

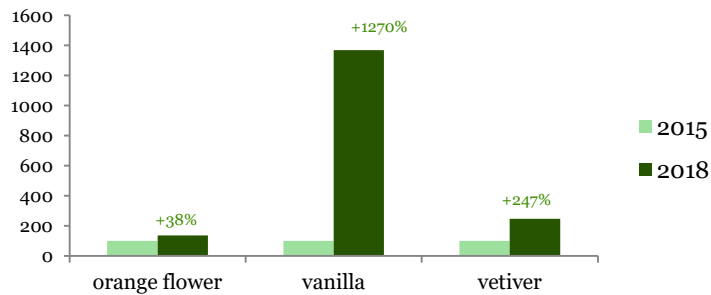
**IFF-LMR**

**PIONEERING  
NATURE**

# New Market Dynamics

- ✓ Growing consumer preference for natural, sustainable and safer products
- ✓ Aromatherapy boom
- ✓ Climate changes
- ✓ Need for more transparency

Example of Price Evolution



# Our Values

PURE



NATURAL



TRANSPARENT



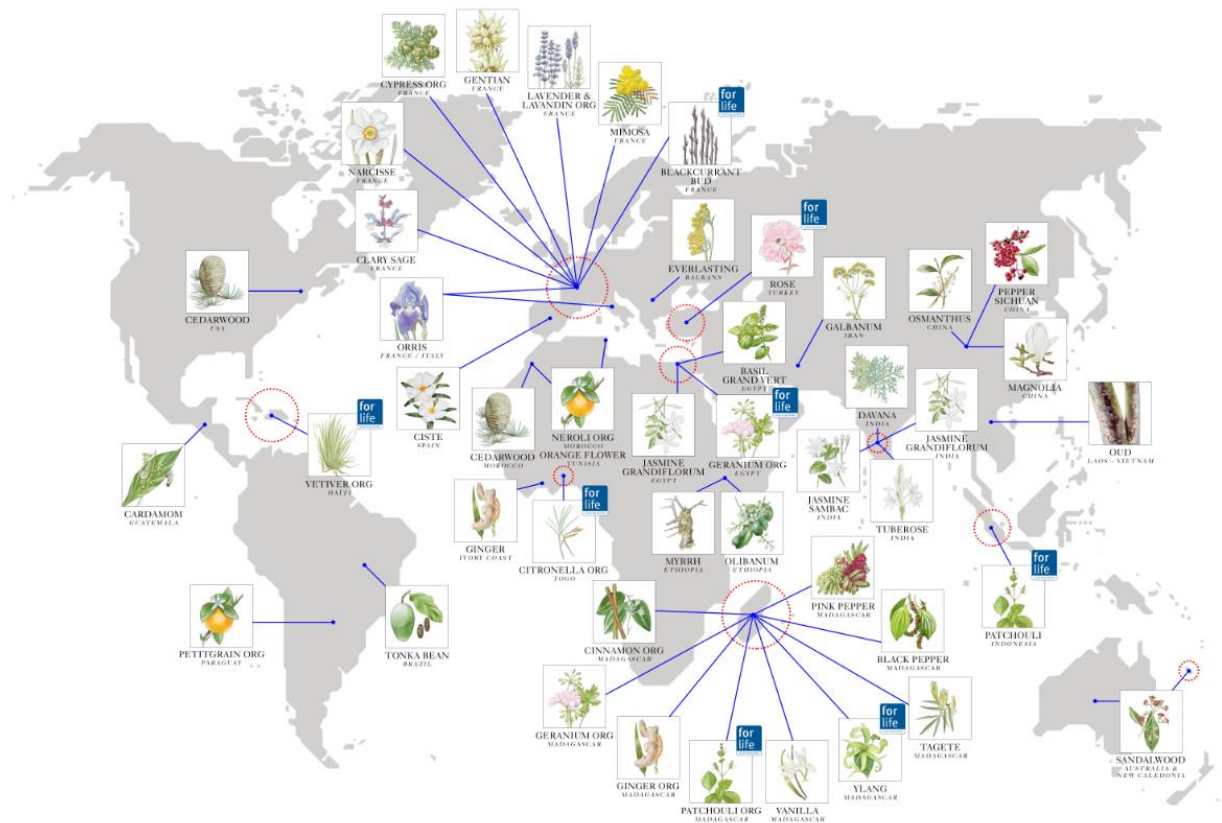
SUSTAINABLE



## **2. LMR PORTFOLIO**



# 1000 naturals from 120 botanical families



# Operational Setup: 4 Main Manufacturing Sites

First Stage

**Aumont-Aubrac, France: vegetal 1<sup>st</sup> extraction site**



**Isparta, Turkey: rose & juniper extraction site**



2nd Stage

**Benicarlo, Spain: large scale 2<sup>nd</sup> transformation**



**Grasse, France: 2<sup>nd</sup> transformation, specialties**



### **3. SUSTAINABLE INNOVATION**



### **3. SUSTAINABLE INNOVATION**

- a. It all starts with vertical integration  
through our sourcing platforms



As a supplier of natural ingredients,  
our **MAIN LIMIT** is...  
... our **ACCESS TO THE VEGETAL**

