



Investor Presentation

March 2023



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Turpaz - A Leading Global F&F Company



Founded
in 2011



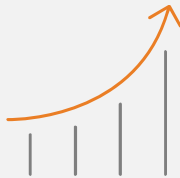
13 Production
sites globally



400 employees
53 in R&D (13 PhD)



Multinational fragrance
& flavor house with
specialty fine ingredients site



Double digit growth via
organic growth and M&A



Fragrance, taste, specialty fine ingredients
(including citrus products & aroma
chemicals ingredients)



IPO on TASE in May 2021
Trade on TA-125 since
February 2022.

Highlights 2022 (US \$)

Sales

\$ 118.6M

+ 38.9% Sales growth
+ 9.9% Organic growth

Gross Profit

\$ 47.7M

+ 37.2% growth

Adjusted EBITDA

\$ 26.9M

+ 31.2% growth

Enhancement and expansion of global management to support global growth strategy

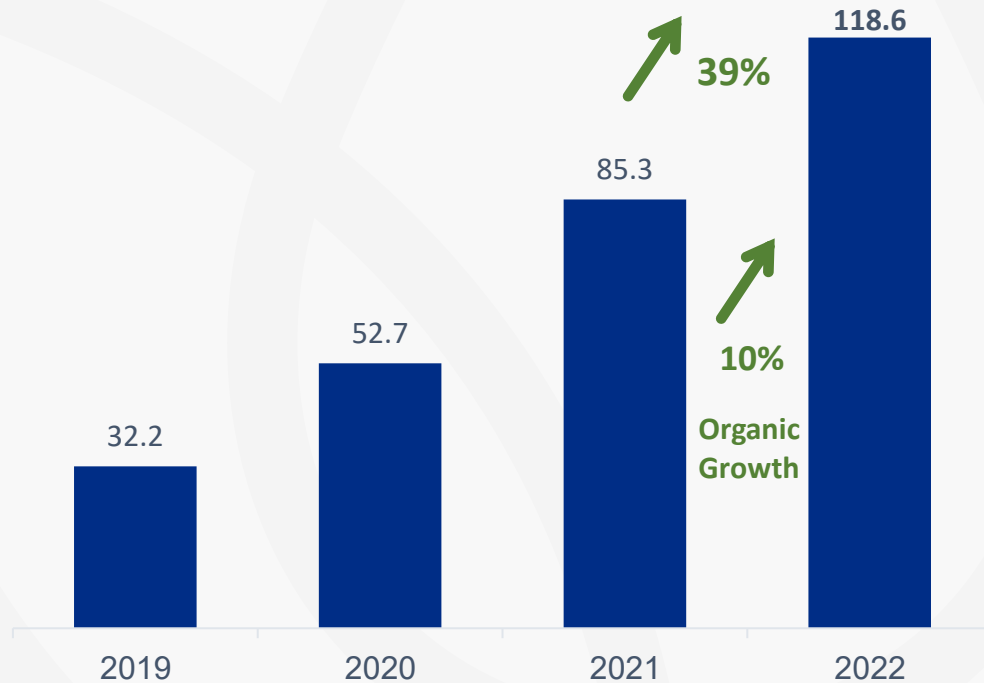
Solid balance sheet, funding availability and acquisitions strategy

