



DISTRIBUTORS' TRAINING

December 9th, 2022

AGENDA

1. INTRODUCTION & LATEST DEVELOPMENTS
2. INTRODUCTION TO ACACIA GUM
3. PRESENTATION OF SYNDEO G: A NEW TEXTURING AGENT
4. SUCCESS STORIES
5. NEW APPLICATION DEVELOPMENTS
- 6. CONFIDENTIAL SLIDES**
7. MARKETING & SUSTAINABILITY
8. TASTING + Q&As

1 ■

INTRODUCTION & LATEST DEVELOPMENTS

1. INTRODUCTION AND LATEST DEVELOPMENTS

9h30 – 10h15

- **Charles:** introduction of the training

- **Holger:**
 - Introduction of A&R team
 - Introduction of participants
 - What's new?
 - New organization of A&R commercial department
 - Sales development
 - Strategy
 - What happened these last months for supplies?



Distributor Meeting 2022

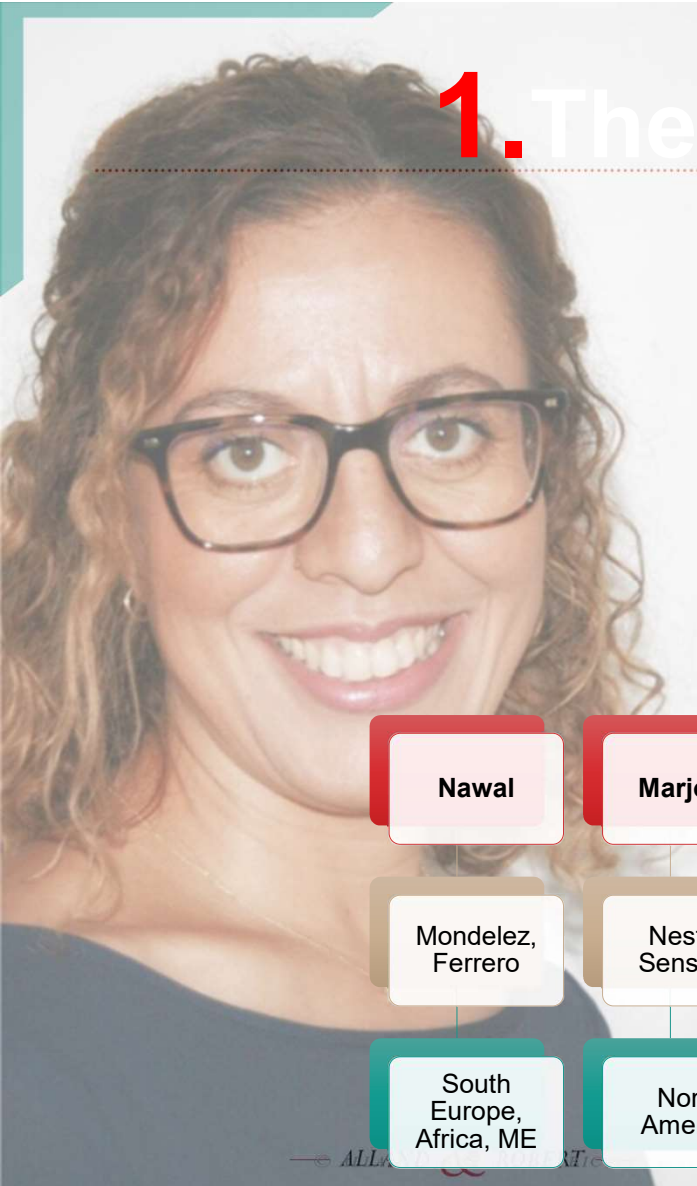
HOLGER KIRCHNER

Agenda

1. The commercial team
2. News at Alland & Robert
3. Sales development 2022
4. Supply situation – recap and outlook
5. Our competitors
6. Global market and targets

