

BNP PARIBAS EXANE 11th
MARCH 15, 2023




ROBERTET
GROUPE

SPEAKERS



— Jérôme BRUHAT

CEO - ROBERTET GROUP



— Julien MAUBERT

Director Raw Materials Division
ROBERTET GROUP



01 ROBERTET to (re)discover



ROBERTET SINCE 1850, GLOBAL LEADER OF NATURALS



**Naturals
Leader**



**Independent
Family
Company**



**Based in
Grasse since
the beginning**



**Advanced
industry**



**Creative
& Agile**

ROBERTET KEY FACTS

#1

WORLD LEADER IN NATURAL
RAW MATERIALS*

*Excluding Mint
& Citrus

2 223

EMPLOYEES IN THE WORLD

1 355

SOURCED NATURAL REFERENCES FROM

60 DIFFERENT COUNTRIES

14

CENTERS OF CREATION IN THE WORLD

33

INDUSTRIAL SITES

80

OFFICES /SUBSIDIARIES IN THE
WORLD

8%

OF TURNOVER INVESTED IN R&D



INTERNATIONAL POSITIONS

- SITES DE PRODUCTION / PRODUCTION SITES
- BUREAUX COMMERCIAUX / COMMERCIAL OFFICES

- ALLEMAGNE / GERMANY
- ARGENTINE / ARGENTINA
- BRÉSIL / BRAZIL
- CHINE / CHINA
- COLOMBIE / COLOMBIA
- ITALIE / ITALY
- JAPON / JAPAN
- SUISSE / SWITZER
- AFRIQUE / AFRICA
- EAU / EAU
- ESPAGNE / SPAIN
- ÉTATS-UNIS / UNITED STATES
- MEXIQUE / MEXICO
- PHILIPPINES / PHILIPPINES
- ROYAUME-UNI / UNITED KINGDOM
- CANADA / CANADA
- CORÉE / KOREA
- FRANCE / FRANCE
- INDE / INDIA
- INDONÉSIE / INDONESIA
- SINGAPOUR / SINGAPORE
- THAÏLANDE / THAILAND
- TURQUIE / TURKEY
- VIETNAM / VIETNAM



- SITES D'EXTRACTION DE MATIÈRES PREMIÈRES / RAW MATERIALS EXTRACTION SITES

- GRASSE, FRANCE / GRASSE, FRANCE
- HITEX - BRETAGNE, FRANCE / HITEX - BRETAGNE, FRANCE
- SAPAD - DROME, FRANCE / SAPAD - DROME, FRANCE
- BIONOV - AVIGNON, FRANCE / BIONOV - AVIGNON, FRANCE
- BULGARIE / BULGARIA
- TURQUIE / TURKEY
- NOUVELLE CALÉDONIE / NEW CALEDONIA
- ESPAGNE / SPAIN
- AFRIQUE DU SUD / SOUTH AFRICA
- MADAGASCAR - NOSY BE / MADAGASCAR - NOSY BE

- PARTENARIATS / PARTNERSHIPS

- ÉTATS-UNIS / UNITED STATES
- HAÏTI / HAÏTI
- VÉNÉZUELA / VENEZUELA
- BOLIVIE / BOLIVIA
- SALVADOR / EL SAVADOR
- INDONÉSIE / INDONESIA
- SOMALIE / SOMALIA
- ÉGYPTE / EGYPT
- MAROC / MAROCCO
- TUNISIE / TUNISIA
- INDE / INDIA
- MADAGASCAR / MADAGASCAR
- CORSE / CORSICA
- FRANCE / FRANCE

