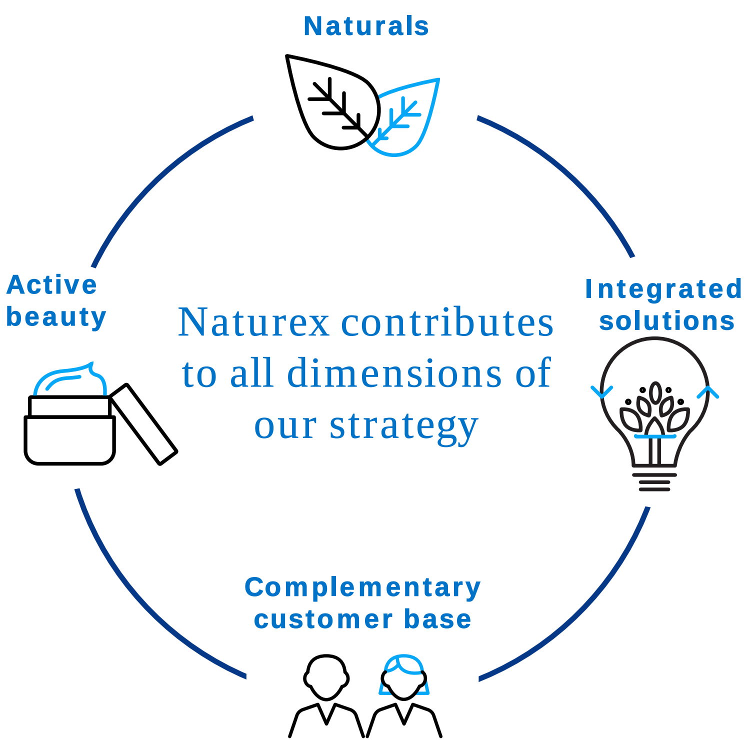
CHF 2.5 billion invested in acquisitions

* Naturex acquisition not yet completed
** Proforma 2018, including Naturex

In both divisions, our acquisitions are fully aligned with our 2020 strategic priorities:
Naturals, Health & Well-being, Active Beauty, Integrated Solutions, local & regional customers

Naturex acquisition update
Compelling transaction rationale and strategic fit

Fits perfectly with Givaudan's 2020 strategy



Strong strategic rationale creating a leading position for Givaudan in natural ingredients

Relevance for global key trends

Customers living longer and more responsible lives

Health and well-being
- Naturals
- Functional ingredients
- Active Beauty

Consumer preferred products
- Naturals
- Natural colours and preservatives
- Clean label

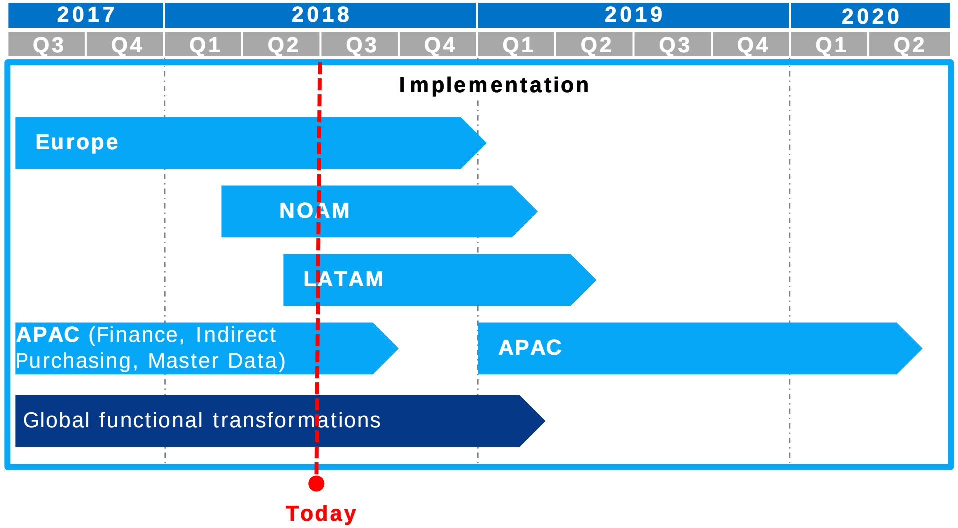
Significant progress made in the acquisition