1. The Commercial Team

ALLAND & ROBERT



Nawal

Mondelez,
Ferrero

South
Europe,
Africa, ME

Marjorie

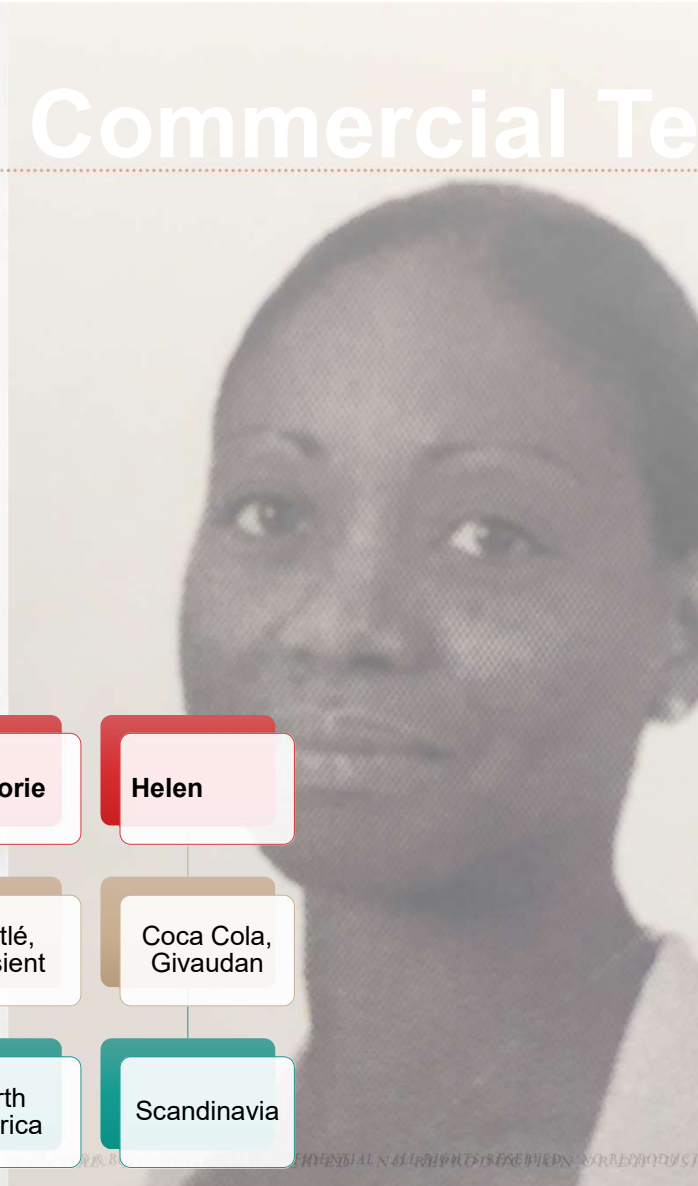
Nestlé,
Sensient

North
America

Helen

Coca Cola,
Givaudan

Scandinavia



1. The Commercial Team

Stéphanie

Mars
Wrigley's

Latin
America

Pascaline

Symrise
Firmenich

Central
Europe

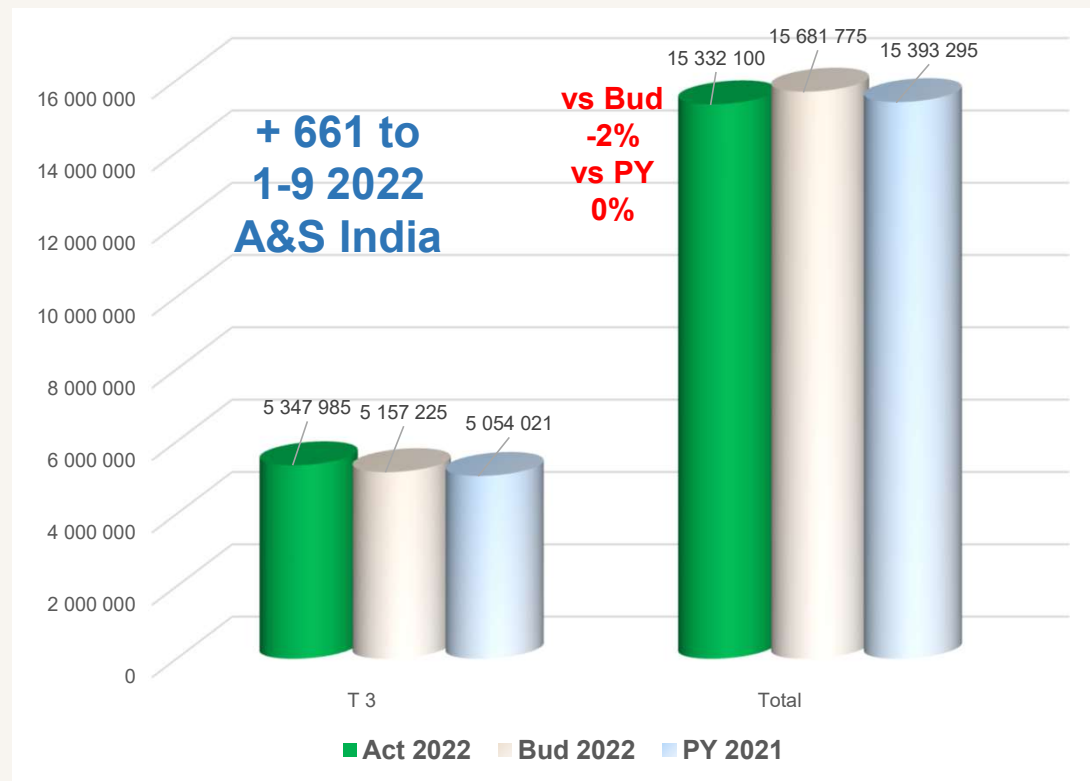
2 ■ News at A&R

- Retirement of Frédéric Alland in March 2023
- Charles Alland to become his successor
- Anne-Sophie Alland becoming Director HR
- New production line under construction, operational in Q2 2023
- A&R entered the market of Beauty Personal Care – launch in 2022 in France, international roll out in 2023
- A&R to introduce new ERP system in 2023 - ODOO

3



Sales development Jan-Sep 2022



de 1993 à 2022

3



Sales development 2022

MARS WRIGLEY
confectionery

symrise 

Coca-Cola


SENSIENT
COSMETIC TECHNOLOGIES

 Givaudan
NATUREX 
Ultimate Botanical Benefits

WE
CAPTURE
WHAT
MOVES



 **Nestlé**

Mondelēz
International

Firmenich

 **DANONE**
ONE PLANET. ONE HEALTH

FERRERO

IFF
 **FRUTAROM**

 **ADM**

3 ■

Sales development 2022



**43 distributors / 70 countries
200 direct customers in 2022
+ numerous indirect clients**

4 ■ Supply situation – recap and outlook

- Supply problems since September 2021 for raw materials from Sudan
 - Closure of Port of Sudan
 - No commercial transportation available
- Closure of the Canal of Suez
- Shortage of raw materials
- Technical problems at our competitors
- Shortage of global production capacity
- Ukraine war
- Sharp increase of energy cost