5 acquisitions in 2022

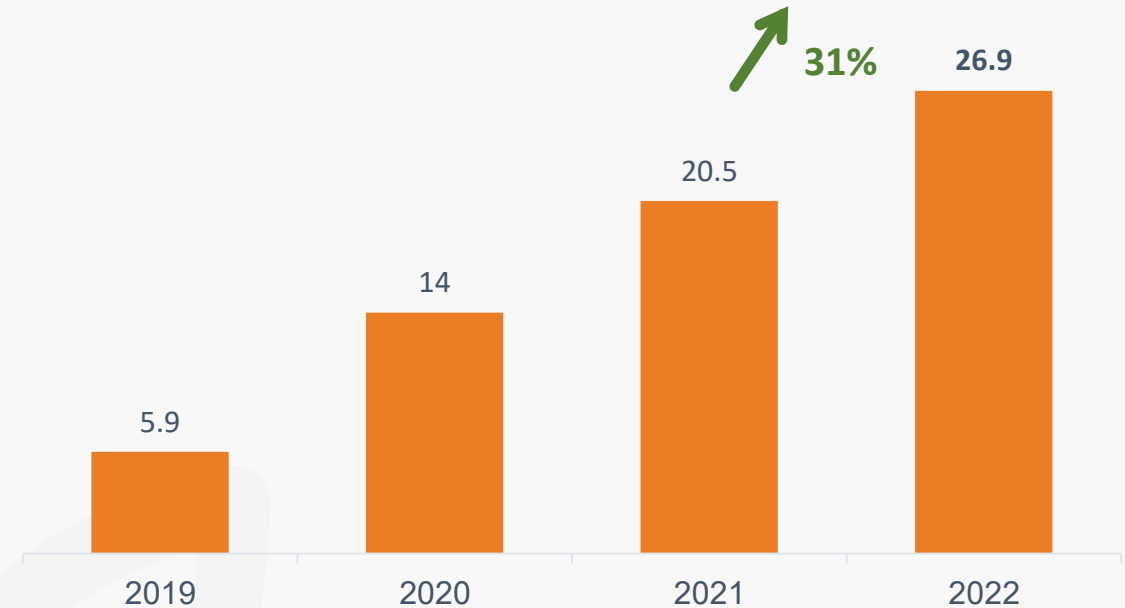


Double Digit Growth - 2022

Sales (M US \$)



Adj. EBITDA (M US \$)



(*) Adj EBITDA - earnings before interest, taxes, depreciation, and amortization. Adjusted to reflect operating profit w/o none recurring expenses or income.

Turpaz – Consolidated

In K US \$ / %	2021	2022
Sales	85,334	118,556
Gross profit	34,728 40.7%	47,659 40.2%
Operating profit	16,040 18.8%	27,330 23.1%
Adj. Operating profit*	16,494 19.3%	19,153 16.2%
Adj. EBITDA	20,475 24.0%	26,862 22.7%



Fragrance

In K US \$ / %	2021	2022
Sales	19,436	27,490 +41.4%
Operating profit	6,804 35.0%	7,390 26.9%
Organic growth		+9.3%
Acquisitions		Lori, Klabin
Highlights		

Lori's and Klabin's profitability is lower than segment profitability. Streamlining operations (including the merger of Tupraz USA with Klabin, which was finalized in Q1 2023) is expected to improve operational profitability in the upcoming quarters.



Taste

In K US \$ / %	2021	2022
Sales	33,292	59,325 +78.2%
Operating profit	2,533 7.6%	17,667 29.8%
Adj. Operating profit	2,533 7.6%	8,873 15.0%
Organic Growth		+14.6%
Acquisitions	SDA (49%), Pilpel and Galilee Herb, FIT	Balirom, Pentaor, Aromatique *
Highlights	Streamlining activities and increasing synergies in the segment's companies improved the segment's profitability.	