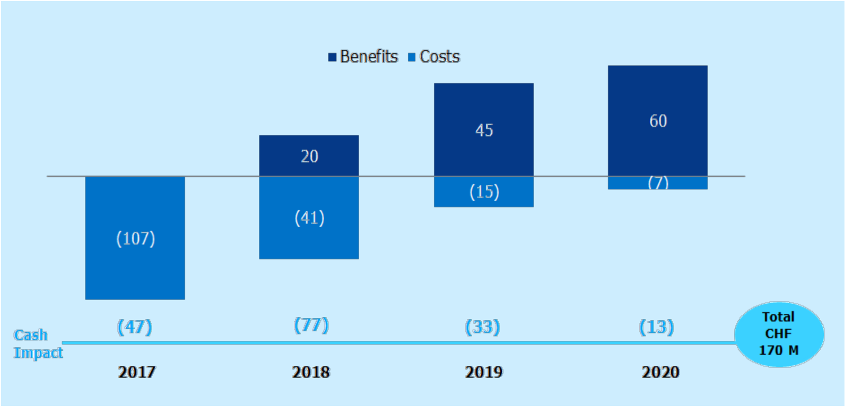
- ✓ All regulatory approvals have been secured and financing for the transaction completed
- ✓ The purchase of 40.5% of the shares of Naturex was completed on 4 June 2018
- ✓ The mandatory cash tender offer was launched on 28 June 2018 and will continue until early September
- ✓ Closing of the transaction is expected in September 2018

Givaudan Business Solutions

Implementation in progress – First benefits in 2018

- GBS fully on track, with the previously communicated costs and benefits fully confirmed.
- First transitions successfully completed.
- GBS centres in Budapest, Buenos Aires and Kuala Lumpur fully operational.
- Europe fully transitioned by end of 2018; on track to complete by 2020.