de 1993 à 2022

4 ■ Supply situation – recap and outlook

- Global transport cost coming down
- Commercial vessels are arriving from Africa
- Supply from competitor stable
- New capacity at Nexira and A&R
 - Prices will come down in 2023
 - Lead times for A&R will come down in 2023 from 4-5 months to 4-5 weeks (Q4 2023)

e 1993 à 2022

5 ■ Our competitors



**Nexira
France**



5 ■ Our competitors



**Norevo
Germany**

**Willy Benecke
Germany**



5 ■ Our competitors



**ISC
United States**

**TIC
Gum/Ingredion
United States**



5 ■ Our competitors



Agrigum, UK

**Kerry
UK**



5 ■ Our competitors



**Drytech
India**

**Morouj
UK**



6 ■ Global market and targets

- The global market of gum acacia will grow from 70.000 tons to 100.000 tons in 2030
- Consolidation of existing suppliers, new competition will appear

e 1993 à 2022

6 ■ Global market and targets

- A&R wants to participate in the growth of the global market and exceed the expected average growth rate
- The new production line will offer a capacity of at least 10.000 tons – we want to sell additional 5-6000 tons in the next 5 years
- Growth to come from existing business as well as new segments
 - Acacia Fibre
 - Beauty Personal Care
 - Savory

de 1993 à 2022



« Prouver que j'ai raison serait accorder que je puis avoir tort »

(Proving that I am right would be admitting that I could be wrong)