*The transaction was completed on January 9, 2023

Specialty Ingredients

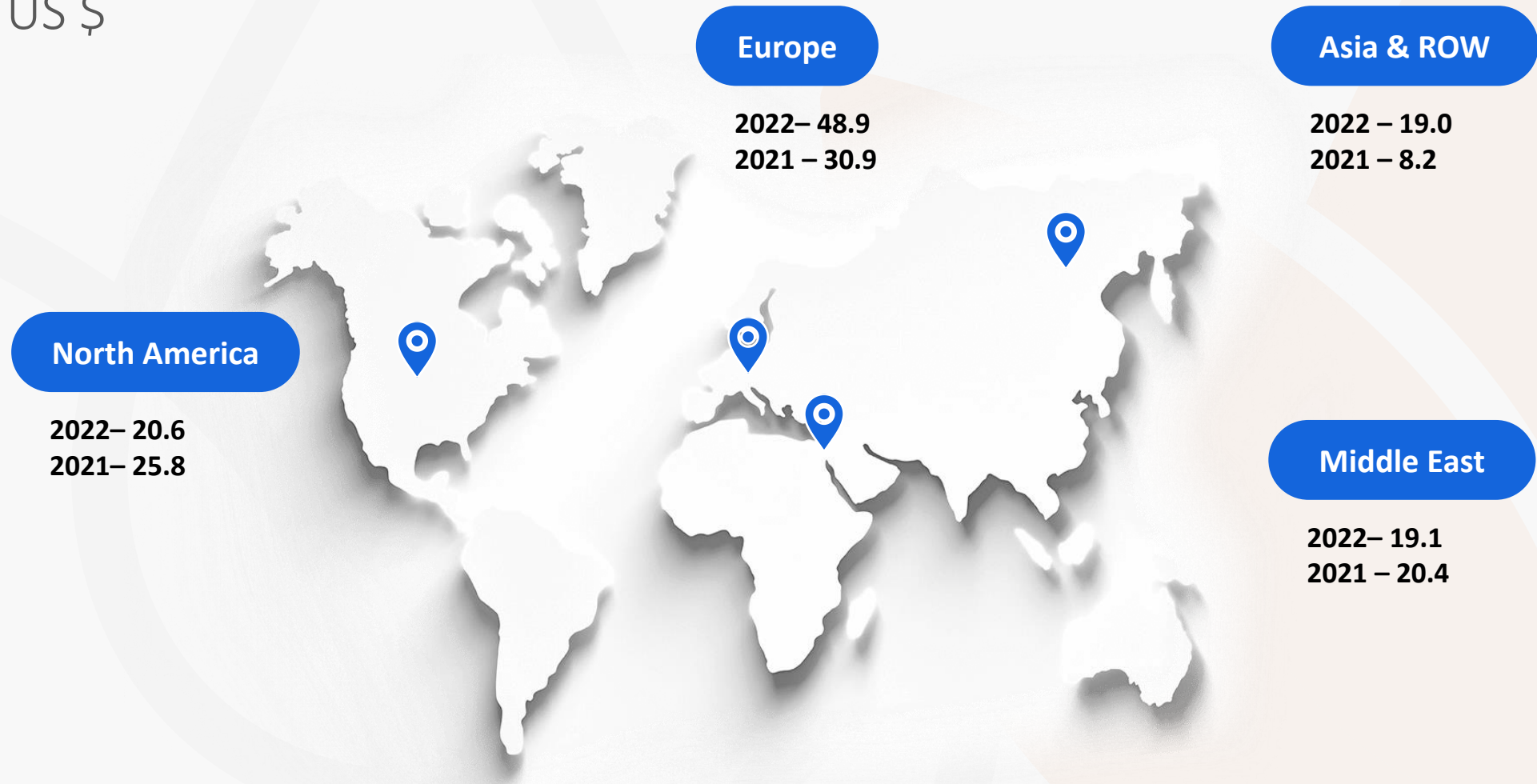
In K US \$ / %	2021	2022
Sales	11,733	15,680 +33.6%
Operating profit	3,317 28.3%	4,003 25.5%
Organic growth	44.1%	
Highlights	Profitability mainly affected by Euro USD impacts and change in the product mix. Production of high added value of citrus products & aroma chemicals ingredients launched.	

Pharma Intermediates

In K US \$ / %	2021	2022
Sales	20,873	16,061
Operating profit	6,615 31.7%	5,083 31.6%
Organic growth		-19.9%
Highlights	The revenue decrease stems from organic decreases due to adjustment of inventory levels of some of the segment's customers following Covid-19. Profitability mainly affected by Euro USD impacts and change in the product mix.	