ONE PASSION : 4 BUSINESS UNITS



RAW MATERIALS



FRAGRANCES



FLAVORS



HEALTH&BEAUTY



EXTERNAL INNOVATION : ROBERTET ACCELERATOR “VILLA BLU”, STARTING MARCH 2023



HOSTING



COACHING



CAPITAL



NETWORK

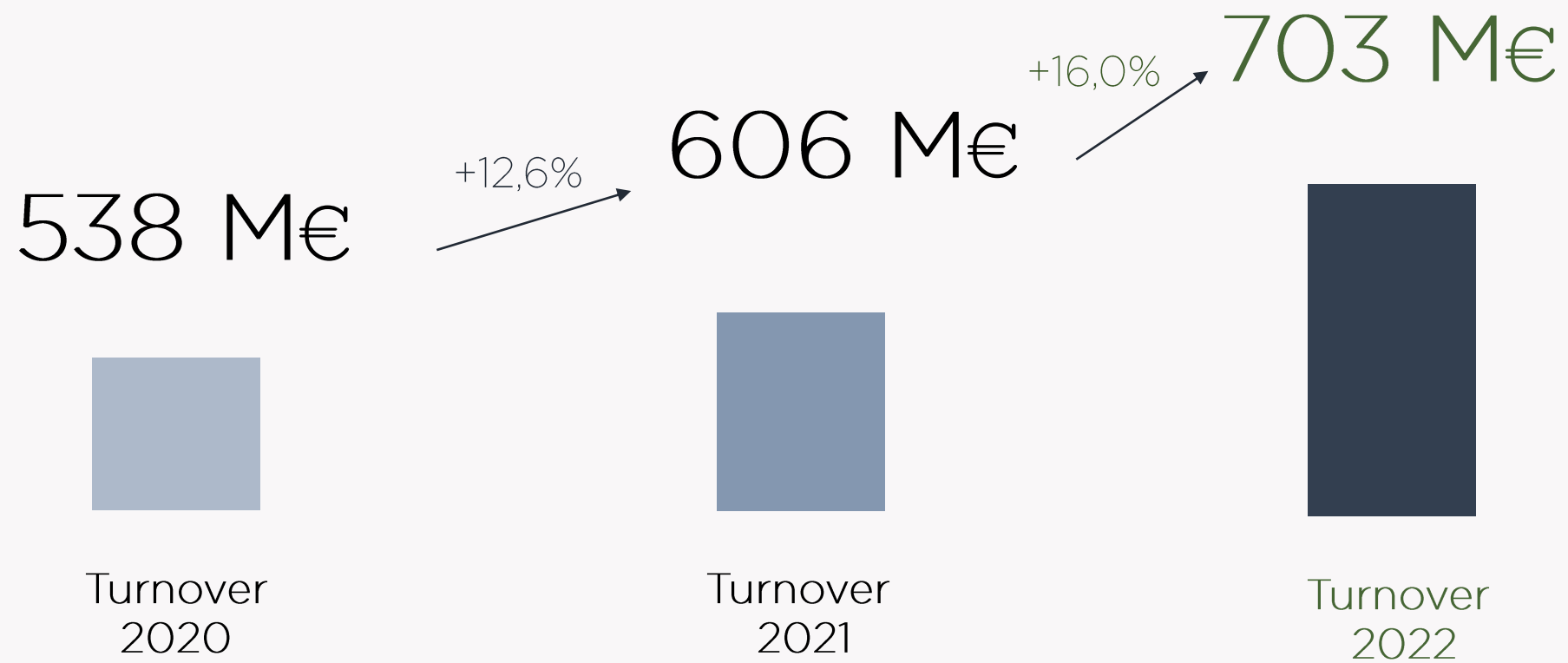
02

RESULTS

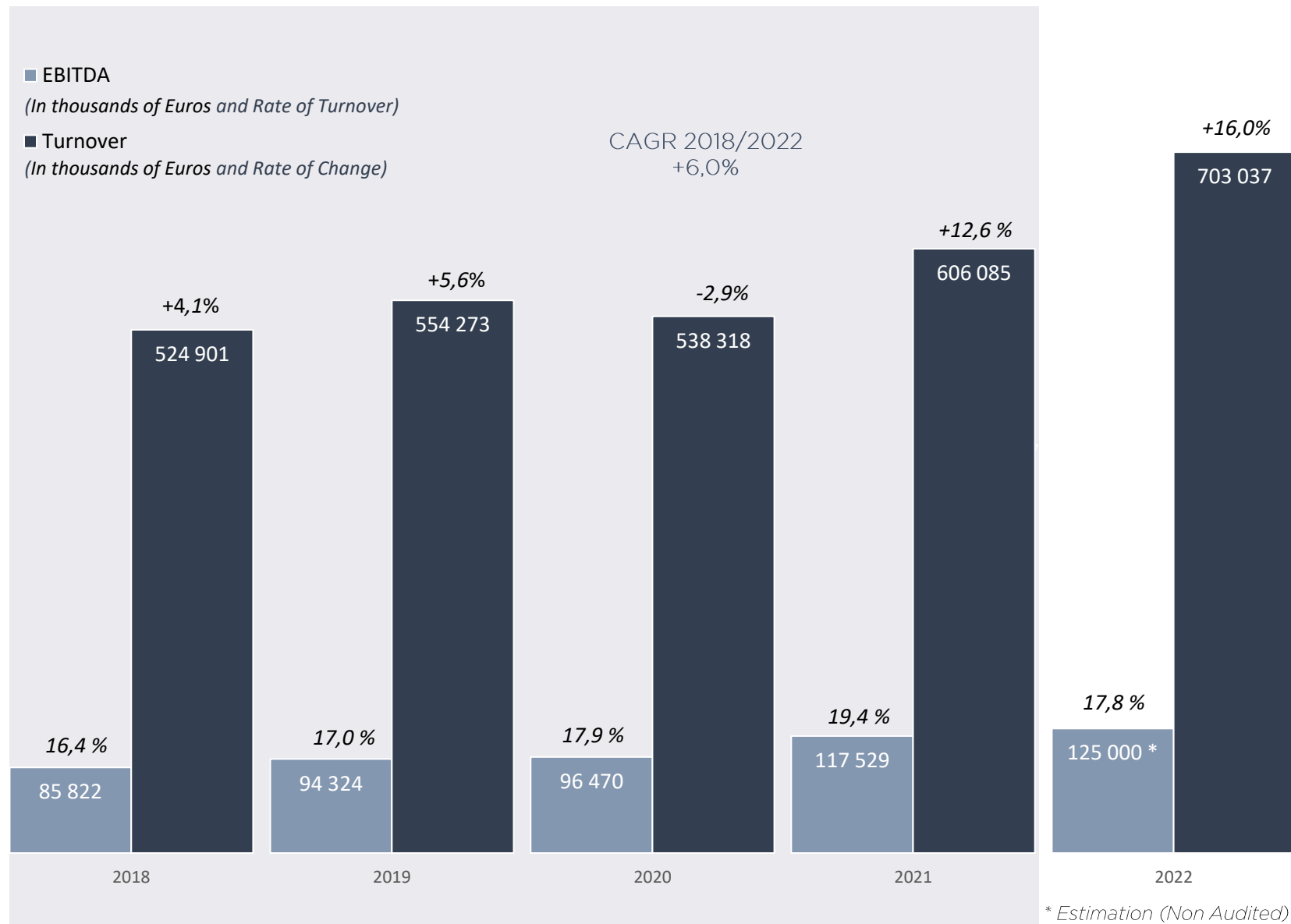


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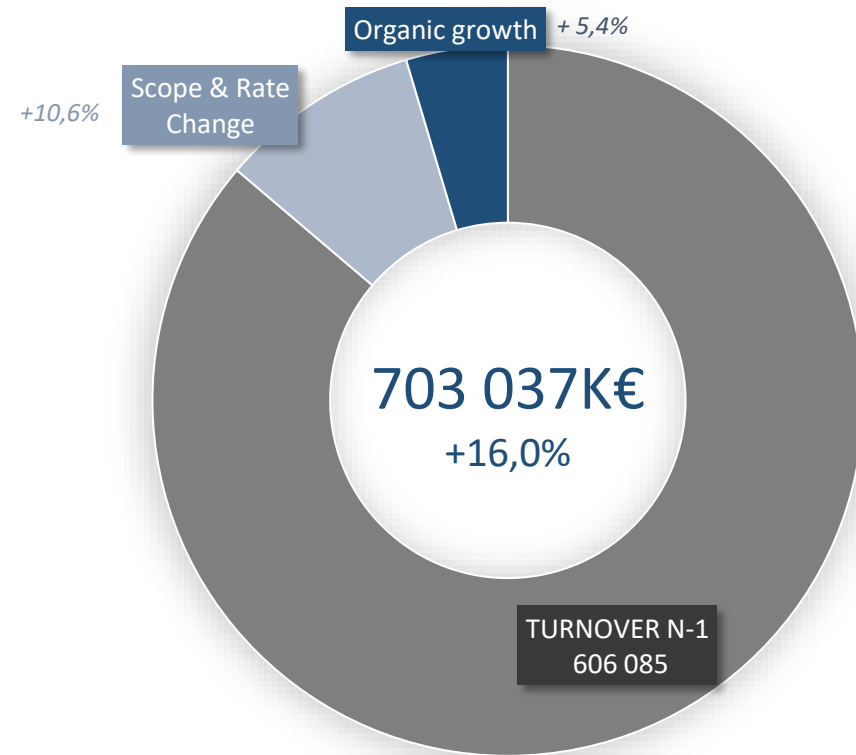
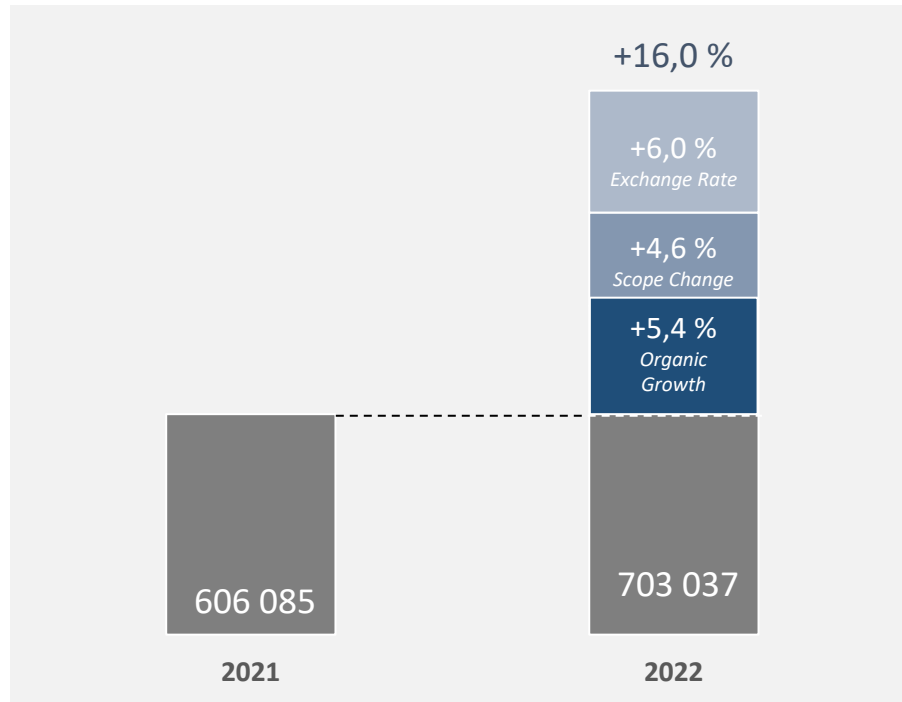
ROBERTET STRONG RESULTS 2022. NET SALES +16%