-Pierre Augustin Caron de Beaumarchais -

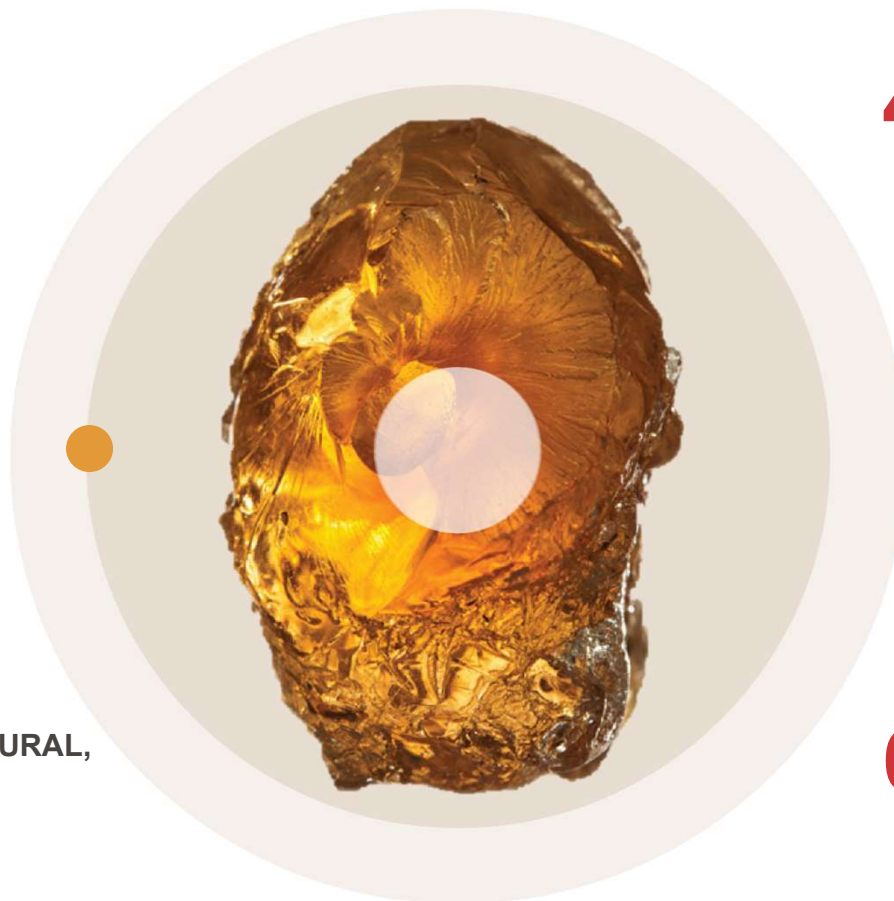
2. INTRODUCTION TO ACACIA GUM

2. INTRODUCTION TO ACACIA GUM

1. HIGH SAFETY
INGREDIENT
E414

2. MULTI-FUNCTIONAL
POLYSACCHARIDE
Rhamnose, Galactose,
Arabinose, Glucuronic
acids

3. VEGETAL, NATURAL,
GMO FREE



4. ODOURLESS, TASTELESS,
COLOURLESS

5. HIGHLY SOLUBLE
IN WATER

6. LOW CALORIFIC
VALUE

2. INTRODUCTION TO ACACIA GUM

SENEGAL GUM

PROTEIN CONTENT

2%

LAEVOROTATORY OPTICAL
ROTATION

-20 to -35°

DIFFERENCES
IN FUNCTIONAL
PROPERTIES



SEYAL GUM

PROTEIN CONTENT

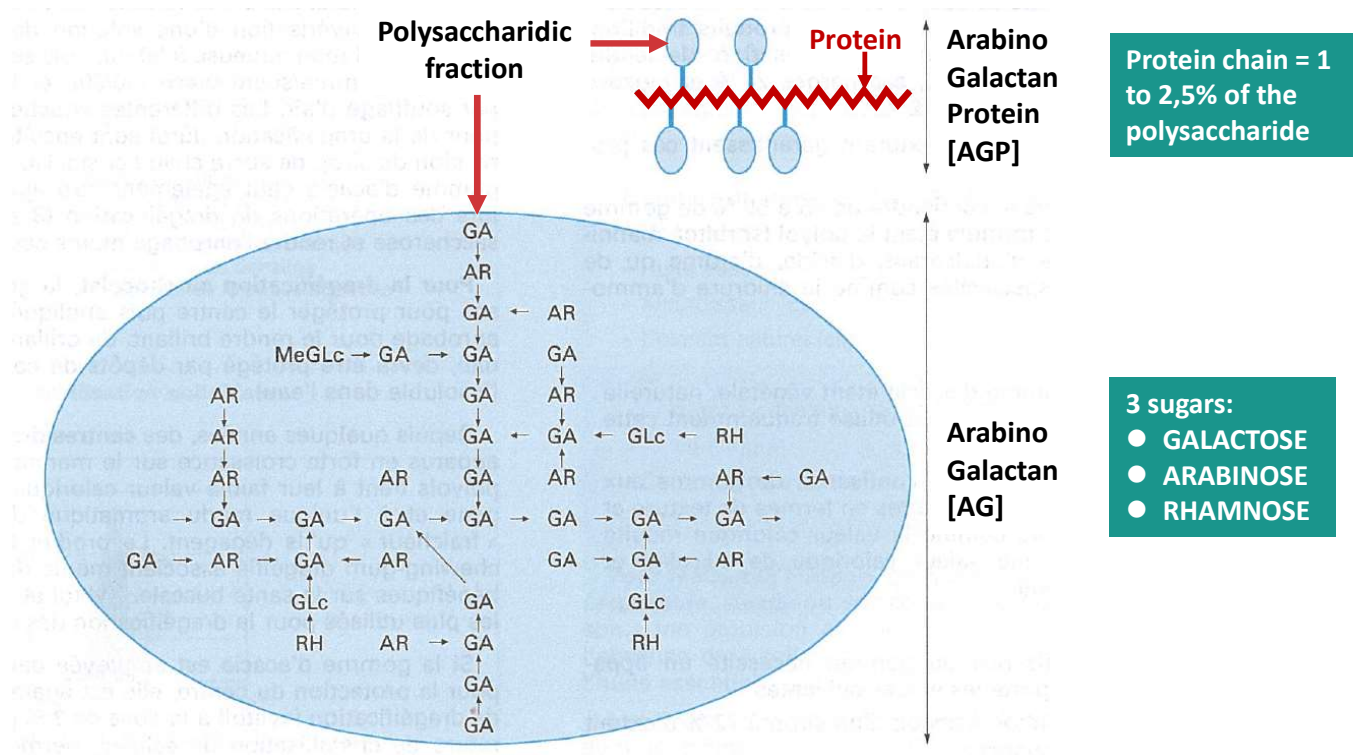
1%

DEXTROROTATORY OPTICAL
ROTATION

+35 to +60°

2. INTRODUCTION TO ACACIA GUM

THE CHEMICAL STRUCTURE OF ACACIA GUM



2. INTRODUCTION TO ACACIA GUM

THE CHEMICAL STRUCTURE OF ACACIA GUM

SUGARS

Component	A. Senegal	A. Seyal
Galactose (%molar)	34.9	32.9
Arabinose (%molar)	31.7	53.1
Rhamnose (%molar)	16.3	2.7
Glucuronic acid (%molar)	16.3	6.1
4-O-Me-Glucuronic acid (%molar)	0.8	5.2

