



# Investor Presentation

November 2023

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# Turpaz - A Leading Global F&F Company



**Founded  
in 2011**



**14 Production  
sites globally**



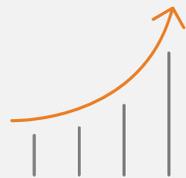
**469 employees  
61 in R&D (15 PhD)**



**Multinational  
fragrance  
& flavor house**



**Acquisitions YTD 2023-  
Aromatique Food  
Food Base**



**Continuous growth via  
M&A and organic growth**



**Fragrance, Taste, Specialty Fine  
Ingredients (including citrus products  
& aroma chemical ingredients)**



**IPO on TASE in May 2021  
Trade on SME-60.  
Symbol: **TRPZ****

**# BRING THEM  
HOMENOW**

# Q3 2023 Highlights (US \$)

Record Sales Result

**\$ 32.5M**

+ 7.0%

(6.5%) Organic

Gross Profit

**\$ 13.0M**

+8.6%

Adj. EBITDA / Margin

**\$ 7.6M / 23.3%**

+8.5%

Record Cash Flow  
from Operations

**\$ 6.4M**

Positive Cash Balance

**\$ 19.3M**

Net Profit

**\$ 4.0M**

# 9M 2023 Highlights (US \$)

Record Sales Result

**\$ 94.0M**

+ 6.8% Sales growth  
(4.0%) Organic

Gross Profit

**\$ 36.0M**

+ 5.0% growth

Adj. EBITDA / Margin

**\$ 20.2M / 21.5%**

(0.5%)