Tom Hallam
Chief Financial Officer

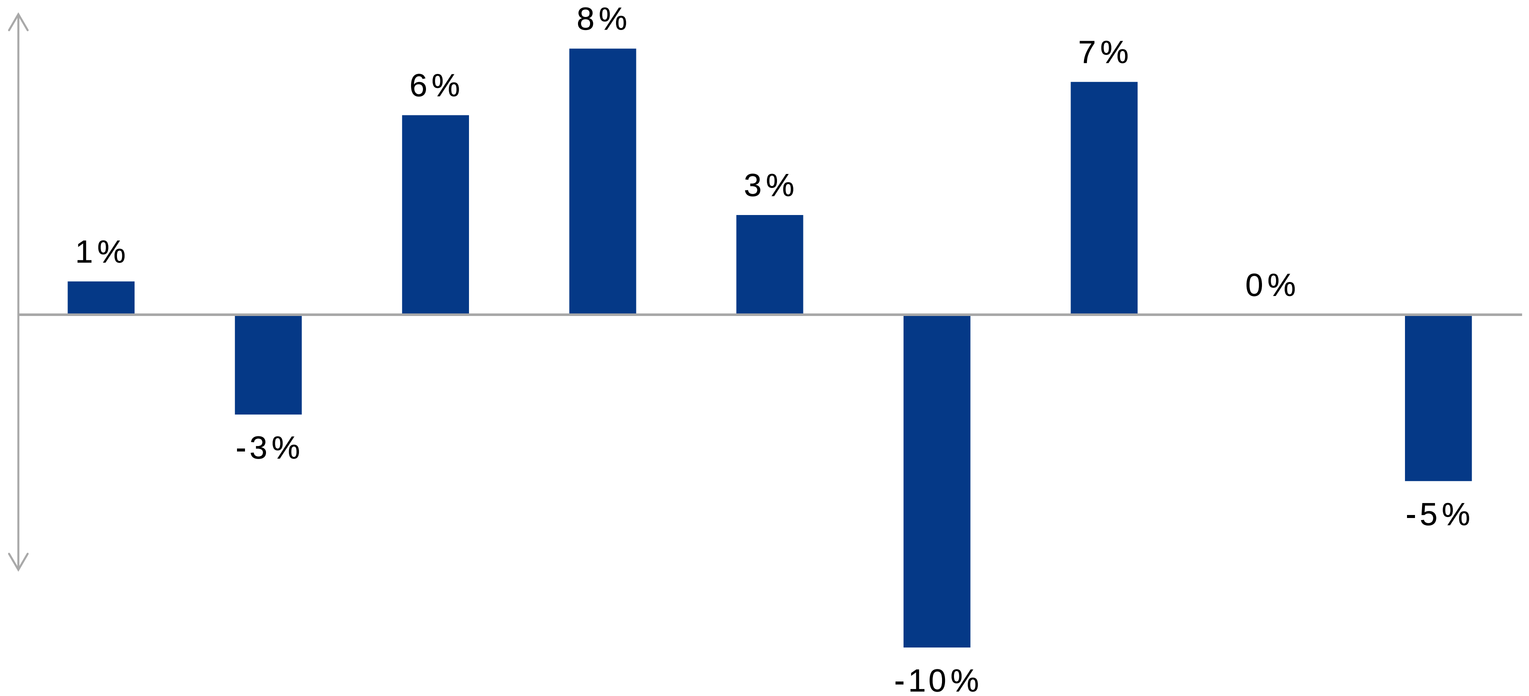
2018 Half year results
Financial highlights

- Sales of CHF 2,674 million, up 5.6% on a like-for-like* basis and 7.7% in Swiss Francs
- EBITDA of CHF 601 million compared to CHF 597 million in 2017
- Reported EBITDA margin of 22.5% compared to 24.0% in 2017, with the underlying EBITDA remaining strong at 23.4%
- Income before tax of CHF 431 million versus CHF 451 million in 2017
- Effective Tax rate of 14% compared to 15% in 2017
- Net income of CHF 371 million, a decrease of 3.4% year-on-year
- Free cash flow of CHF 113 million, 4.2% of sales compared to 5.3% in 2017

* LFL (like-for-like) excludes the impact of currency, acquisitions and disposals

2018 Half year results

Exchange rate development: Operating results largely unaffected by currencies, despite the continued currency swings



	JPY	USD	GBP	EUR	SGD	BRL	CNY	MXN	IDR
HY 2018	0.89	0.96	1.32	1.17	0.73	0.28	0.15	0.05	0.70
HY 2017	0.88	0.99	1.25	1.08	0.71	0.31	0.14	0.05	0.74