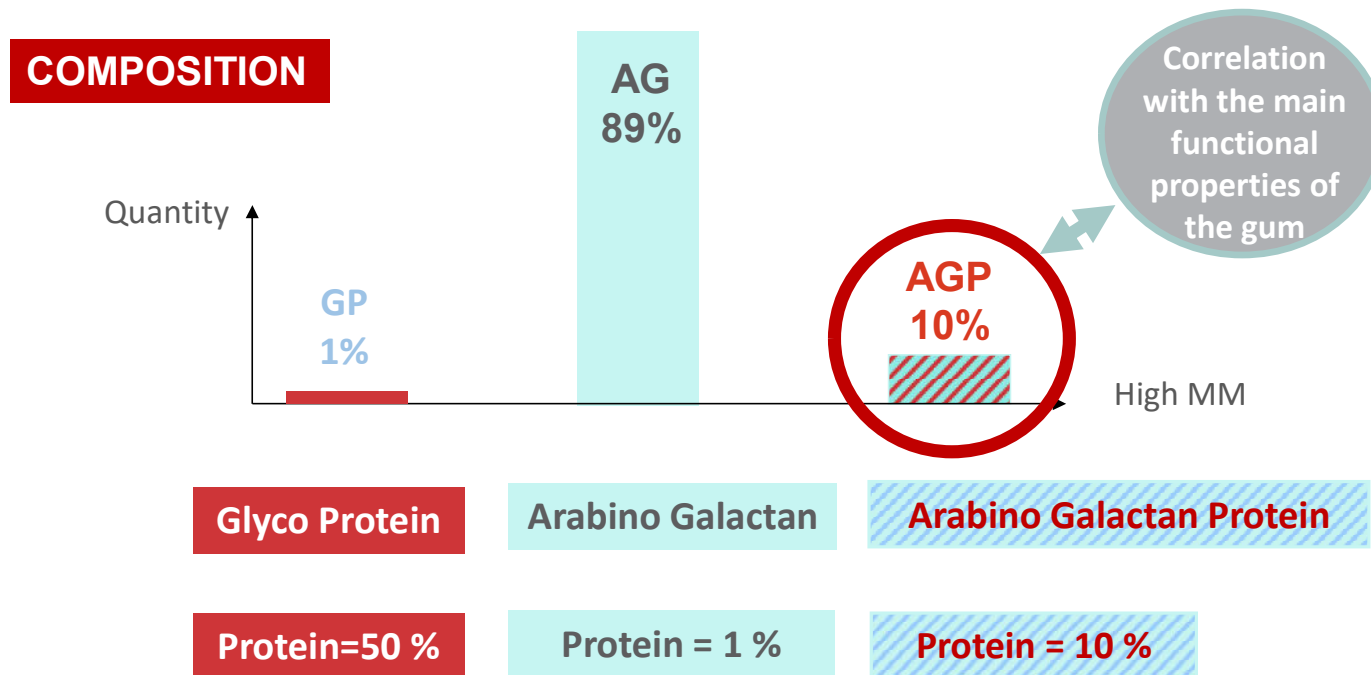
Negative charges

Same sugars but in different proportions → optical rotation

More negative charges in Acacia senegal → behaviour in products

2. INTRODUCTION TO ACACIA GUM

THE CHEMICAL STRUCTURE OF ACACIA GUM



2. INTRODUCTION TO ACACIA GUM

AN INGREDIENT IN LINE

WITH TODAY'S TRENDS



**More fiber,
less sugar**



**Clean & clear
label**



**Vegetarian/
vegan diets**



**Healthy
& organic food**



Ethic food



2. INTRODUCTION TO ACACIA GUM

ACACIA GUM IS USED IN MANY INDUSTRIES



2. INTRODUCTION TO ACACIA GUM

FUNCTIONAL PROPERTIES

TENSIO ACTIVE PROPERTIES



2. INTRODUCTION TO ACACIA GUM

TENSIOACTIVE PROPERTIES OF ACACIA SENEGAL



**Emulsifying
agent**

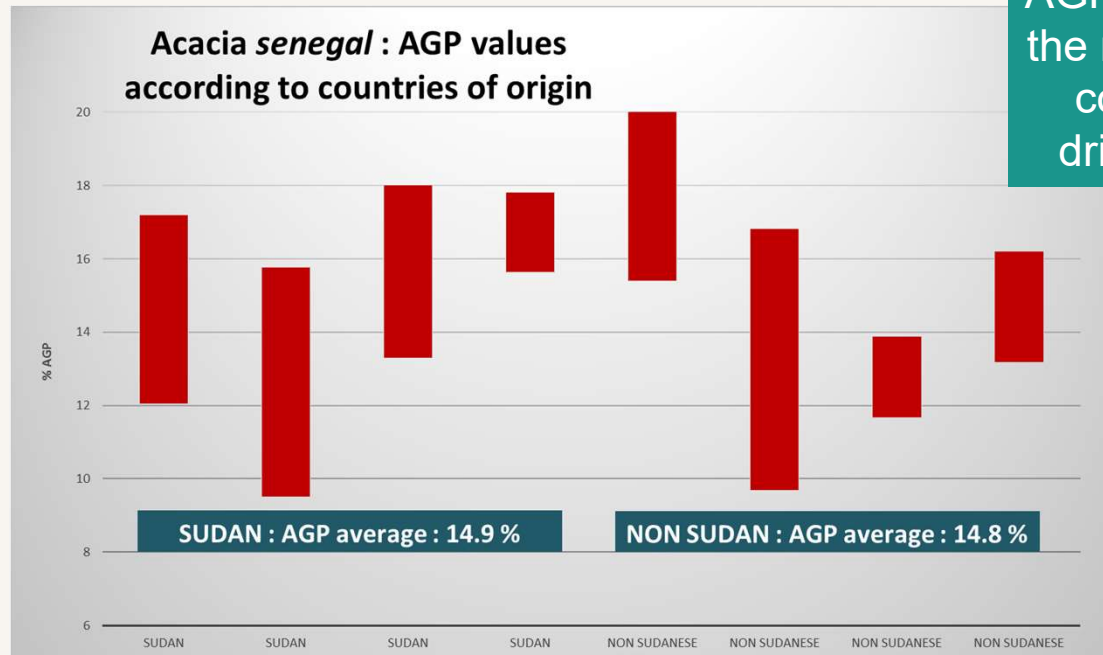
Oil-in water
emulsions



2. INTRODUCTION TO ACACIA GUM

TENSIOACTIVE PROPERTIES

QUALITY CONTROL BY SEC MALLS



Qualitative aspects:
AGP content to select the raw materials and control the spray dried acacia gums

2. INTRODUCTION TO ACACIA GUM

TENSIOACTIVE PROPERTIES

QUALITY CONTROL BY EMULSIFICATION

PRACTICAL
TESTS IN A&R
LAB



2. INTRODUCTION TO ACACIA GUM

FILM FORMING PROPERTIES OF ACACIA SENEGAL AND SEYAL

**Bulking
agent**

Used as a **carrier**
in **dry mixes**
for **encapsulation**



2. INTRODUCTION TO ACACIA GUM

FILM FORMING PROPERTIES OF ACACIA SENEGAL AND SEYAL



**Film
Forming
Agent**

Protection
against moisture
and migration



2. INTRODUCTION TO ACACIA GUM

FILM FORMING PROPERTIES

WITH SUCROSE

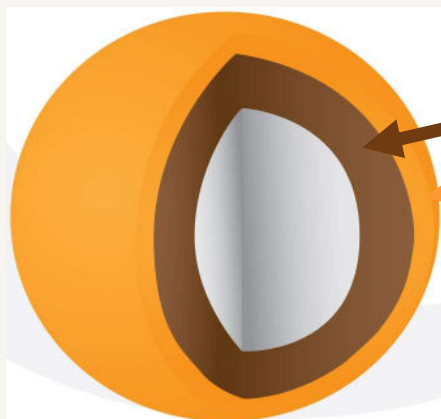
REGULAR COATING

Gumming operation of the centers:

- Smoothing of the surface
- Protection of the centers
- Prevention of the oil from migrating towards outside
- Better fixation of the coating blend

Stabilization and improvement of the hardness of the final product

Dusting of acacia gum + sucrose: facilitation of enlargement



RECIPE → GUMMING

Acacia gum SENEGAL	30%
Water	70%

RECIPE → SUCROSE COATING

Acacia gum SEYAL	20 – 25 %
Sucrose	75 – 80 %

MANUFACTURING PARAMETERS

Gumming performed with a pure acacia syrup

Coating realized with a combination of acacia gum (solution or powder) and sucrose to accelerate enlargement

ADDITIONAL INFORMATION

Number of sucrose loads	80-120
Total coating time	6 – 8 hours
Air drying temperature	100 – 140 °F

5. ACACIA GUM for GUMMING, COATING & POLISHING

FILM FORMING PROPERTIES

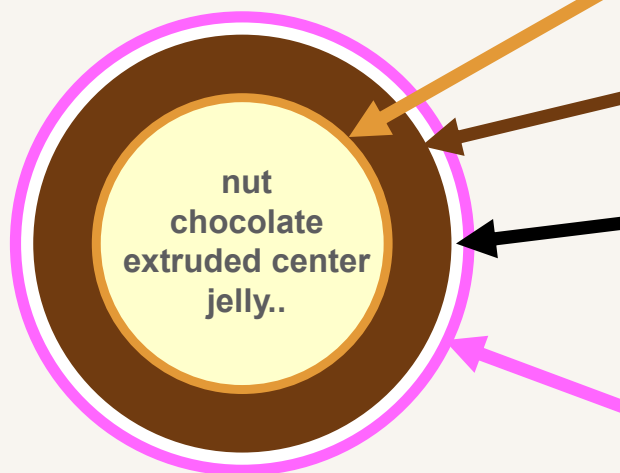
WITH CHOCOLATE AND SUCROSE

REGULAR COATING



MANUFACTURING STEPS

- **Gumming operation of the centers:**
- Smoothing of the surface
 - Protection of the centers
 - Prevention of exudation of centers towards outside
 - Improvement of mechanical resistance of angular centers
 - Better heat resistance of chocolate or heat sensitive centers



Gumming performed with a pure acacia syrup

Coating with chocolate

White coating with sucrose for nice and consistent coloring operation

Coating with colourings and sucrose

5. ACACIA GUM for GUMMING, COATING & POLISHING

FILM FORMING PROPERTIES

WITH CHOCOLATE

CHOCOLATE COATING

Gumming operation of the centers:

- Surface smoothing
- Migration prevention
- Better fixation of the chocolate coating

Chocolate coating with acacia gum:

Elasticity for a better stability of the final product

Polishing for shiness:

2 steps : acacia gum until nice shiny aspect and then shellac or waxes to set brightness



RECIPE → GUMMING

Acacia gum SEYAL	30%
Water	70%

RECIPE → CHOCOLATE COATING

Acacia gum SEYAL	5-10 %
Chocolate	
Surfacing agents: cocoa powder, acacia gum, shellac	

MANUFACTURING PARAMETERS

Gumming performed with a pure acacia syrup

Coating realized with a blend acacia gum/chocolate at 45°C

ADDITIONAL INFORMATION

Number of chocolate loads	20-25
Total coating time	640 - 75 min
Air drying temperature	13 - 16°C

5. ACACIA GUM for GUMMING, COATING & POLISHING

FILM FORMING PROPERTIES

WITH POLYOLS

SUGARFREE COATING

Gumming operation of the centers:

- Protection of the centers:
corners, tips or fragile parts
- Better fixation of the coating blend

Sugar free coating with polyols:

acacia gum replaces sucrose
and provides a syrup texture,
favors stability and hardness

Non cariogenic, low calorific value



RECIPE → GUMMING

Acacia gum SEYAL	30%
Water	70%

RECIPE → COATING WITH POLYOLS

Acacia gum SEYAL
Polyol (sorbitol, xylitol...)
Water, flavors, colors

MANUFACTURING PARAMETERS



Gumming performed with a pure
acacia syrup
Coating realized with a blend
of acacia gum with polyols, flavors

ADDITIONAL INFORMATION

- Coating layer by layer to obtain a very thin crystallization
- Last polishing operation made with a solution of acacia gum



Texturing properties

2. INTRODUCTION TO ACACIA GUM

ACACIA GUM : SENEGAL/SEYAL COMPARISON

FILM FORMING - TEXTURING - STICKING

- > Surfacing – suppress imperfections, creates a tight barrier against migrations
- > Improve mechanical resistance to shocks – improve resistance to heating (chocolate centers)
- > Makes chocolate or sugar adhesion on the centers easier

	Filmforming ability	Mechanical resistance	Heat resistance	Adhesive properties	Texturizing properties
SEYAL	++	+++	+++	++	+
SENEGAL	+++	+	++	+++	+++

2. INTRODUCTION TO ACACIA GUM

TEXTURIZING PROPERTIES OF ACACIA SENEGAL AND SEYAL

Texturing Agent



Influence on
the **viscosity**,
body, **texture**
and **behavior**
of the products