# Innovation Strategy



Sourcing Platforms



Access to the Vegetal



DRIVE  
growth



LOWER  
risks



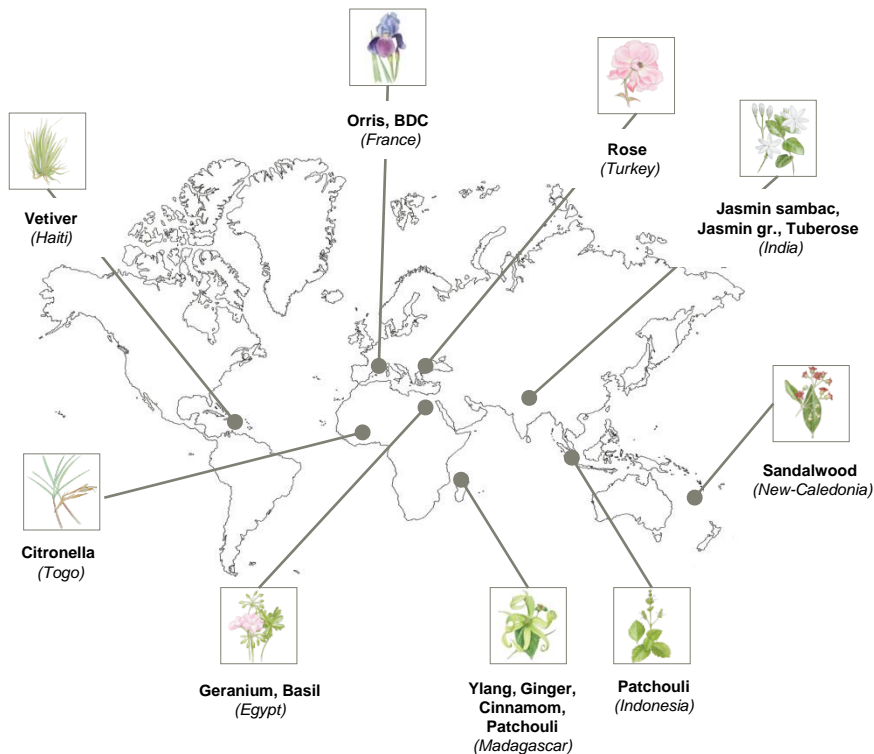
REDUCE  
cost



BUILD  
trust

# Driving Innovation Through Vertical Integration

Our exclusive partnerships allow us to secure our access to vegetal resources



IFF-LMR today

9 Integrated Platforms

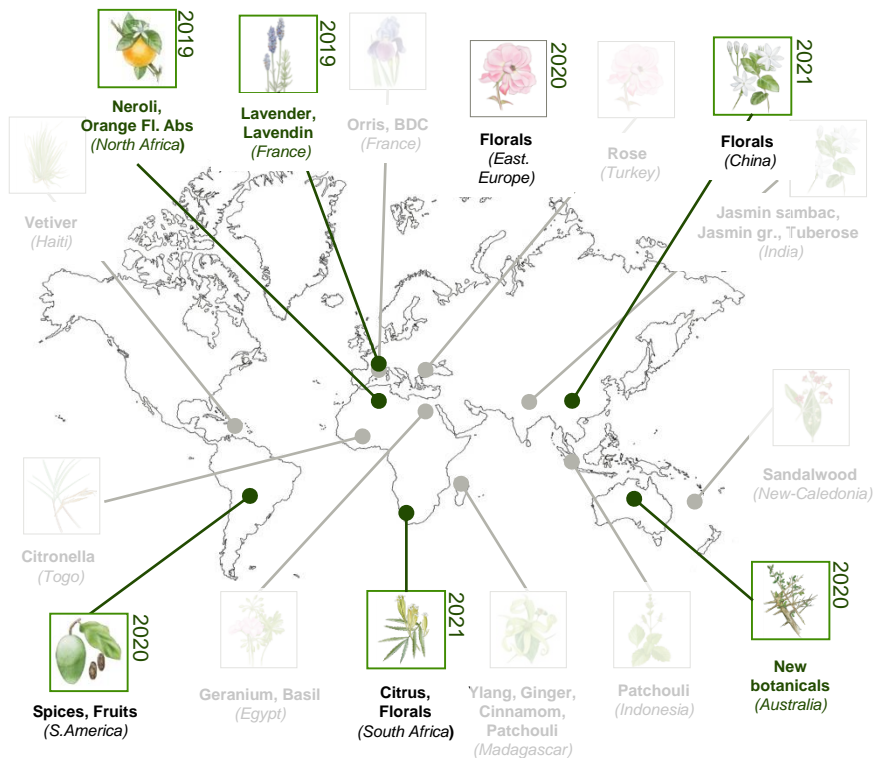
1400 Farmers as direct beneficiaries

30,000 tons of Biomass



# Driving Innovation Through Vertical Integration

A constant quest to new source of botanicals across continents



## IFF-LMR tomorrow

**7 New** Integrated Platforms

Expanding our footprint through  
**FLORALS, FRUITS,  
SPICES, NEW BOTANICALS**

For a total of **16** platforms

### **3. SUSTAINABLE INNOVATION**

b. Our Innovation Strategy

# LMR Differentiators

VEGETAL  
INTELLIGENCE



TECHNOLOGY  
EXPERTISE



BEYOND  
DISCOVERIES



PUSH-PULL STRATEGY

DRIVING COST REDUCTION & INSULARITY INCREASE