ROBERTET STRONG RESULTS OVER THE PAST 5 YEARS

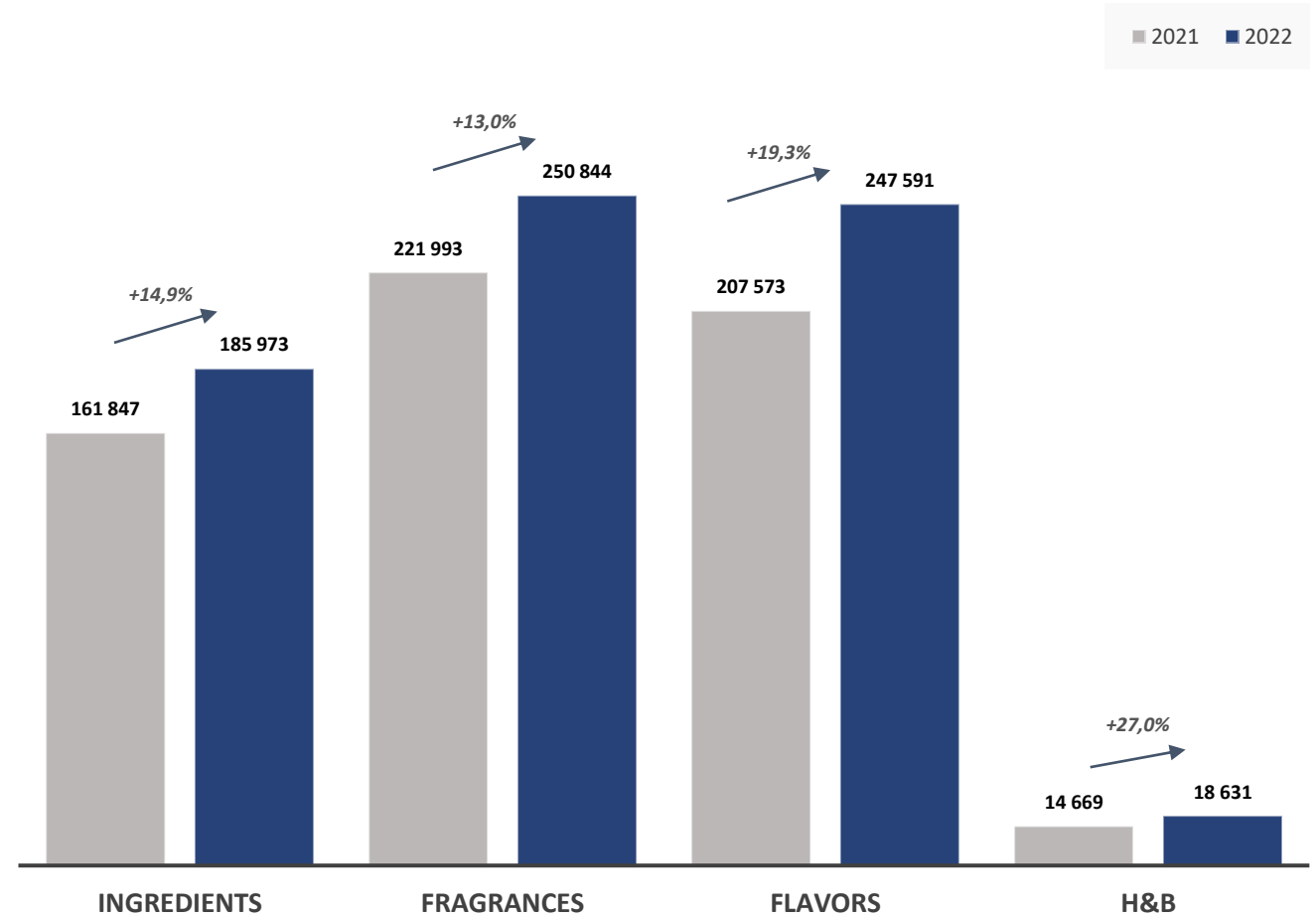
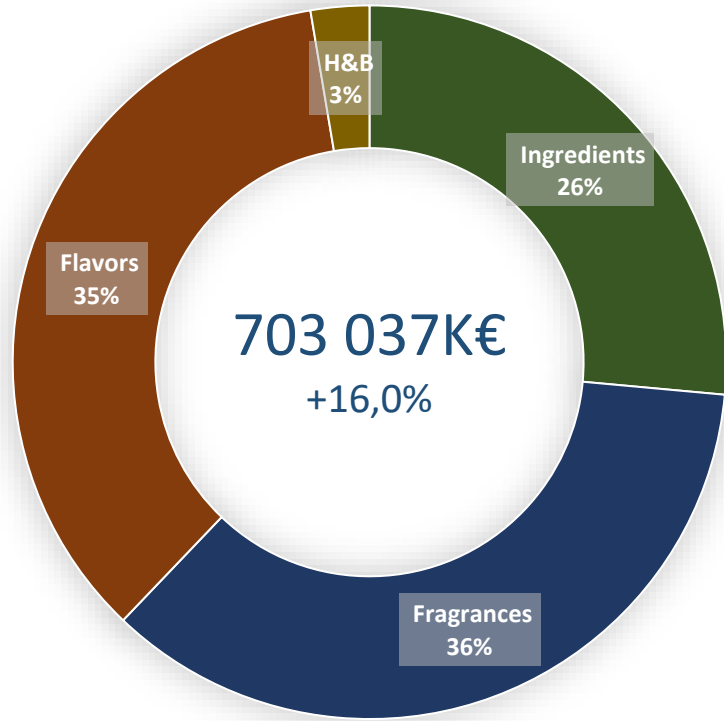