2. INTRODUCTION TO ACACIA GUM

ADHESIVE PROPERTIES

ACACIA GUM IS A NATURAL GLUE



> A **natural glue** also used in inks, paints or paper industries

SNACKING

To protect

To stick salt, spices, flavors or aromatic herbs on centers

Favours the stickiness of cereals and final stability

TECHNICAL

A natural glue used in inks, paints or paper industries

2. INTRODUCTION TO ACACIA GUM

NUTRITIONAL PROPERTIES

OF ACACIA SENEGAL AND SEYAL



High
Soluble
fiber
in dietary
applications



Increase of fiber
content in formulas

2. INTRODUCTION TO ACACIA GUM

TECHNO FUNCTIONAL PROPERTIES

EXTRUSION

> **Thermoplastic**
and **lubricating** properties

PET FOOD

Favors the
cohesiveness of the
mix

Improves palatability,
appetence

INSTANT NOODLES

Improves the texture
of the noodles after
rehydration



2. INTRODUCTION TO ACACIA GUM

TECHNO FUNCTIONAL PROPERTIES OF ACACIA SENEGAL AND SEYAL



Protects
color of
wines



Colloidal protection
and improvement
of the mouthfeel

2. INTRODUCTION TO ACACIA GUM

R&D DRIVERS

FUNCTIONALITY

Versatile and
multifunctional 100%
natural gum to
improve foods

NUTRITION

More and more used
for fiber enrichment
and sugar reduction

HEALTH

Many health benefits
Gut health

COSMETIC

Natural, vegetal &
environmental
friendly solutions

DemeCare®

2. INTRODUCTION TO ACACIA GUM

ACACIA GUM: A VERSATILE INGREDIENT

ACACIA GUM: FROM FORMULATION TO NUTRITION

ADVANTAGES OF ACACIA GUM vs CURRENT TRENDS

- Easy to use (high solubility), stable to all process conditions (pH, temp)
- No taste, no color, low viscosity
- Low calorie
- Sugar free
- Substitutes the bulk of sugar
- Versatility and vegetal origin: useful tool for the formulation of animal-free foods for vegan/vegetarian diets
- A soluble fiber with prebiotic effects and high digestive tolerance
- Label-friendly : ingredient status used as a fiber



2. INTRODUCTION TO ACACIA GUM

FIBER ENRICHMENT

ACACIA GUM
IS A SOLUBLE FIBER.



Alland & Robert guarantees
a minimum fiber content of 90%
*(measures according to the international method
AOAC 985-29)* **for all the Acacia Gums
of ACACIA FIBRE range**

Fiber enrichment with Acacia Gum
can allow nutritional allegations
according to the dosage (« source of »/
« enriched or high in fibers ») and
according to the regulation of every
country.

ACACIA FIBRE = a high soluble dietary fiber

- **FUNCTIONALIZING** : no devaluation of the matrix - many improvements thanks to gum properties
- **CLEAN LABEL** : Acacia Fiber
- **NUTRITION** :
 - ➔ Helps formulation of trendy foods (animal-free substitutes, sugar reduction)
 - ➔ Fiber claims / impact on Nutri-Score



3. PRESENTATION OF SYNDEO G: A NEW TEXTURING AGENT

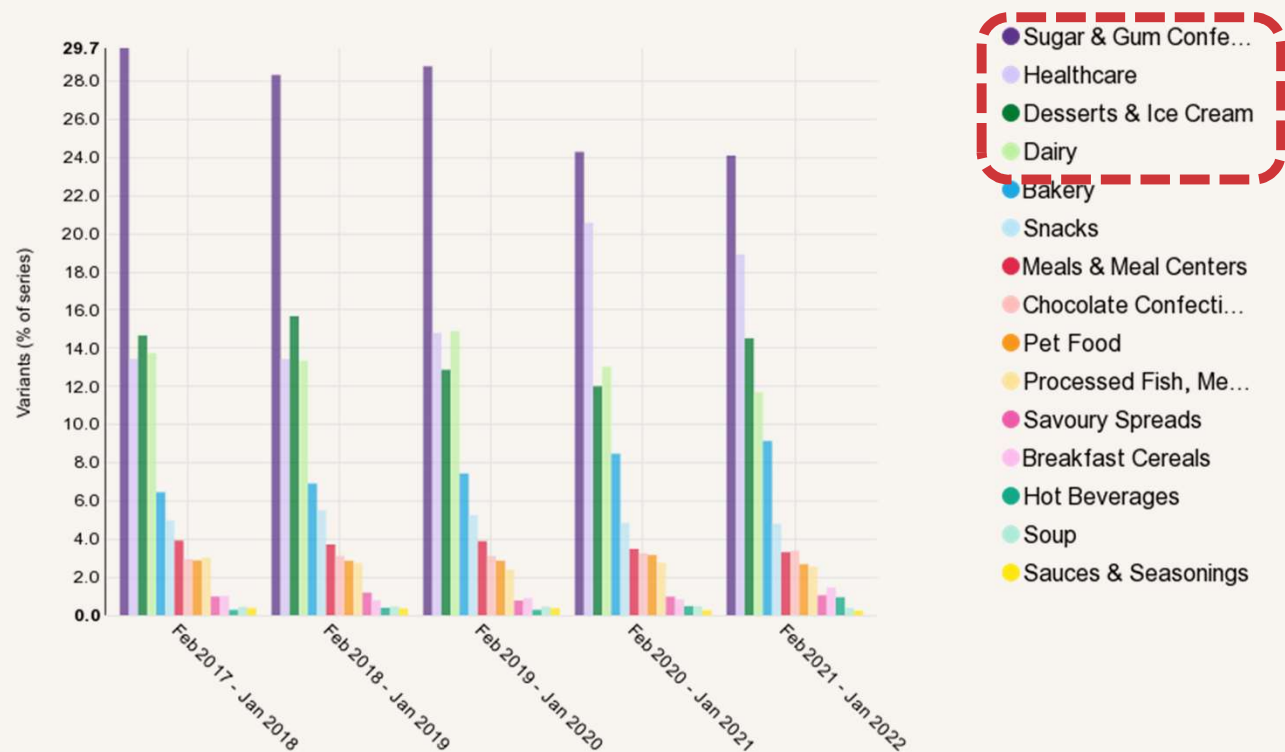
3. PRESENTATION OF SYNDEO G: A NEW TEXTURING AGENT