# LMR Differentiators



A DEEP UNDERSTANDING  
OF THE VEGETAL  
LEADS TO COST INNOVATION

# Bringing Our Researches to the Fields

## OUR OBJECTIVE

*Maximize the Essential Oil Production  
while respecting the earth and the people*



**Plant development  
studies**



**Good Agricultural  
Practices**



**Mechanization**



# LMR Differentiators



EXTRACTION & PURIFICATION  
PROCESS KNOWLEDGE IN  
FRAGRANCE, FLAVOR &  
COSMETIC



# Creating Unique Specialties

With the highest quality of vegetal in the industry  
we create unique products



## EXTRACTION PROCESSES



Integrated Platforms & Aumont-Aubrac



## PURIFICATION & TRANSFORMATION



In Grasse & Benicarlo



### **3. SUSTAINABLE INNOVATION**

c. Honoring the earth and its people

# A sustainable business model

Partnering in the long term with the farmers and their communities

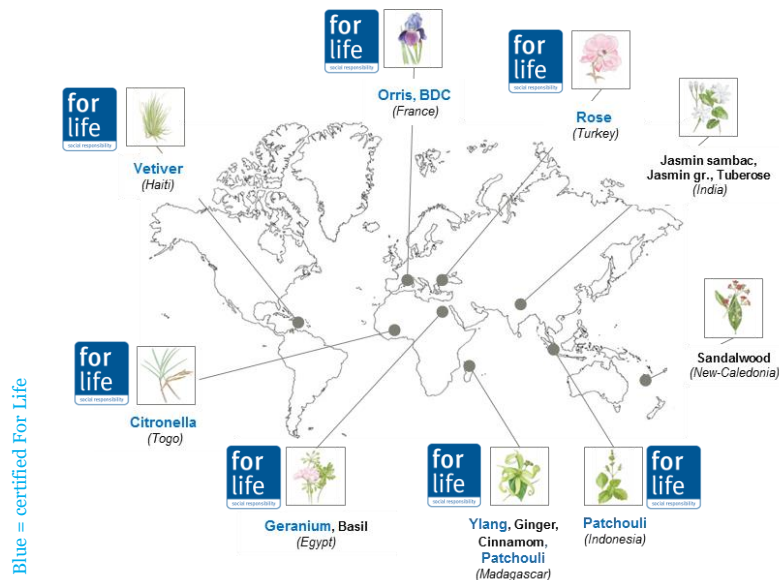
win-win relationship  
*transparency and respect*