Cash Flow  
from Operations

**\$ 6.6M**

Net Profit

**\$ 9.5M**

2 Acquisition YTD 2023

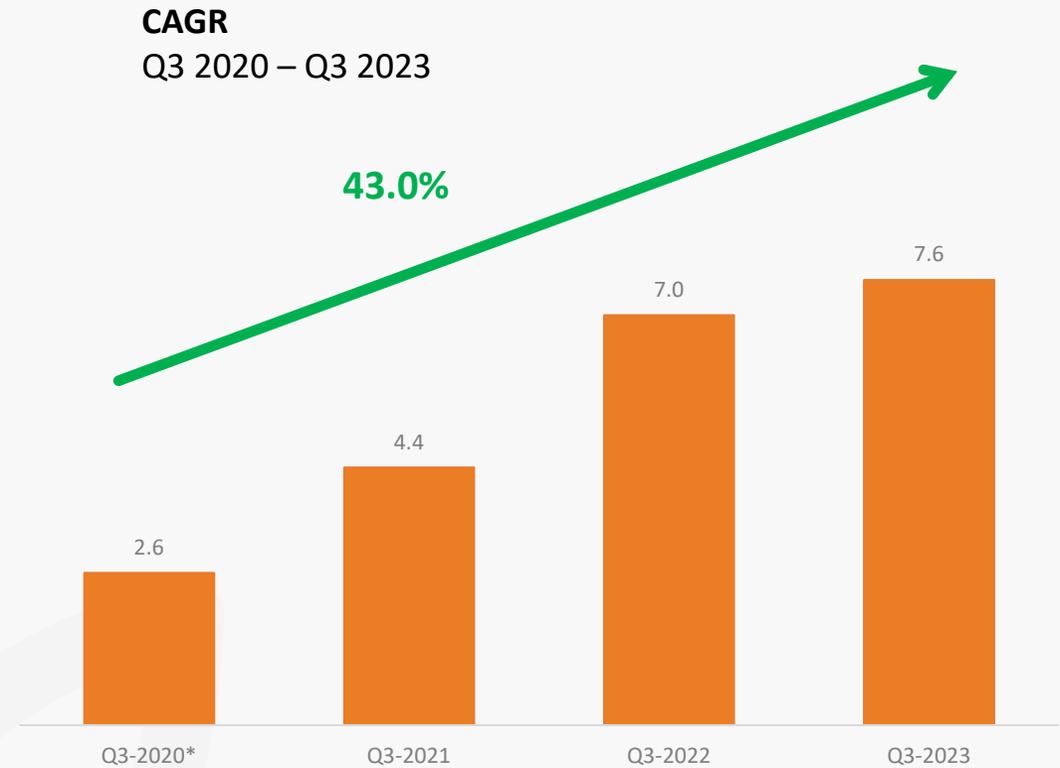
- Aromatique Food
- Food Base

# Growth – Q3 2023

## Sales (M US \$)



## Adj. EBITDA (M US \$)

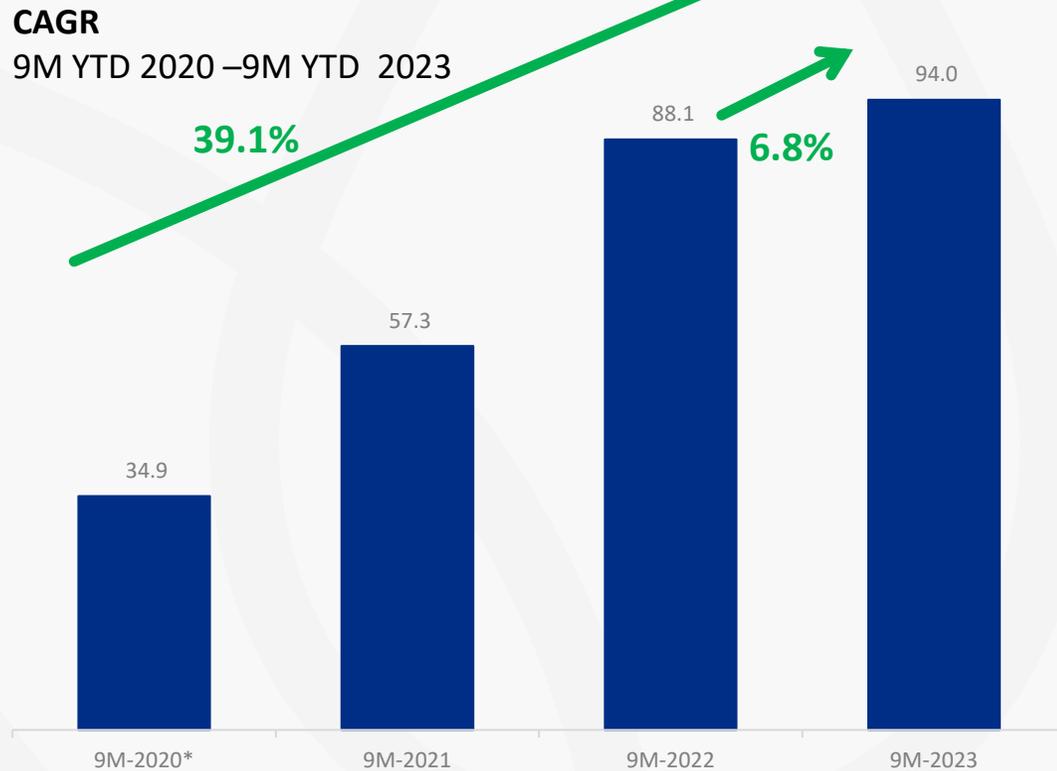


(\*) based on the company's internal reporting

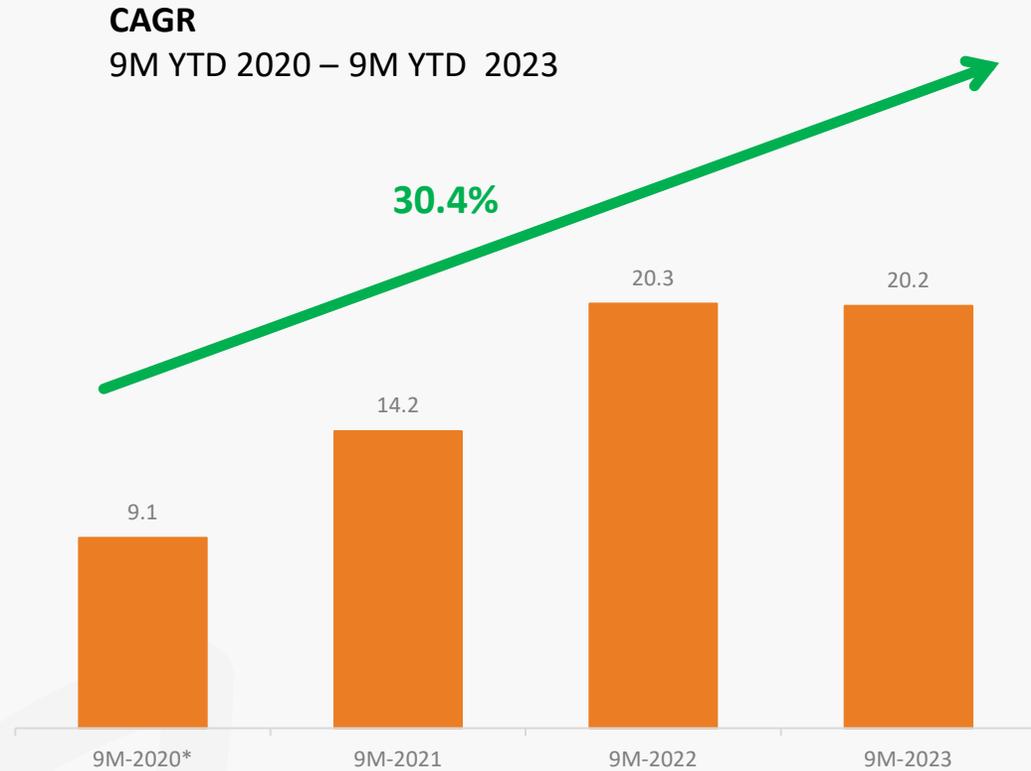
(\*\*)Adj. EBITDA - Adjusted to reflect EBITDA without non-recurring expenses or income.