Operating performance

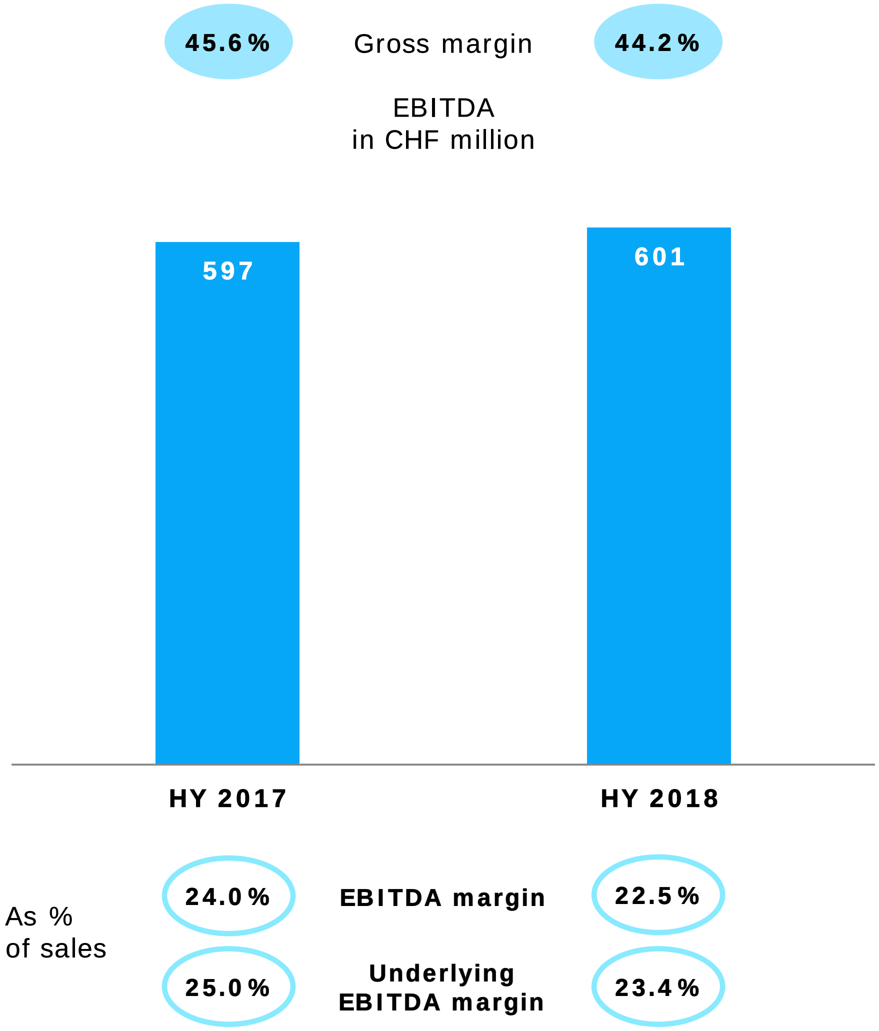
Group: Sustained good profitability

Sales of CHF 2,674 million, an increase of 5.6% on a like-for-like basis and 7.7% in Swiss Francs

Gross margin of 44.2%, compared to 45.6% in 2017, as a result of the reduced gross margin in the Fragrance division

EBITDA of CHF 601 million compared to CHF 597 in 2017. Impact of costs for GBS project of CHF 25 million in 2018, compared with CHF 24 million in 2017

EBITDA margin of 22.5% compared to 24.0% in 2017, with the underlying margin at 23.4% versus 25.0% in 2017



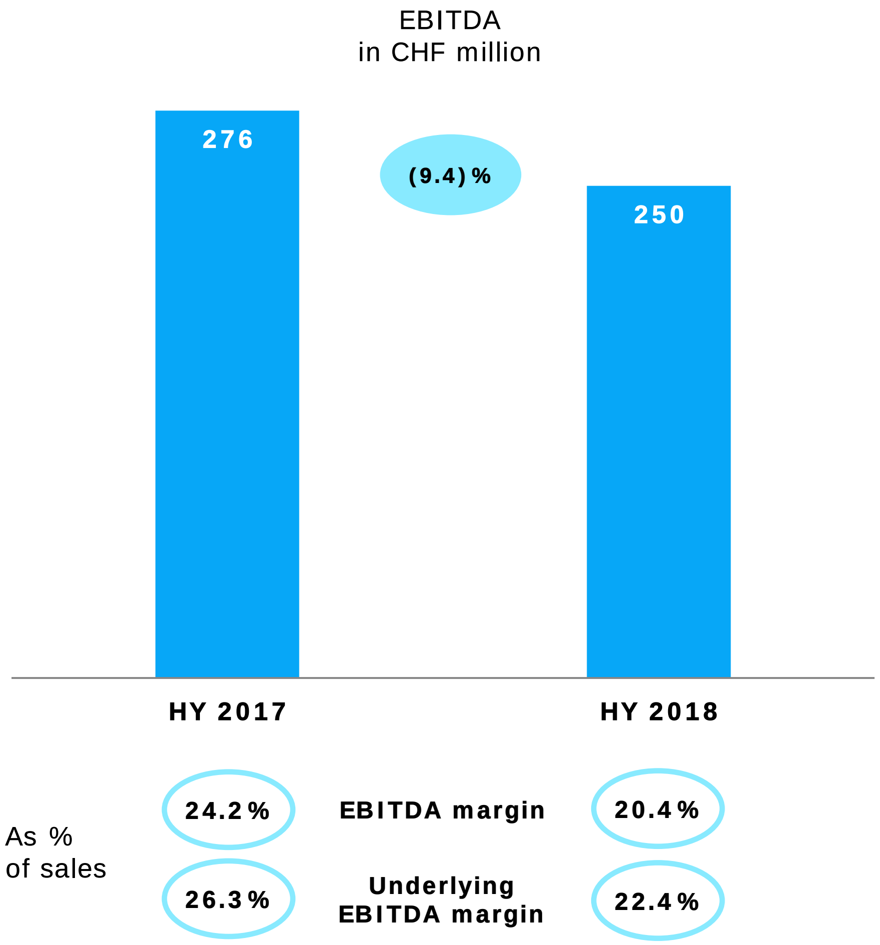
Operating performance
Fragrance Division