Sales Breakdown By Territory

In M US \$



North America

2022– 20.6
2021– 25.8

Europe

2022– 48.9
2021 – 30.9

Asia & ROW

2022 – 19.0
2021 – 8.2

Middle East

2022– 19.1
2021 – 20.4

P&L – Significant Growth

K US \$	2019	2020	2021	2022
Revenues	32,187	52,730	85,334	118,556
Gross Profit	11,737	21,824	34,728	47,659
GP%	36.5%	41.4%	40.7%	40.2%
R&D Expenses	550	862	1,949	3,607
Sales & Marketing Expenses	2,968	3,848	6,274	10,016
Management & General Expenses	6,820	6,625	10,257	15,055
Other Expenses (Income)	(4,130)	304	208	(8,349)
Operating Profit	5,529	10,185	16,040	27,330
OP%	17.2%	19.3%	18.8%	23.1%
Adj. Operating profit	5,529	10,185	16,040	19,153
Net Profit	3,969	8,131	12,812	21,331
EBIDTA	10,051	13,523	20,021	35,039
Adj. EBIDTA	5,903	14,025	20,475	26,862
% Adj. EBIDTA	18.3%	26.6%	24.0%	22.7%
Cash flow from operation	3,065	11,151	12,283	31,938



Balance Sheet



K US \$	31/12/2021	31/12/2022
Assets		
Current Assets	106,082	89,913
Non-Current Assets	84,063	124,267
Total Assets	190,145	214,180
Liabilities & Equity		
Current Liabilities	37,032	46,674
Non-Current Liabilities	59,997	63,981
Equity	93,116	103,525
Total Liabilities and Equity	190,145	214,180
Ratio		
Working Capital to Sales	17.3%	26.1%
Cash and Cash Equivalent	55,901	35,675
Net Cash (Net Debts)(*)	36,631	19,107
Equity to total balance sheet	49.0%	48.3%

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.

The "Golden Triangle"

