



FIRMENICH

«Inclusive Capitalism» Business Model

Gilbert Ghostine, CEO
April 8th 2019

AGENDA

- 
- **What are the Key Components of Firmenich's 124-year Longevity?**
 - **Our Inclusive Capitalism Business Model**
 - **Dialogue**

A photograph of two hands, one from an older person and one from a younger person, holding a large, ornate metal key. The key is positioned horizontally, with the older hand on the left and the younger hand on the right. The background is a soft, out-of-focus green, suggesting an outdoor setting. The text "FIRMENICH'S 124-YEAR LONGEVITY" is overlaid in a bold, dark blue font.

FIRMENICH'S 124-YEAR LONGEVITY

INSIGHTS ABOUT OUR INDUSTRY?



“There are fewer Perfumers in the World than Astronauts”

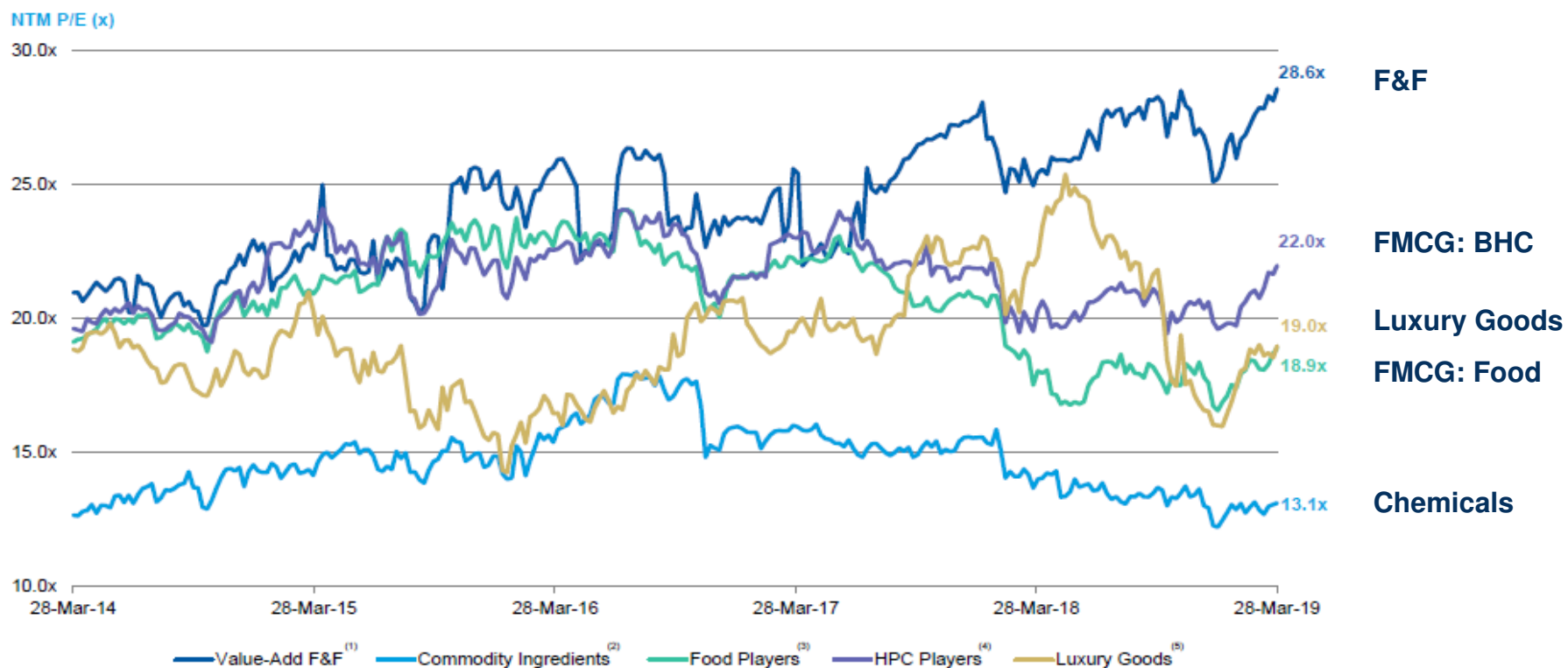


“It takes 3.5 tons of rose petals to produce 1 kilo of rose essential oil”



“The Silicon Valley of Perfume and Taste is Geneva”

FRAGRANCE & FLAVORS LEADING IN VALUATION



Source: Capital IQ as of January 2019

WHAT ABOUT FIRMENICH?

FOUNDED IN 1895 IN
GENEVA, SWITZERLAND

**MORE THAN
A BUSINESS,
WE ARE A FAMILY
WITH A LEGACY**

WHY DOES FIRMENICH STAND OUT?