# Growth – 9M 2023

## Sales (M US \$)



## Adj. EBITDA (M US \$)



(\*) based on the company's internal reporting

(\*\*)Adj. EBITDA - Adjusted to reflect EBITDA without non-recurring expenses or income.

# Sales Breakdown By Territory

In M US \$

## North America

Q3 2023 – 4.1  
Q3 2022 – 6.5

## Europe

Q3 2023 – 15.9  
Q3 2022 – 12.7

## Asia & ROW

Q3 2023 – 4.0  
Q3 2022 – 4.2

## Israel and Middle East

Q3 2023 – 8.4  
Q3 2022 – 6.9

# Q3 2023

## Turpaz – Consolidated

In K US \$ / %	Q3 2022	Q3 2023
Sales	30,346	32,476
Gross Profit	11,950 39.4%	12,981 40.0%
Operating Profit	4,992 16.5%	5,211 16.0%
Adjusted EBITDA	6,971 23.0%	7,561 23.3%



# Q3 2023 Fragrance

In K US \$ / %	Q3 2022	Q3 2023
Sales	6,687	8,528 <b>+27.5%</b>
Operating Profit	2,128 31.8%	2,694 31.6%
Organic		<b>+0.9%</b>
Highlights	The increase in sales stems from organic growth and the acquisition of Klabin in Q4 2022.	



# Q3 2023

## Taste

In K US \$ / %	Q3 2022	Q3 2023
Sales	15,114	16,796 <b>+11.1%</b>
Operating profit	2,164 14.3%	2,612 15.6%
Organic		<b>(6.3%)</b>
Acquisitions		<b>Food Base</b>
Highlights	Focusing on customers/products with higher margins in SDA, contributed to an increase in profitability, alongside a decline in organic sales.	

# Q3 2023

## Specialty Fine Ingredients

In K US \$ / %

Q3 2022

Q3 2023

Sales

8,545 (15.9%) 7,190

Operating Profit

2,315 1,302  
27.1% 18.1%

Organic

(13.8%)

Highlights

Sales mainly affected by the destocking trend, which is expected to end in 2023.

# 9M 2023

## Segments Performance



In K US \$ / %	Net Sales		Operating Profit	
	9M 2022	9M 2023	9M 2022	9M 2023
Fragrance	19,753	24,635	6,064 30.7%	6,387 25.9%
Taste	44,534	48,603	6,564 14.7%	6,887 14.2%
Specialty Fine Ingredients	23,769	20,902	6,523 27.4%	4,313 20.6%

# P&L

K US \$	2022	Q3 2022	Q3 2023	9M 2022	9M 2023
Revenues	118,556	30,346	32,476	88,056	94,016
<b>Gross Profit</b>	47,659	11,950	12,981	34,314	36,015
Gross Profit %	40.2%	39.4%	40.0%	39.0%	38.3%
R&D Expenses	3,607	827	1,231	2,329	3,528
Sales & Marketing Expenses	10,016	2,496	2,591	7,010	7,690
Management & General Expenses	15,055	3,632	3,892	10,496	11,386
Other Expenses (Income)	(8,349)	3	56	(24)	360
<b>Operating Profit</b>	27,330	4,992	5,211	14,503	13,051
Operating Profit %	23.1%	16.5%	16.0%	16.5%	13.9%
Adj. Operating Profit (*)	19,153	4,992	5,211	14,503	13,051
<b>Net Profit</b>	21,331	3,591	4,005	11,790	9,524
EBITDA	35,039	6,691	7,458	19,783	19,801
Adjusted EBITDA (**)	26,862	6,971	7,561	20,279	20,181
Adjusted EBITDA %	22.7%	23.0%	23.3%	23.0%	21.5%
<b>Cash Flow from Operation</b>	<b>31,938</b>	<b>(182)</b>	<b>6,370</b>	<b>926</b>	<b>6,588</b>

(\*) Adjusted to reflect operating profit, net of one-off profit from the fire event.

(\*\*) Adj. EBITDA - Adjusted to reflect EBITDA without non-recurring expenses or income.