Specialty fine
Ingredients



Fragrance



Taste



Supporting every industry



Hair Care



Wet Wipes



Fine Fragrances



Soft Drinks



Ice Cream



Makeup



Body Care & Toiletries



Confectionery



Dietary Supplements



Bakery



Cosmetics



Scented Candles



Coffee



Pharma



Dairy



Home Fragrances



Fabric Care



Fruits



Energy Bars



Herbs & Spices



Oral Care



Flavors for CBD Products



Animal Feed



Odor Neutralizers

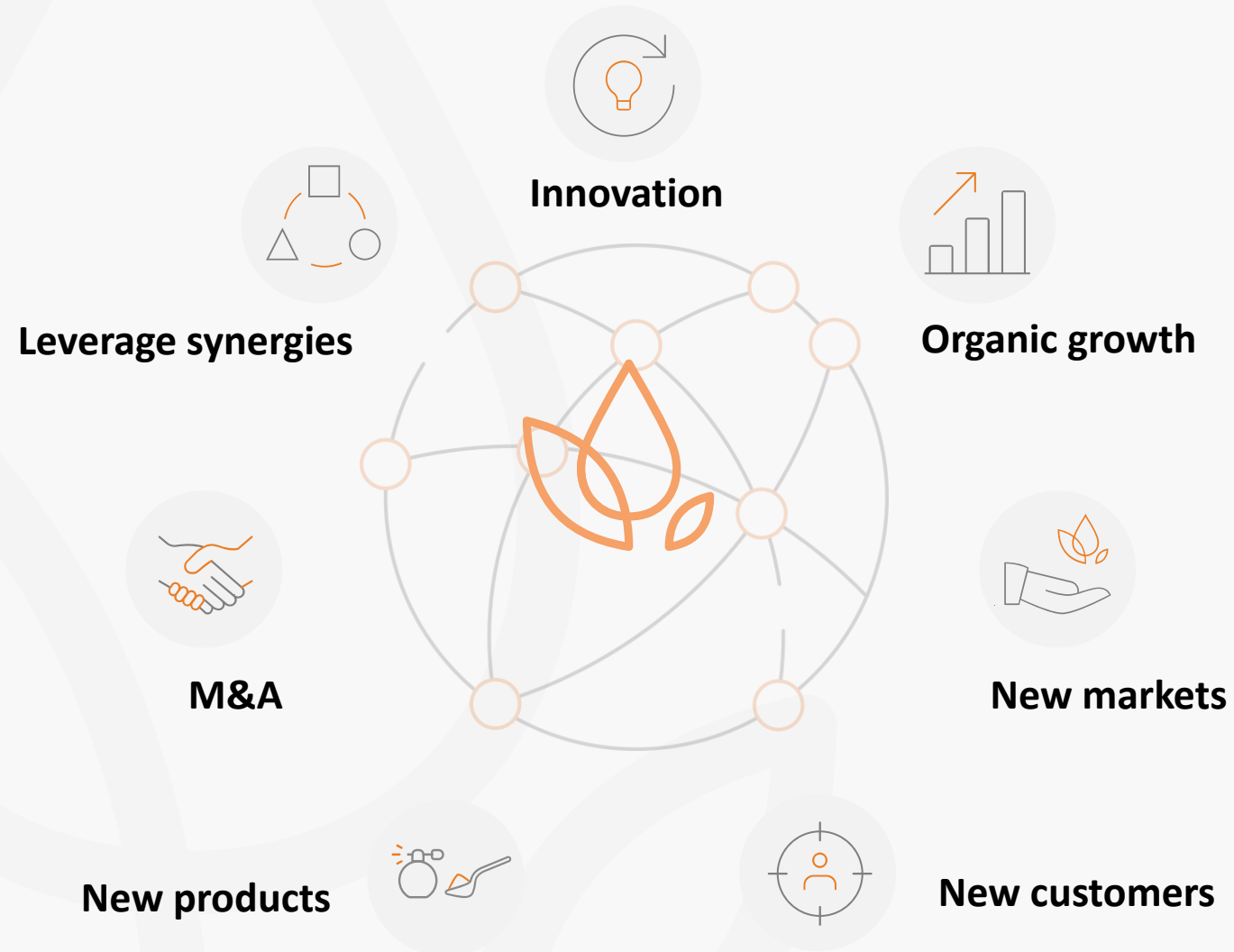


Citrus

Multinational Company



Strategy – Think Global, Act Local



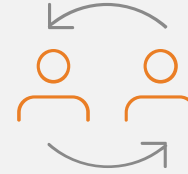
Acquisitions Strategy



**Small and medium size
local businesses in Europe,
Asia and North America**



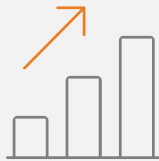
**Enhance management
capabilities and support**