STRONG ORGANIC GROWTH, DRIVEN BY ACQUISITIONS AND A FAVOURABLE EXCHANGE RATE



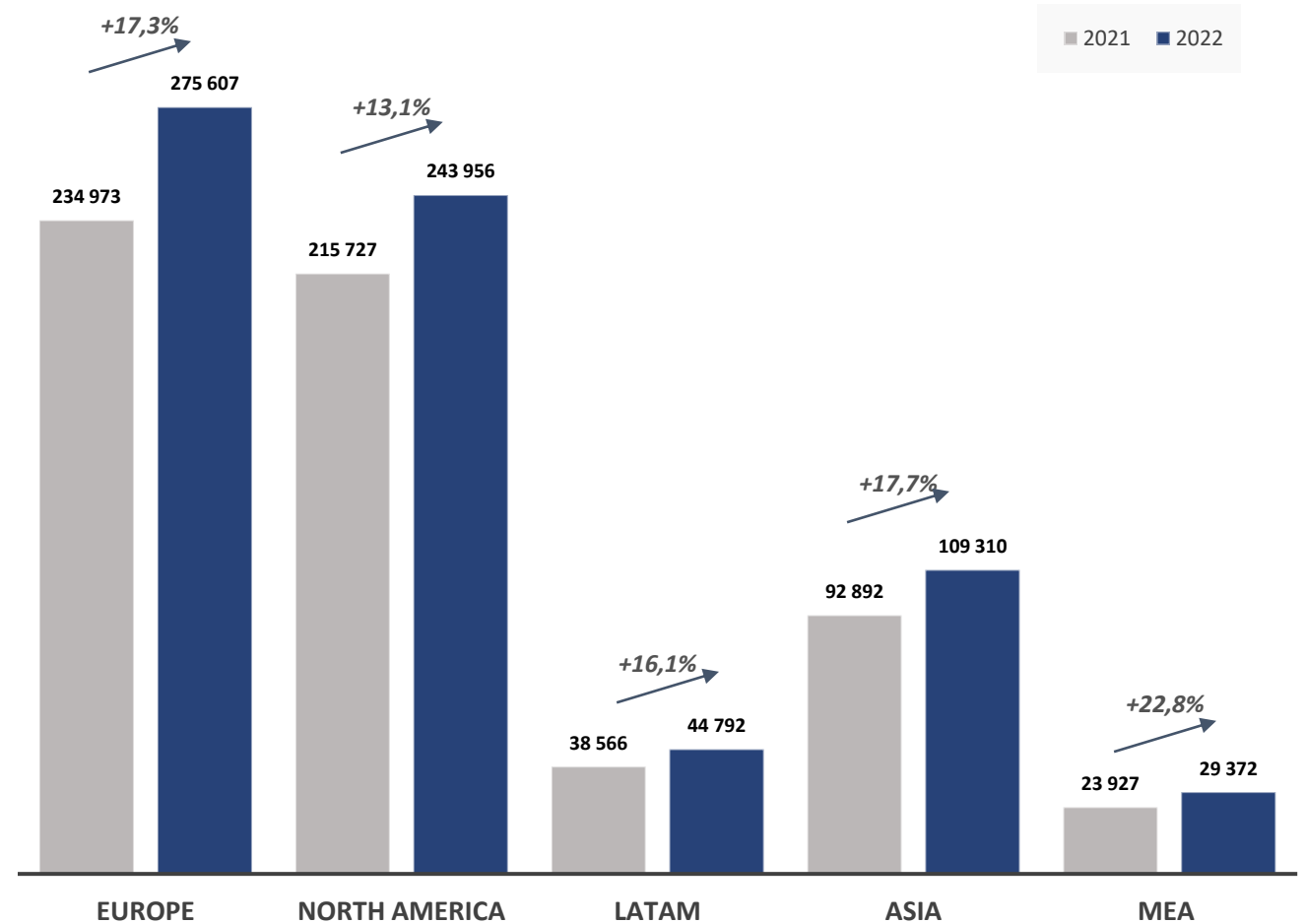
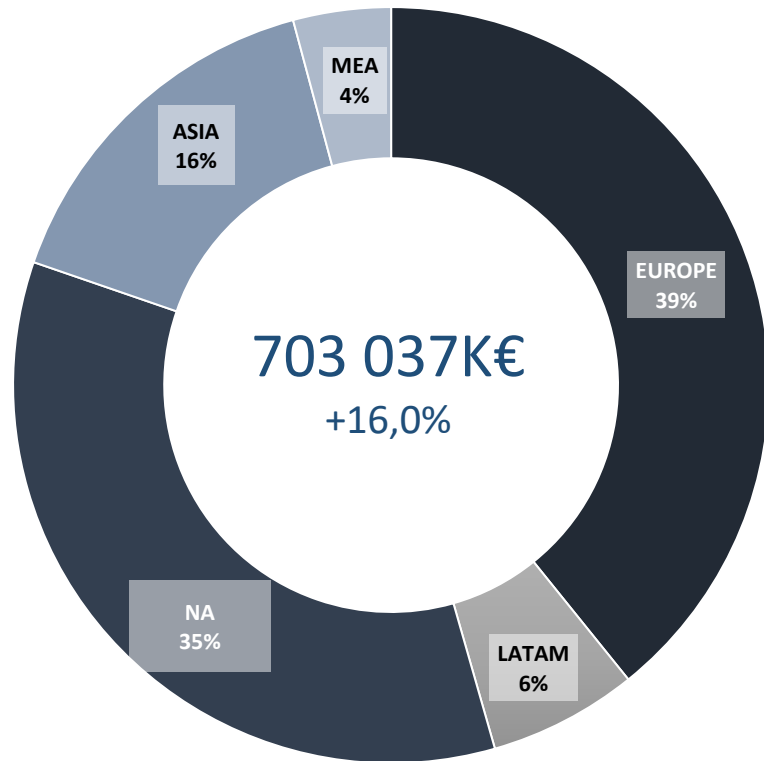
ALL DIVISIONS CONTRIBUTED TO THE STRONG GROWTH IN 2022

(In thousands of euros)

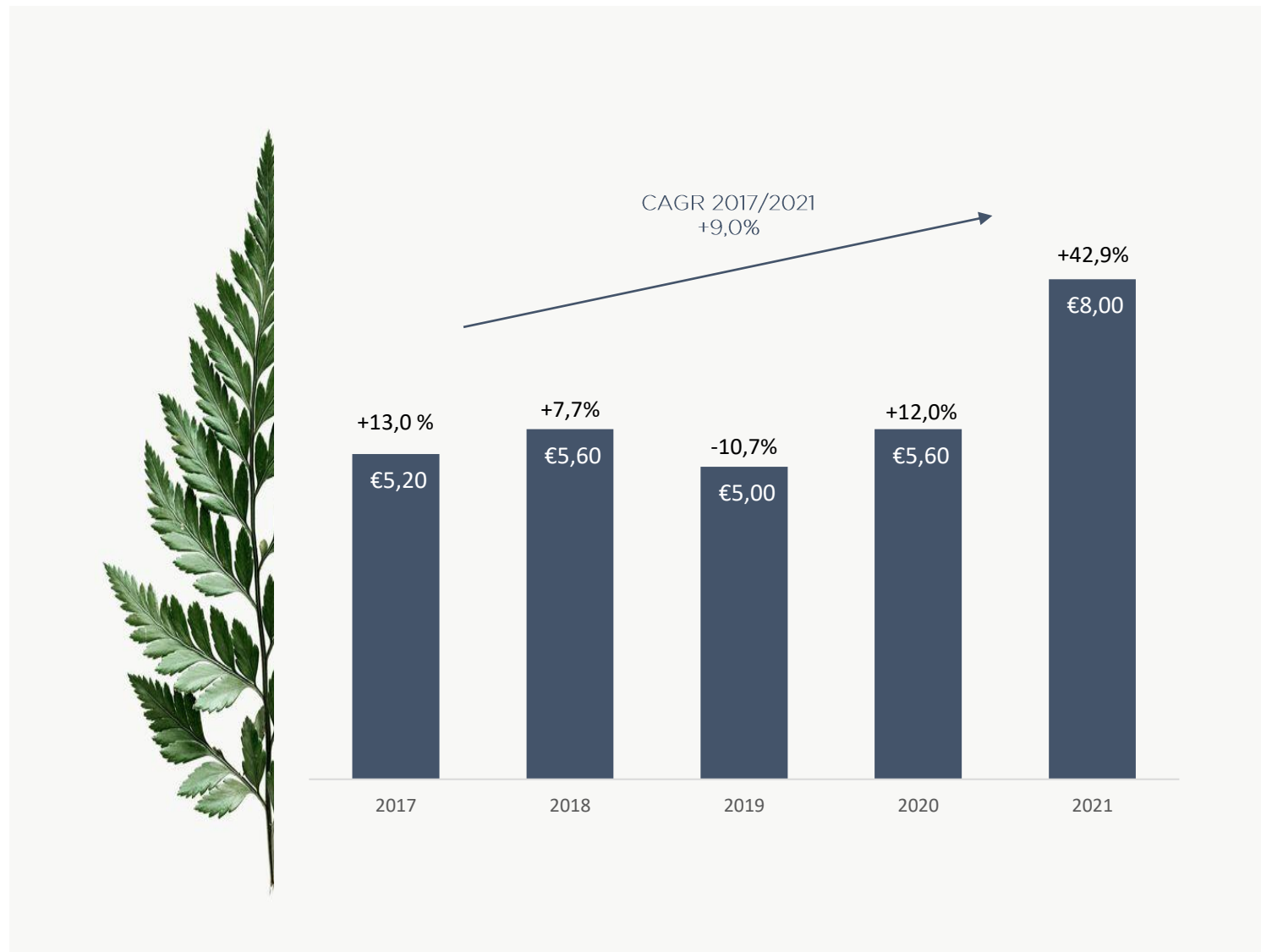


ALL GEOGRAPHICAL AREAS CONTRIBUTED TO THE STRONG GROWTH IN € IN 2022

(In thousands of euros)