Sales of CHF 1,223 million, an increase of 6.5% on a like-for-like basis and 7.5% in Swiss Francs

EBITDA of CHF 250 million, lower than in 2017 largely due to the impact of a supply disruption of a major supplier of fragrance ingredients impacting the industry

GBS costs of CHF 25 million, compared with CHF 24 million in 2017

EBITDA margin of 20.4% compared to 24.2% in 2017, with the underlying EBITDA margin at 22.4% versus 26.3% in 2017

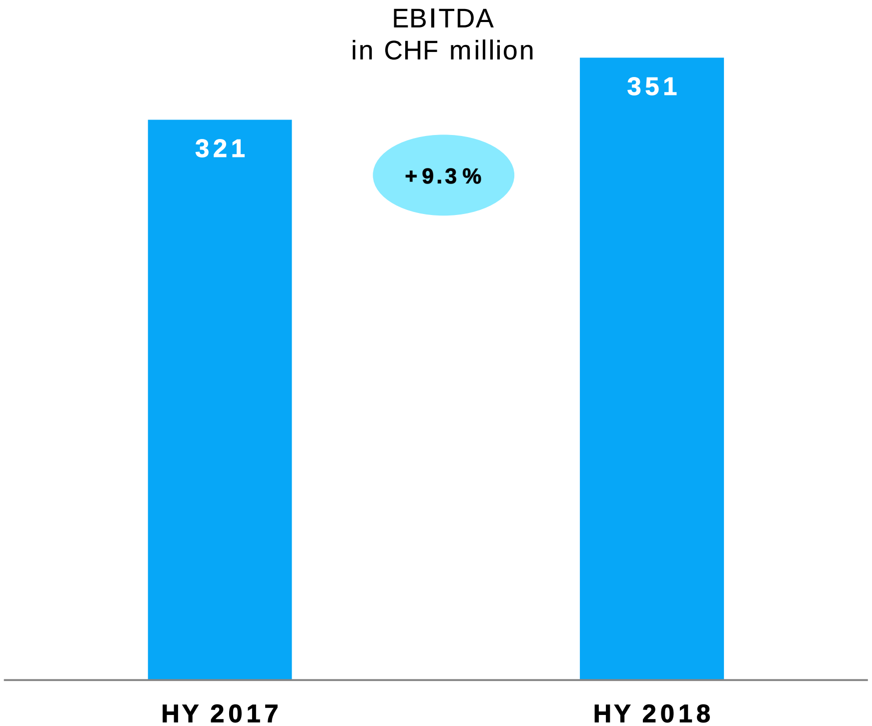


Operating performance
Flavour Division

Sales of CHF 1,451 million, an increase of 4.9% on a like-for-like basis and 7.8% in Swiss Francs

