

# **INTERNATIONAL FLAVORS AND FRAGRANCES**

521 West 57<sup>th</sup> Street  
New York, NY 10019

<b><u>Table of Contents</u></b>	<b><u>Page</u></b>
<b>I.</b> Executive Summary .....	1
<b>II.</b> Ownership .....	8
<b>III.</b> Business Evolution .....	9
<b>IV.</b> Organization And Management .....	17
<b>V.</b> Major Facilities .....	21
<b>VI.</b> Product Portfolio And Technological Know-How .....	29
<b>VII.</b> Marketing Capabilities .....	47
<b>VIII.</b> Financial Analysis .....	49
<b>IX.</b> Strengths And Weaknesses .....	58
<b>X.</b> Strategic Direction .....	61

## **List of Tables**

**Table 1:** IFF Fragrance Introductions

**Table 2:** IFF Sales and Operating Profit Growth

**Table 3:** IFF Sales Growth by Geographic Region

**Table 4:** IFF Sales Growth by Product Category

**Table 5:** IFF Fragrance Sales by Geographic Region

**Table 6:** IFF Flavor Sales by Geographic Region

**Table 7:** IFF Fragrance Sales by Product Category

**Table 8:** IFF Flavor Sales by Product Category