

TABLE OF CONTENTS

Technological Know-How

- Products and services, including fragrances (fine, technical), flavors, aroma chemicals (high-volume standard products, high-volume specialties, low-volume specialties), essential oils, and others
- Know-how in chemical technology, biotechnology, aromacology and related fields

Marketing Tactics

- Sales force estimates by country
- Major sales office locations
- Distribution strategies
- Promotional tactics

Strategic Directions

- Business goals and strategies, including internal expansion, acquisitions, and divestitures
- Business, new product development and marketing objectives and strategies
- Major strengths and weaknesses
- Acquisitions, joint ventures and divestitures