DIVIDEND GROWTH ALIGNED WITH BUSINESS PERFORMANCE





03

LEADER IN
NATURALS



ROBERTET
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| WORLD LEADER IN NATURALS

The only F&F company **fully integrated** throughout the entire creative process, from source to final fragrance or flavour : our “Seed to Scent » program

1764 botanical references from **60** countries

Key positions in **strategic ingredients** :

- Sandalwood (New Caledonia)
- Iris (Italy, China, Morocco)
- Tonka (Venezuela)
- Patchouli (Indonesia, Burundi)
- Centifolia Rose (Grasse)
- Damascena Rose (Turkey, Bulgaria)

Top notch **extraction technologies**

Fraction process, molecular-distillation, CO2 extraction, Microwave, Infusion, Enfleurage...



NEW ROBERTET BIO

A new organization to confirm our leading position in organic products

ROBERTET
BIO

SIRIUS
BIO DÈS L'ORIGINE

SAPAD



AN OFFENSIVE STRATEGY OF CERTIFICATION

Becoming the world leader in certified sustainable sourcing

39 of our supply chains already audited

Which represents 48% of our strategic supply chains

21 audited of which 7 with a certification and attestation, in **2021**

18 audited (verifications, certifications or attestations) obtained in **2022**

8 audits (UEBT or FFL) planned for **2023**



EXAMPLE OF CERTIFICATION : VANILLA FOCUS

THE 1st FAIR FOR LIFE Vanilla certified



- First supply chain with an organic certification and a Fair for Life attestation
- 20 t of vanilla produced
- NGO BNS Care : prefinancing crops, building 2 schools and 1 dispensary
- €50 000 of funds returned to the cooperative for social projects
- Complete traceability and transparency : from the pod to the extract (*Seed to Sent™*)

ACQUISITION OF AROMA ESENCIAL - FEB 2023

- Aroma Esencial is a company based in Girona, Spain, specializing in the processing of natural products such as vetiver, patchouli, cedar, ylang-ylang and other strategic products for the aroma industry.
- Aroma Esencial has a great deal of know-how, a high-end industrial tool for fractionation and molecular distillation, and a range of strategic products for the fine fragrance industry.
- This acquisition is fully in line with our desire to consolidate our position as world leader in natural aromatic ingredients and to strengthen our competitive advantage through a unique offering for our customers.