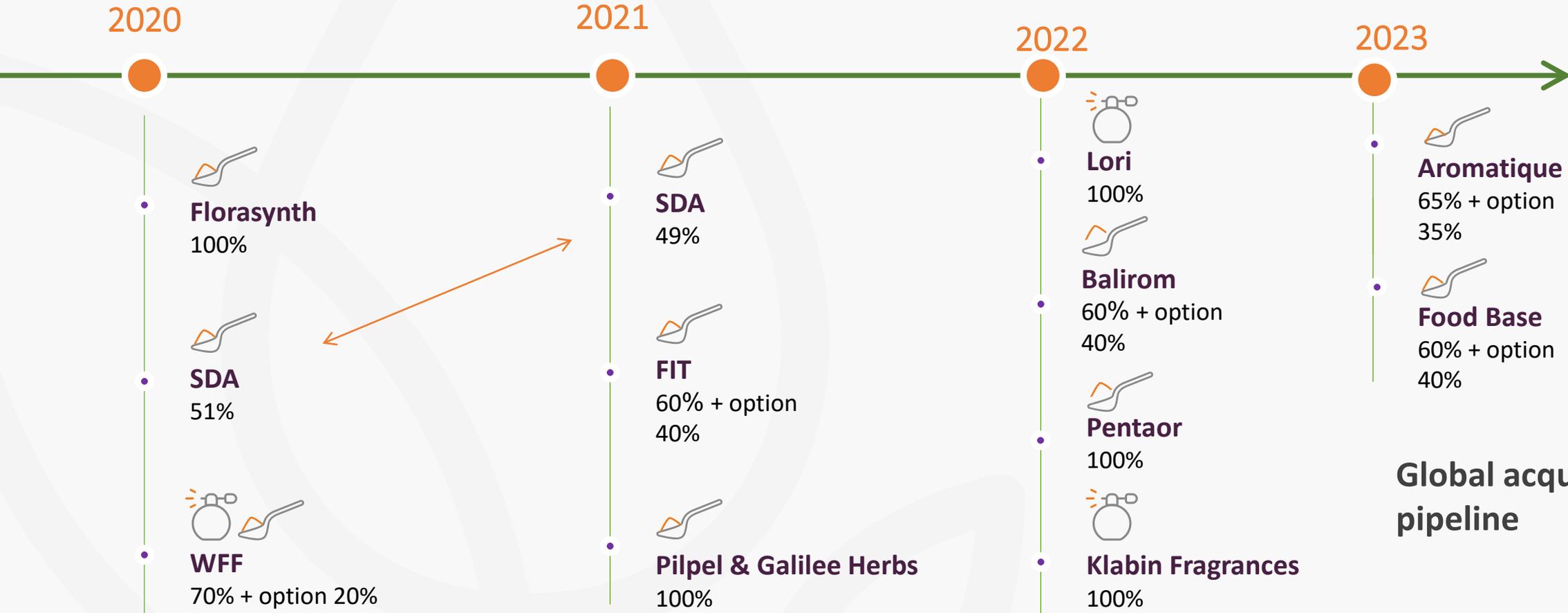
# Balance Sheet

K US \$	31/12/2022	30/9/2022	30/9/2023
<b>Assets</b>			
Current Assets	89,913	92,944	77,916
Non-Current Assets	123,493	93,124	139,837
Total Assets	213,406	186,068	217,753
<b>Liabilities &amp; Equity</b>			
Current Liabilities	46,674	35,140	41,205
Non-Current Liabilities	63,207	60,061	66,912
Equity	103,525	90,867	109,636
Total Liabilities and Equity	213,406	186,068	217,753
<b>Ratio</b>			
Working Capital to Sales	26.1%	30.5%	31.1%
Cash and Cash Equivalent	35,675	29,166	19,317
Net Cash (Net Debts)(*)	19,107	13,258	3,413
Equity to Total Balance sheet	48.5%	48.8%	50.3%

Turpaz's strong equity structure, low leverage, cash flow from operations, funding availability and the strengthening of management and managerial infrastructures enable the implementation of the group's combined growth strategy.

(\*) Debts = Short and long-term loans from banks and other.

# Proven Acquisitions Track Record



**Global acquisitions pipeline**

# Multinational Company

 **Belgium**

Taste  
Sales  
Production  
R&D

 **Poland**

Taste &  
Fragrance  
Sales  
Production  
R&D

 **Latvia**

Fragrance  
Sales  
Production  
R&D

 **Romania**

Taste  
Sales  
Production  
R&D

 **Hungary**

Taste  
Sales  
Production  
R&D

 **USA**

Fragrance &  
Taste  
Sales  
Production  
R&D

 **Israel**

7 sites – Taste, Fragrance &  
Specialty Fine Ingredients  
Sales  
Production  
R&D

 **Vietnam**

Taste & Fragrance  
Sales  
Production  
R&D

Thank You