**Loyal customer
base**



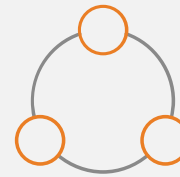
**Relatively low
EBITDA multiples**



**Revenues –
up to \$50 M**



**Significant growth
potential**

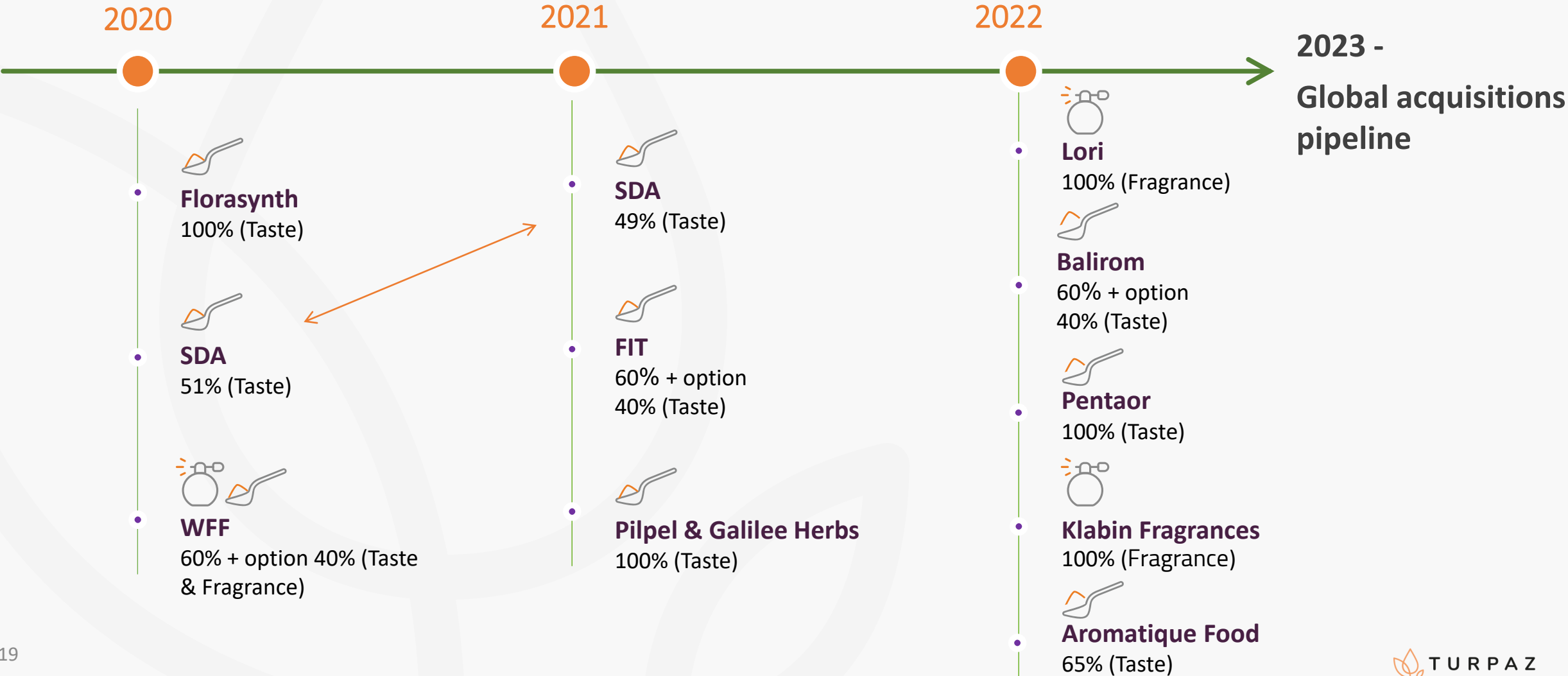


**Significant synergetic
advantages**



**Unique products
or technologies**

Proven Acquisitions Track Record



Organic Growth Strategy



Strengthening research,
development
& innovation systems



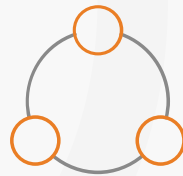
Improving supply chain
and production
processes



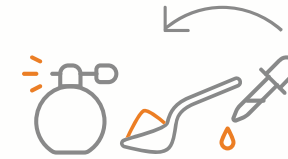
Expanding global
marketing & sales
network deployment