04

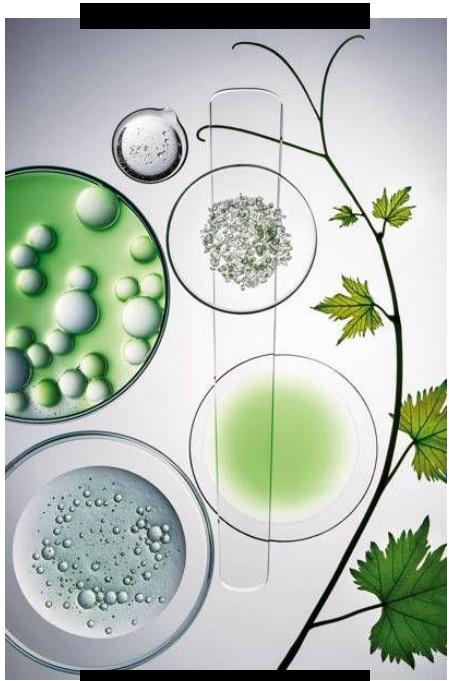
STRATEGY AND FUTURE DEVELOPMENTS



ROBERTET
GROUPE

OUR STRATEGY IN 5 PILLARS

Innovation at the cutting edge of nature



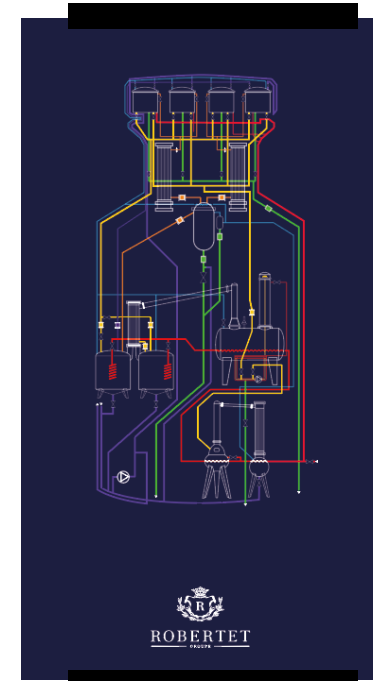
Sustainable development



Globalization and international conquest



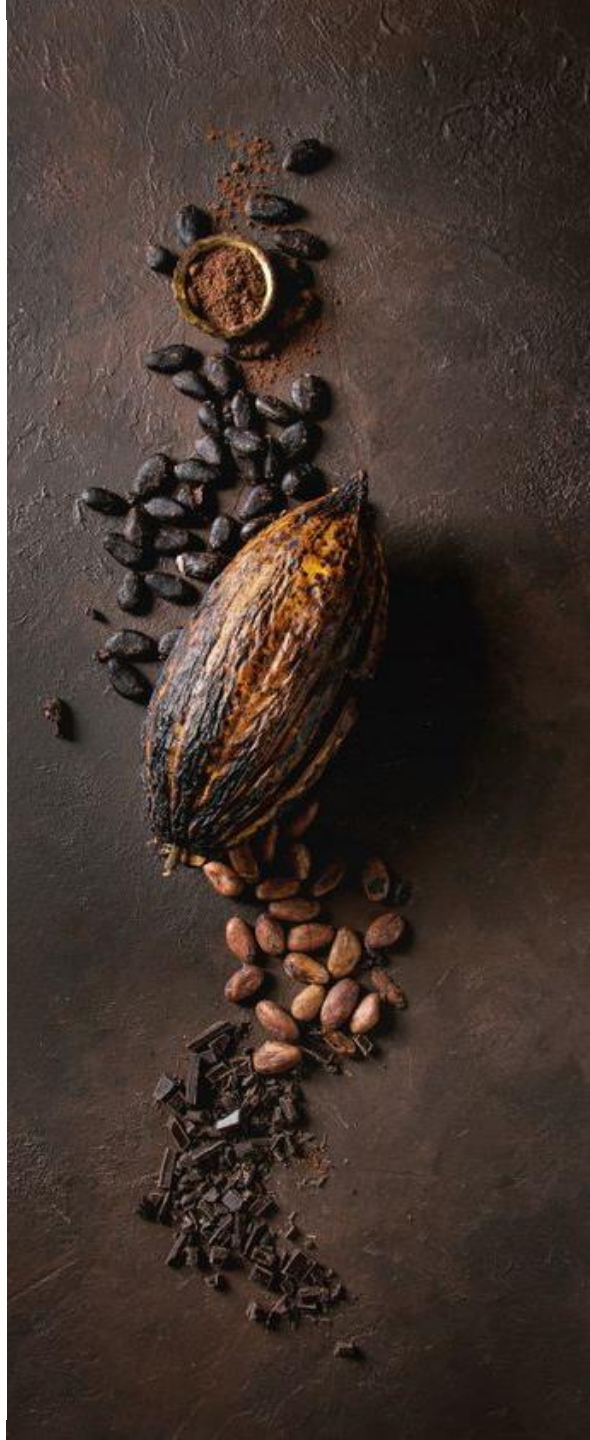
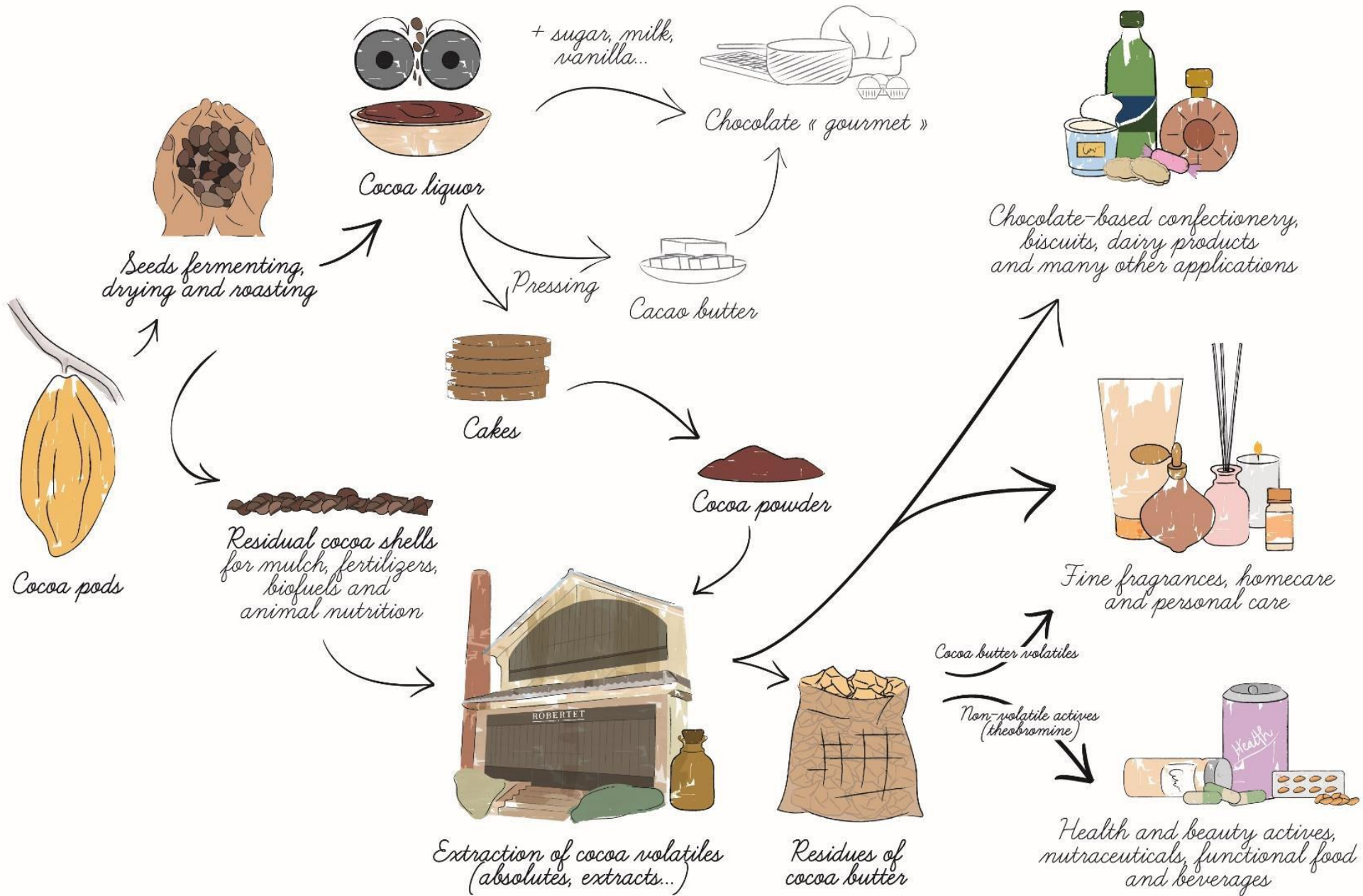
The "Robertet" brand and its reputation



Our people and their tools

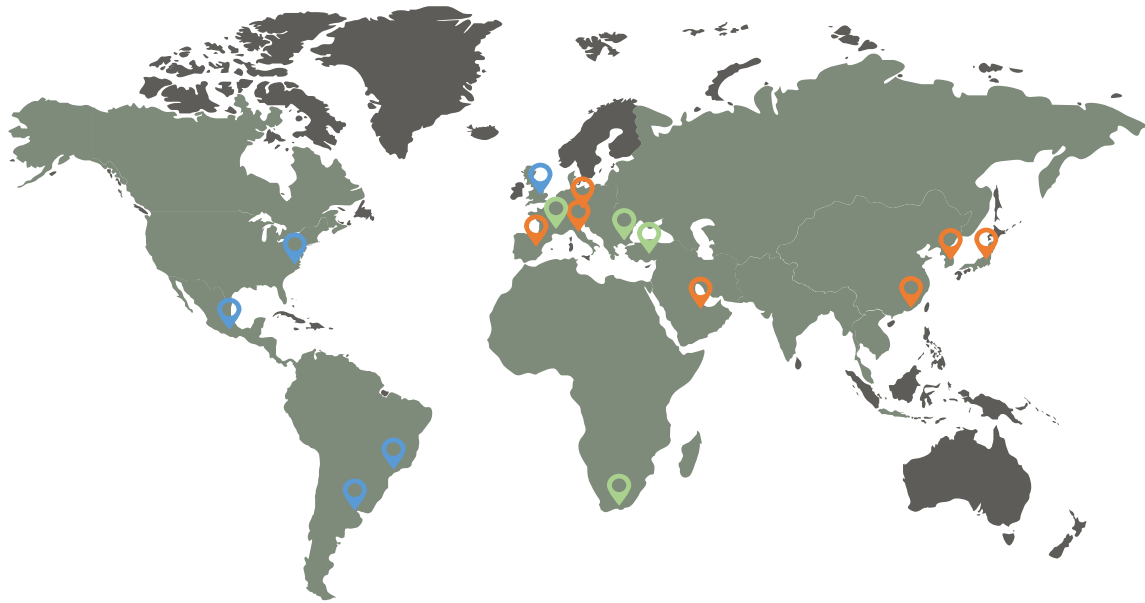


INNOVATION AT THE CUTTING EDGE OF NATURE CYCLES



GLOBALIZATION AND INTERNATIONAL CONQUEST

OUR LOCALISATIONS



 SALES OFFICES  PRODUCTION CENTERS  RAW MATERIAL EXTRACTION SITES

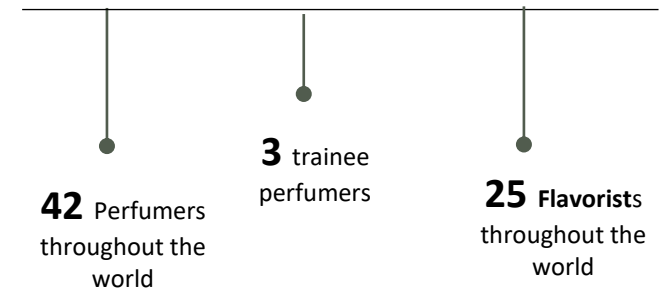
Worldwide network with
20 production centers