EBITDA of CHF 351 million, an increase of 9.3%, driven by continued productivity gains and cost discipline

EBITDA margin of 24.2%, compared to 23.9% in 2017

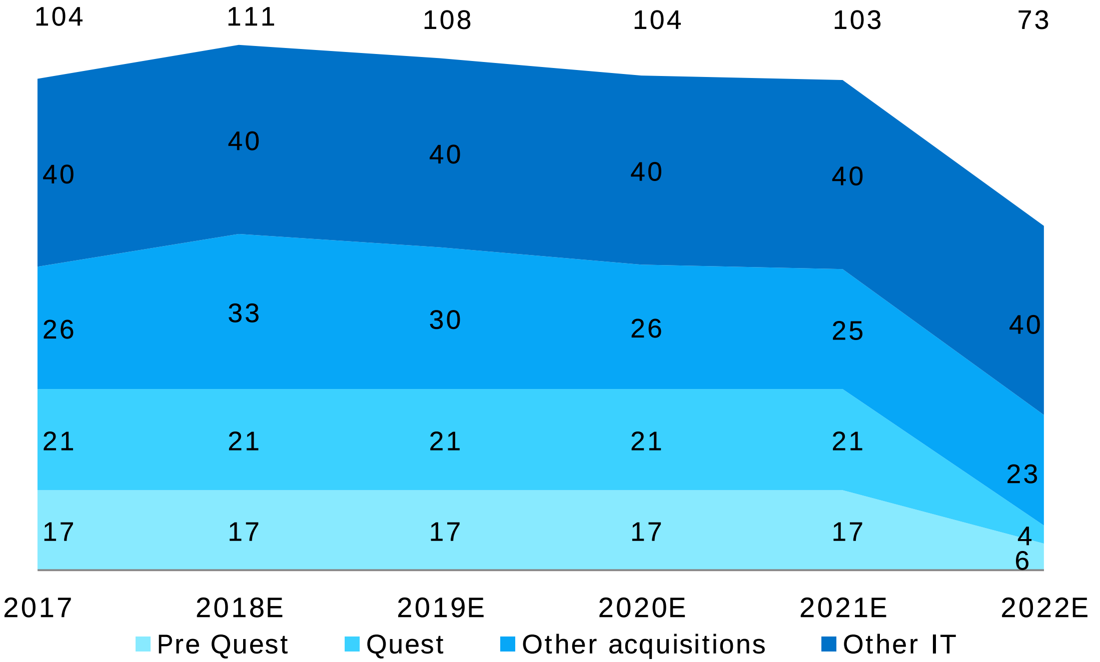


	HY 2017		HY 2018
As % of sales	23.9%	EBITDA margin	24.2%
	23.9%	Underlying EBITDA margin	24.2%

Amortisation of intangible assets

- Pre Quest amortisation of intangible assets of approx. CHF 17 million p.a.
- Quest (exc. Goodwill)
- Other acquisitions: Soliance, Induchem, Spicetec, Activ, Vika, Centroflora Nutra and Expressions Parfumées (exc. Goodwill) mainly related to customers, name and product brands, formulae and technologies
- IT amortisation updated to reflect size and scope of projects (e.g. regulatory engine)

Total annual amortisation charge
(in million CHF, estimated)