GOVERNANCE

PRIVATE COMPANY WITH PUBLIC
GOVERNANCE



MERITOCRACY

RESULTS-DRIVEN, DIVERSE
& INCLUSIVE ORGANIZATION



UNITED BY SHARED VALUES

BECAUSE WE CARE

FIRMENICH FAST FACTS



MOST DISTINGUISHED FRAGRANCE HOUSE

Latest Successes



Glossier You
Glossier



Gentleman
Givenchy



Bloom
Gucci



Armani Privé, Iris Celadon
Giorgio Armani



Scandal
Jean Paul Gaultier

Iconic Bestsellers



CK One
Calvin Klein



Flower by Kenzo
Kenzo



Acqua Di Gio
Giorgio Armani



Light Blue
Dolce & Gabbana



Black Opium
YSL

CREATING FOR THE WORLD'S MOST DESIRABLE BRANDS



PRIVATE COMPANY
**WITH PUBLIC
GOVERNANCE**



**GILBERT
GHOSTINE**
CEO

**PATRICK
FIRMENICH**
CHAIRMAN OF
FIRMENICH BOARD



BOARD OF DIRECTORS

OUR EXECUTIVE TEAM



**Eric
Nicolas**
Group CFO,
Corporate
VP Strategy &
Global Services

**Mieke
Van de Capelle**
Chief
Human
Resources
Officer

**Bhavesh
Shah**
Chief
Purchasing
Officer

**Jane
Sinclair**
General
Counsel
& Secretary
of the Board

**Gilbert
Ghostine**
CEO

**Geneviève
Berger**
Chief
Research
Officer

**Armand
de Villoutreys**
President
Perfumery
& Ingredients

**Emmanuel
Butstraen**
President
Flavors

**Boet
Brinkgreve**
Chief
Supply Chain
Officer

HOW WE OPERATE



A background image showing two hands, one from the left and one from the right, holding a small, intricate wooden structure. The hands are positioned as if they are carefully presenting or supporting the object. The background is a soft, out-of-focus green, suggesting an outdoor setting with foliage.

OUR INCLUSIVE CAPITALISM BUSINESS MODEL

WE CARE FOR ALL OUR STAKEHOLDERS



STEPPING UP FOR CLIMATE CHANGE

VISION TO BECOME CARBON NEUTRAL



COP21 • CMP11
PARIS 2015
UN CLIMATE CHANGE CONFERENCE

INDUSTRY LEADING GOALS FOR 2020

Reduce absolute CO₂ emissions by

20%

100%

Manufacturing sites can claim zero waste to landfill

Reduce rate of water use in stressed areas by

25%

Zero

Refrigerant R22 used

Reduce rate of total waste generation by

15%

100%

Of our global electricity to be from renewable sources or offset

SCIENCE-BASED TARGETS FOR 2030

Reduction in absolute Scope 1 and 2 CO₂ emissions vs 2015

39%

Decrease in absolute Scope 3 emissions from our raw materials suppliers vs. 2017

20%

RECOGNIZED RESPONSIBLE BUSINESS LEADER





ACCELERATING ACCESS TO SANITATION

FIRST PRODUCTS IN THE MARKET IN SOUTH AFRICA & BANGLADESH IN 2018

INNOVATING FOR NUTRITION



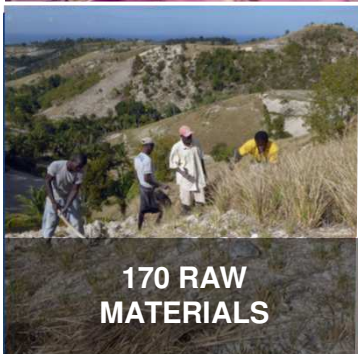
**TASTEPRINT™ REDUCES UP TO 100%
OF ADDED SUGAR NATURALLY**

In 2018 Removed
= 800 BILLION CALORIES



**REINVENTING PROTEINS
FOR HEALTHY
AND SUSTAINABLE DIETS**

RESPONSIBLE SOURCING: **#NATURALSTOGETHER**



**170 RAW
MATERIALS**



**LOCALLY SOURCED
IN 40 COUNTRIES**



**SUPPLIED BY
100 PRODUCERS**



**5% PREMIUM ON ALL
CROPS WE BUY**



**CONTRIBUTING TO
THE LIVES OF
250,000 FARMERS**

FIRMENICH, A LEGACY OF



PERFORMANCE:
Organic Growth Leader

WORLD-CLASS SCIENCE:
Our Engine of Growth

RESPONSIBILITY:
Because we care



DIALOGUE

SUSTAINABLE BUSINESS IS SMART BUSINESS