CREATIVE CENTERS



 ROBERTET CREATIVE CENTER

Worldwide network with
14 creative centers



SUSTAINABLE DEVELOPMENT: ROBERTET CSR POLICY

5 KEY AREAS



LIVING
TERROIRS



RESPONSIBLE
INDUSTRIAL
SITES



EMPOWERING
PEOPLE



NATURAL
AND
INNOVATING
PRODUCTS



RESPONSIBLE
BUSINESS
CONDUCT

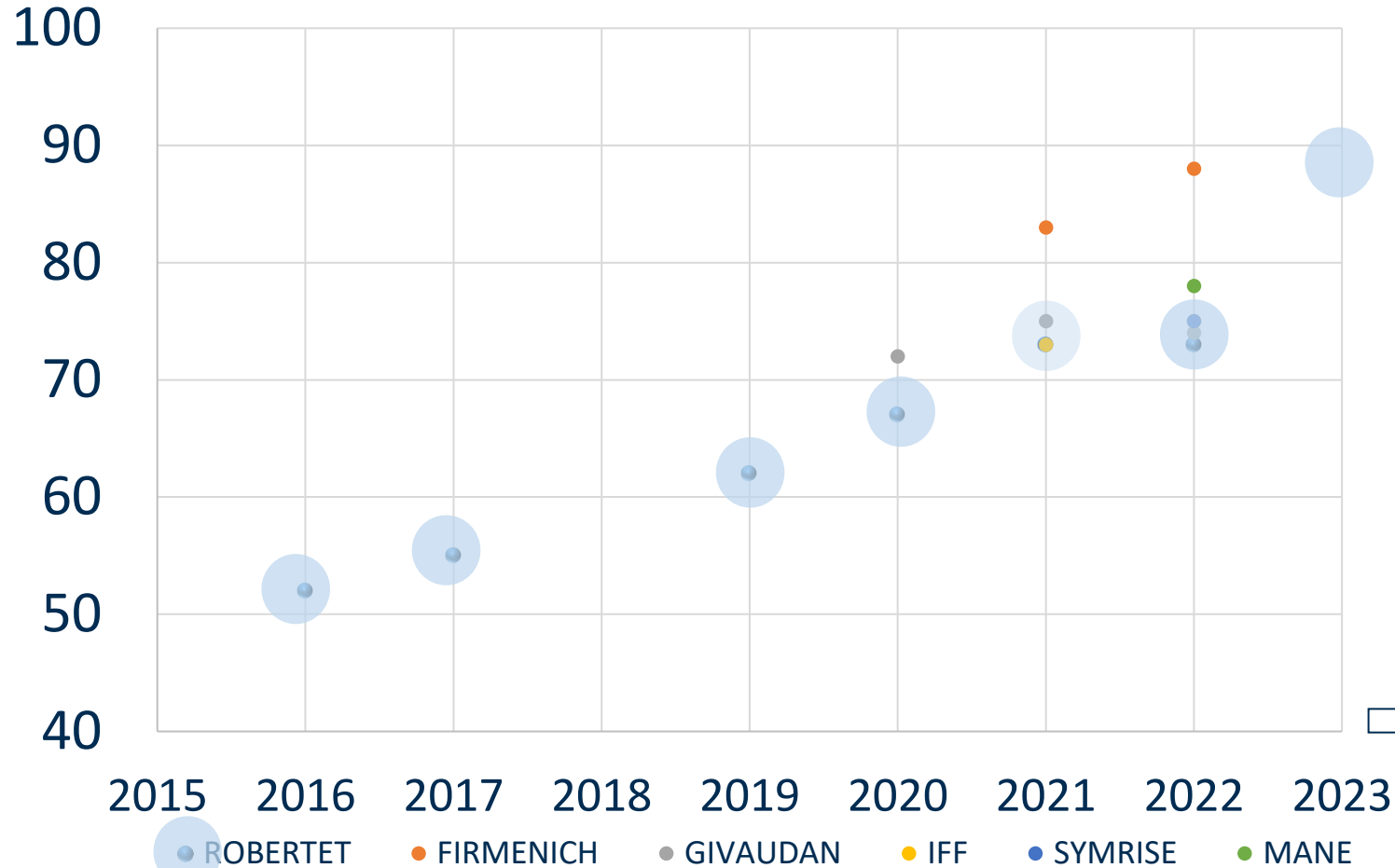


CSR COMMITMENTS & PERFORMANCE ASSESSMENT



SUSTAINABILITY CREDENTIALS: ECOVADIS SCORE CARD 2022

Score ECOVADIS ROBERTET vs CONCURRENTS



Objectif 2023 :
PLATINUM

THE “ROBERTET” BRAND AND ITS REPUTATION

SEED TO FEEL™

SEED TO FEEL

EMOTIONAL

FRAGRANCES PROGRAMS

NATURALLY CREATIVE FUTURE



CONFIDENTIAL

Neuroscience program designed to better understand the impact of odors on consumer moods using scientific data analysis driven by a Robertet cutting-edge patented process involving Virtual Reality and Artificial Intelligence data analysis program.

A unique and innovative patented approach allowing to work with a larger emotions' spectrum than other techniques.

(Robertet Patent pending US / FR / JP & China: FR2112153)

OUR PEOPLE AND THEIR TOOLS

ROBERTET E-Academy

A new e-learning platform
Accessible on a 24 hour / 7 day basis
For all Robertet offices worldwide