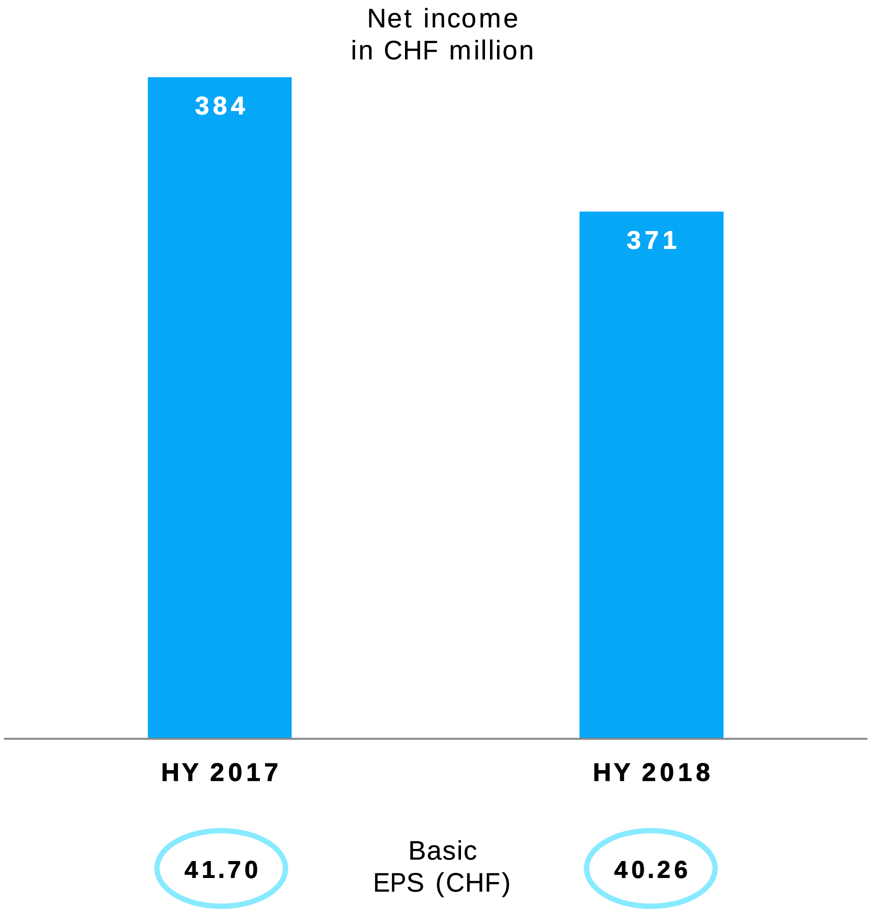
Net income
13.9% of sales

Income before tax of CHF 431 million, down from CHF 451 million in 2017, driven by the increase in non-operating expenses, as a result of higher foreign currency losses, most notably in Argentina

Net income of CHF 371 million, or 13.9% of sales versus CHF 384 million or 15.5% in 2017

Effective tax rate of 14%, compared to 15% in 2017

Basic EPS of CHF 40.26 per share, versus CHF 41.70 in 2017



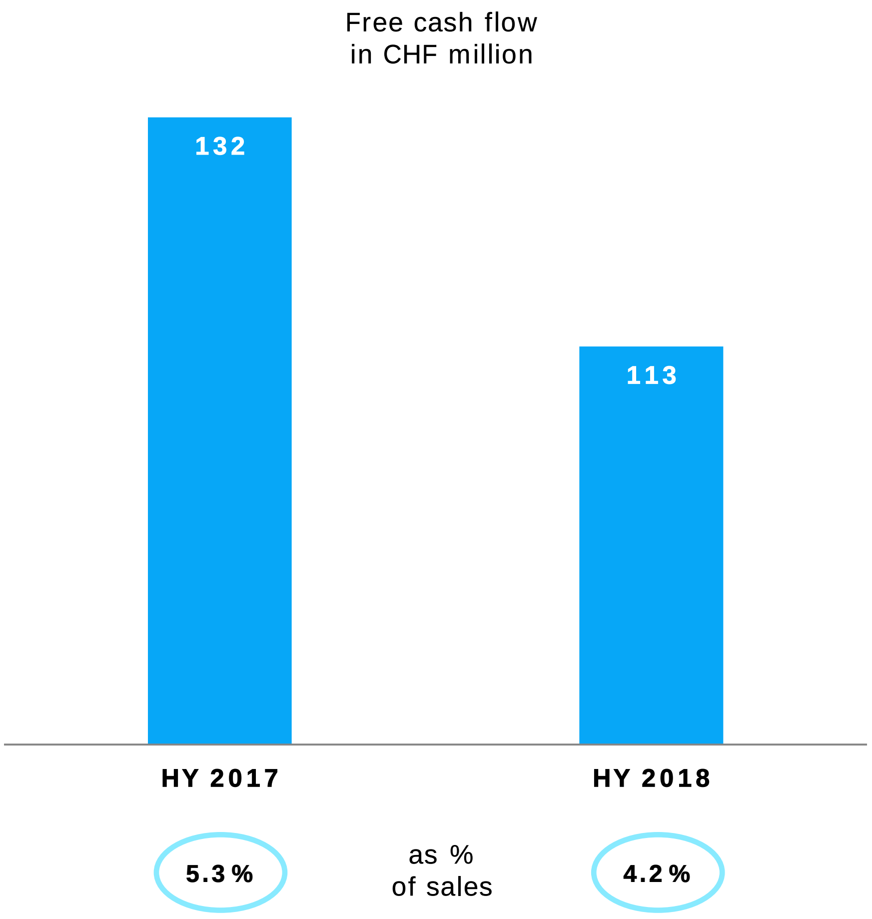
Free cash flow
Sustained underlying performance