Fast response to
customer needs
based on experience



Enhance
synergies among
the group



Cross-selling
within the group



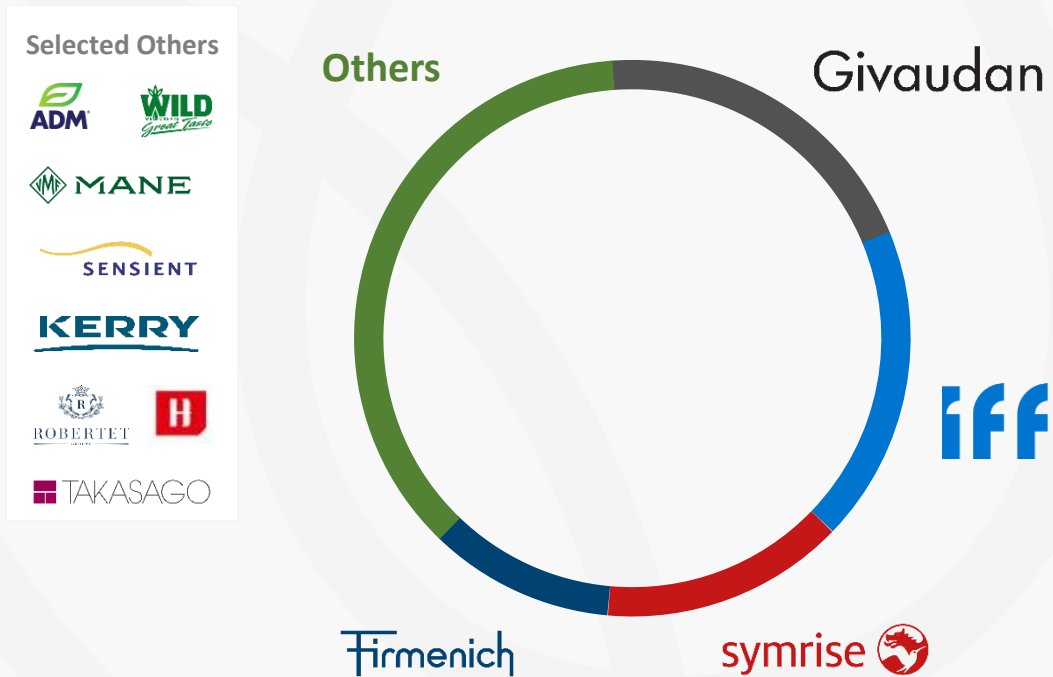
Flavors & Fragrances Market



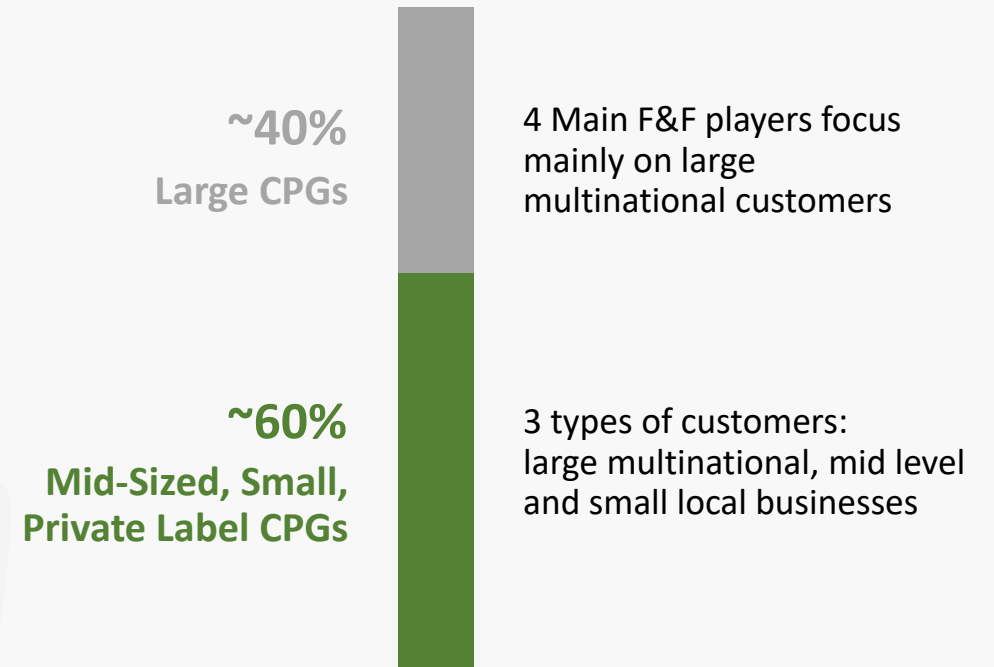
F&F Market

Projected to reach USD 44.18 billion by 2030*

Competition Landscape



Customers



F&F: The Key Driver Of Consumer Repurchase Decisions

Scent & taste determine customer decisions ...