# The most For Life certified ingredients in the industry

9 supply chains certified with 28 ingredients



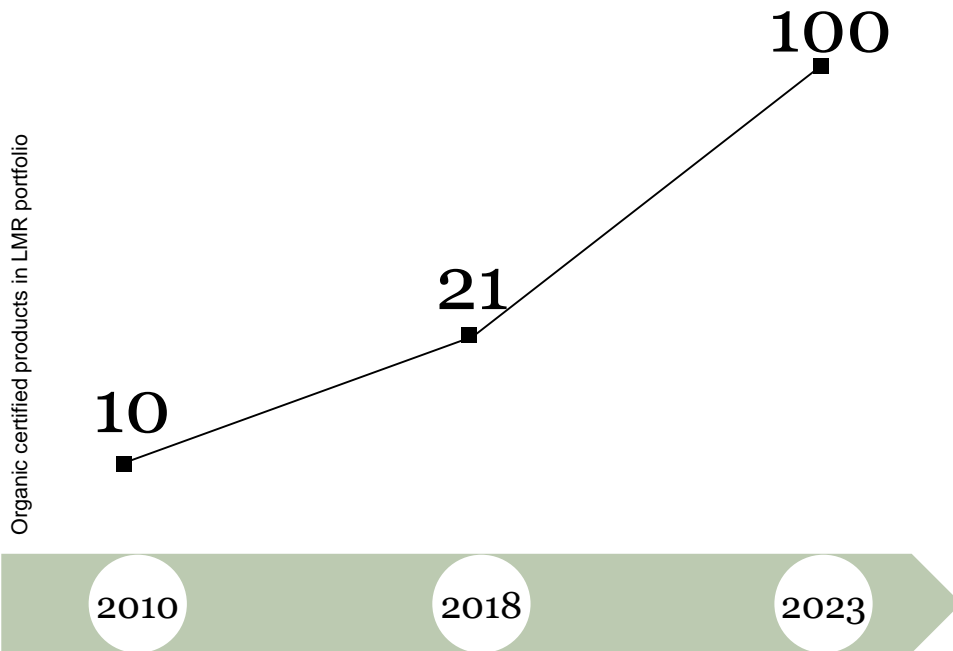
## FOR LIFE: What does it mean?

1. Apply **FAIR** agricultural practices to our vegetal
2. Protect farmers and their families health, to ensure safe **WORKING CONDITIONS** for everybody
3. Protect our **ENVIRONMENT, DIVERSITY** and **CLIMATE** and maintain the **FERTILITY** of soil
4. Produce high quality and quantity of vegetal to **SECURE** farmers **REVENUE**
5. Obtain the best from the plant with as **LITTLE CHEMICALS** as possible
6. Act for sustainable **LOCAL DEVELOPMENT** by creating projects adapted to local contexts



# Growing our Organic Portfolio is a Priority

To be healthier and safer for both the workers and the consumers  
& limit the pollution of the environment by chemicals



# 360 Collaboration With our Customers

From crop to product launch



**A DEDICATED  
PARCEL FOR YOUR  
CLIENT ON ONE OF  
OUR PLATFORM**

**WITH EXCLUSIVE  
PRODUCTS (hearts,  
fractions...)**

**WHILE GIVING  
BACK TO LOCAL  
COMMUNITIES**

**BLOCKCHAIN  
IMPLEMENTATION  
ON THE PARCEL  
  
FOR LIFE  
CERTIFICATION**

**ACCESS TO THE  
PLATFORMS FOR ALL  
PR EVENTS**

**THANK YOU**