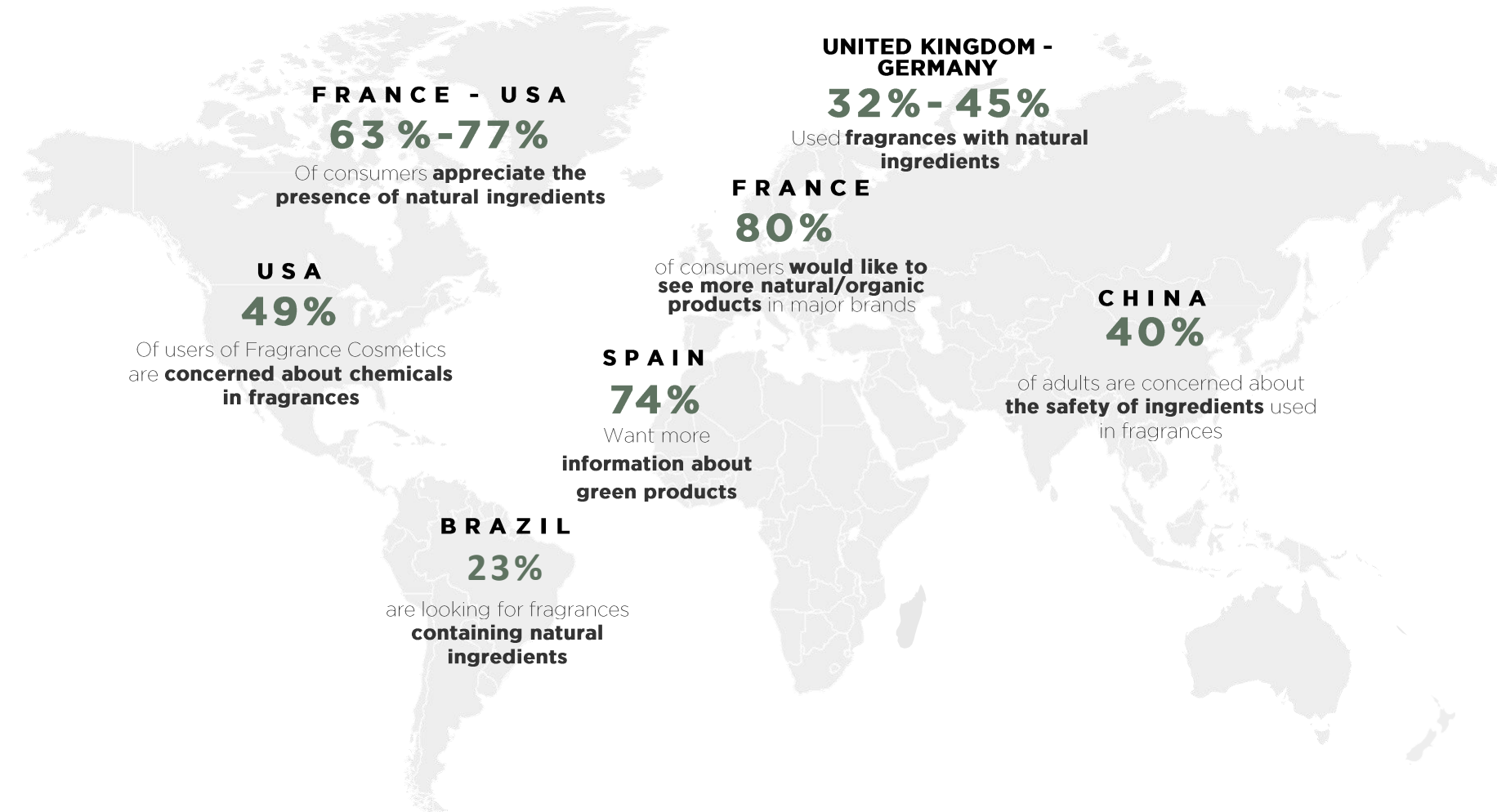


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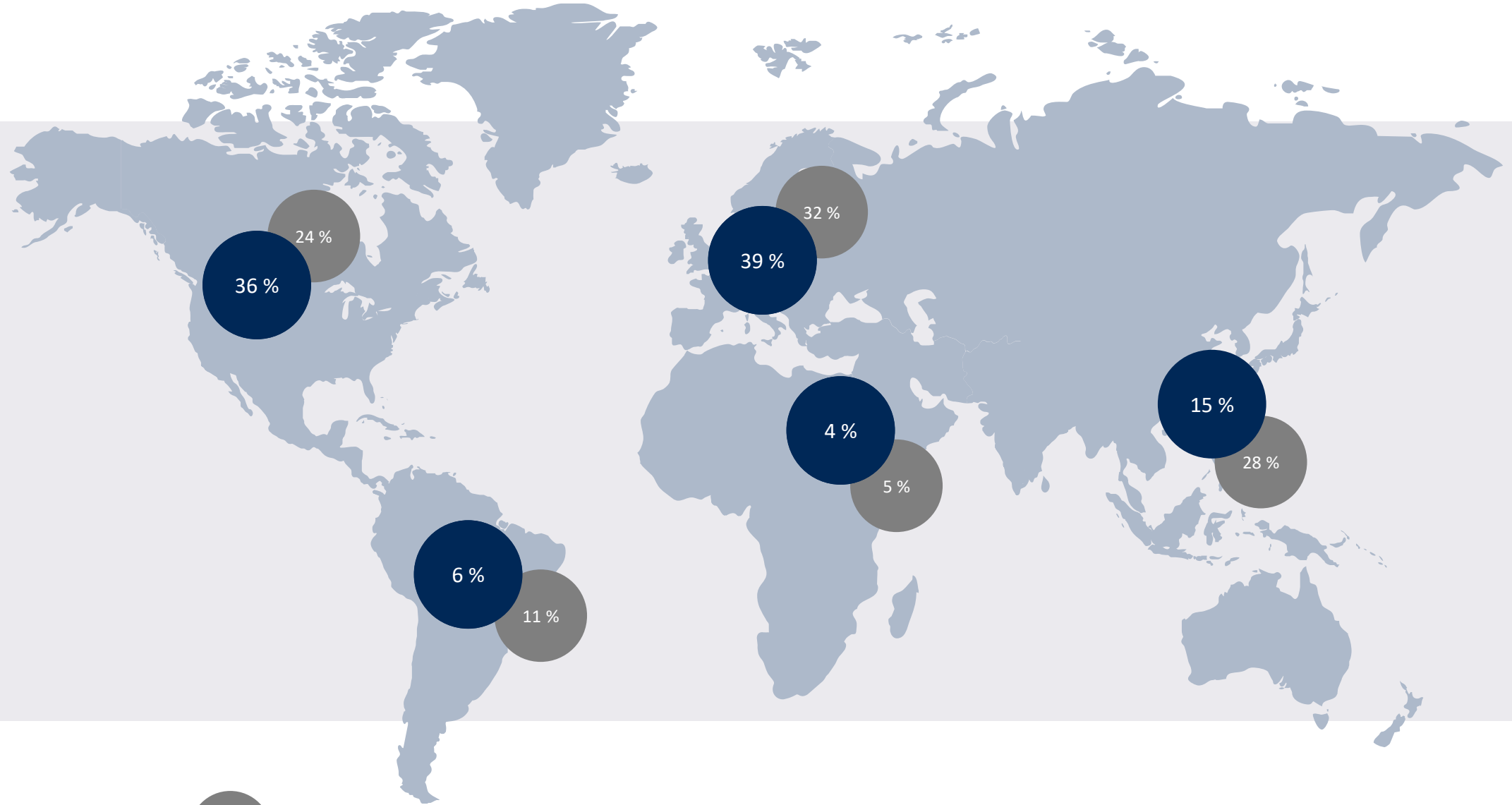
Growth drivers



GROWTH ROADMAP : GLOBAL GROWING DEMAND FOR NATURALS



GROWTH ROADMAP : THE INTERNATIONAL CONQUEST POTENTIAL

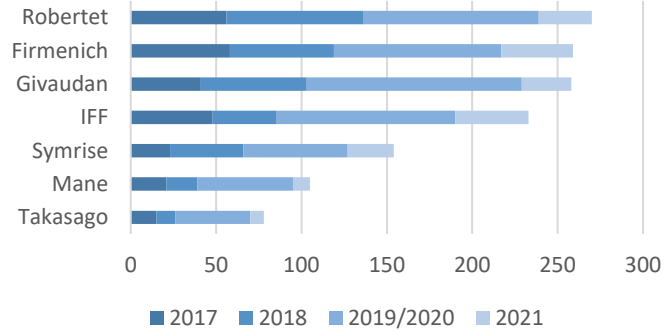


 Robertet

 Competition

GROWTH ROADMAP: NEW MARKET & PRODUCTS

Fragrance Division



Leader in exclusive creation



Flavors Division

NEW FOOD PROPERTIES
Positiv Food



Ingredient Division

**UPCYCLING,
GREEN CHEMISTRY**



H&B Division

NEW ACTIVE INGREDIENTS
CBD



GROWTH ROADMAP: TARGETED EXTERNAL GROWTH



THANK YOU



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