Free cashflow of CHF 113 million, compared to CHF 132 million in 2017, FCF is 4.2% of sales compared to 5.3 % in 2017

Operating cash flow of CHF 269 million, the same level as in 2017

Total net investments of CHF 143 million, or 5.3% of sales, compared to 5.0% of sales in 2017, as the Group continues to invest in growth and innovation

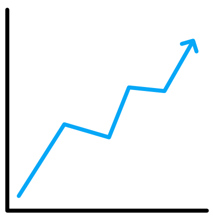
Working capital of 28.7% of sales, remained relatively stable (27.4% in 2017), despite temporarily higher levels of inventory



Gilles Andrier
Chief Executive Officer

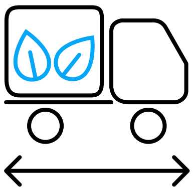
2018 Outlook

Key themes



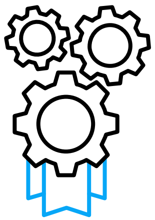
Growth outlook

- Strong recovery in high growth markets in H1 2018, continuing from positive growth in the second half of 2017
- Local and regional customers delivering strong growth
- Areas of strategic focus (Naturals, Health and Well-being, Active Beauty and Integrated Solutions) as well as recent acquisitions all contributing positively



Raw materials

- Raw materials increasing by 5-6%, as forecast and similar outlook for 2019
- Short term one off impact due to key supplier disruption, mainly affecting H1 2018 in the Fragrance Division
- Continuing to implement price increases in collaboration with our customers



GBS

- Implementation is well underway with previously communicated costs and benefit outlook fully confirmed
- Delivering first financial benefits in 2018 of CHF 20 million

Responsible growth.
Shared success.

Growing with our customers	Delivering with excellence	Partnering for shared success
4-5%	12-17%	Partner of choice
Average organic sales growth*	Average free cash flow as % of sales*	

* Over a five-year period by 2020

Creating additional value through acquisitions

Intention to maintain current dividend practice as part of this ambition

Q & A

Disclaimer

No warranty and no liability: While Givaudan is making great efforts to include accurate and up-to-date information, we make no representations or warranties, expressed or implied, as to the accuracy or completeness of the information provided on this presentation/handout and disclaim any liability for the use of it.

No offer and no solicitation: The information provided on this handout does not constitute an offer of or solicitation for the purchase or disposal, trading or any transaction in any Givaudan securities. Investors must not rely on this information for investment decisions.

Forward-looking information: This handout may contain forward-looking information. Such information is subject to a variety of significant uncertainties, including scientific, business, economic and financial factors, and therefore actual results may differ significantly from those presented.