Fine fragrances



Key decision driver

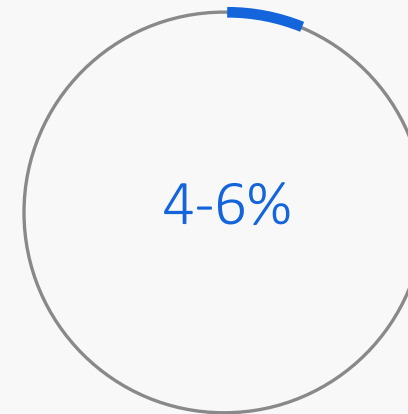
Flavors & consumer fragrances



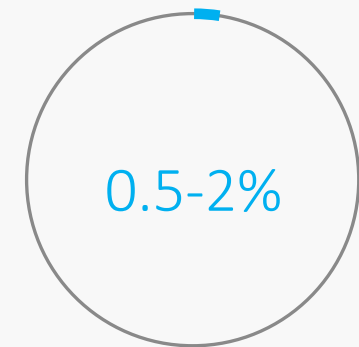
Key decision driver

... and represent only a minor fraction of costs

Share of F&F ingredients in customer's COGS



Fine fragrances



Flavors & consumer fragrances

Trends Driving Growth

Trend

Consumer base is growing



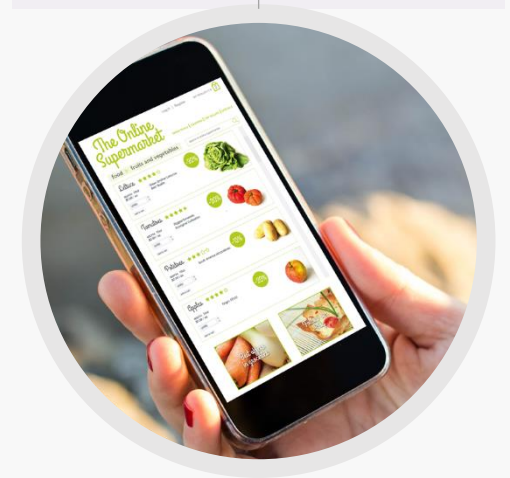
Living longer and more consciously



Sustainability is of high concern



After COVID-19: E-commerce, self-care and localization gain importance



Impact

- More opportunities in high-growth markets
- Fully leverage expanded offering

Demand for naturals, wellbeing, transparency and clean label products

- Innovation (eg. Biotech and upcycling)
- Operations (eg. low carbon footprint factories)

- Accelerated digital enablement
- Increased demand for immunity & wellbeing
 - Local and agile supply chain
 - Hybrid work (office & home)

F&F Industry Trends



Vegan
& Vegetarian



Plant Based



Allergen Free



Micro-
Capsulation



Natural
Ingredients

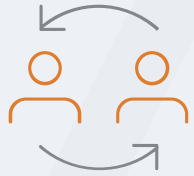


Clean Label



Sugar, Fat
& Salt Reduction

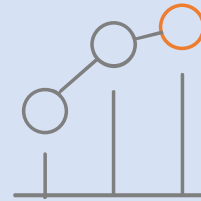
Summary



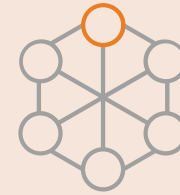
**Global F&F
company with
high profitability**



**Dividend distribution -
US\$ 5M
(4.96 cents per share)**



**Double digit growth
based on organic
growth and M&A**



**Supplying to all customers (SMB) -
ONE-STOP SHOP solutions, via
customer intimacy**



**Operating in a growing industry that
benefits from positive drivers that
support continued growth**



**Cash and banks fund growth
and acquisitions strategy**



**Management with
extensive experience**



Thank You