ACACIA GUM: NEW APPLICATION → SUBSTITUTION OF GELATIN

■ Versatility and vegetal origin: useful tool for the formulation of animal-free foods for vegan/vegetarian diets

70% of products formulated with gelatin:

- Confectionery
- Healthcare
- Desserts & ice creams
- Dairies



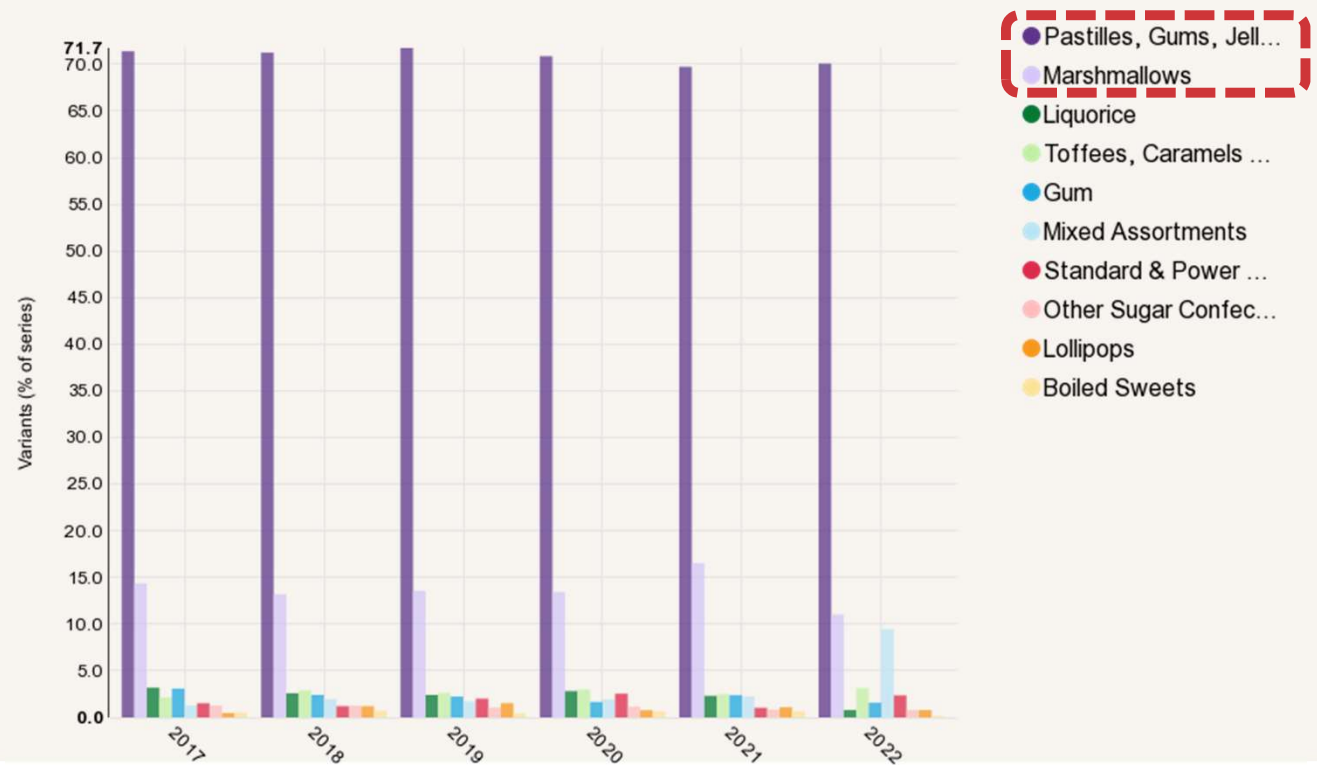
3. PRESENTATION OF SYNDEO G: A NEW TEXTURING AGENT

ACACIA GUM: NEW APPLICATION → SUBSTITUTION OF GELATIN

■ Versatility and vegetal origin: useful tool for the formulation of animal-free foods for vegan/vegetarian diets

80% of confectionery formulated with gelatin

- Pastilles, gummies
- Marshmallows



3. PRESENTATION OF SYNDEO G: A NEW TEXTURING AGENT

a blend of 3 plant-based hydrocolloids including acacia gum: for an efficient combination of their functional properties



SYNDEO® GELLING,
A PLANT-BASED
GELLING AGENT
for ultimate textures

**HUNDREDS OF LAB TESTS
IN ORDER TO REACH THE
RIGHT TEXTURES**

- One technician specialized in gummies and candies (trained at German ZDS school)
- Tools: instrumental (texturometer) and sensorial tests
- Sensory analysis / trained internal panel
- Industrial validation in progress for gummies and marshmallows



GUMMIES



MARSHMALLOWS



MOUSSES

SYNDEO® GELLING, A PLANT-BASED GELLING AGENT for ultimate textures

FOR THE FORMULATION OF VEGAN GUMMIES



Vegan jellified candies

Ingredients (in % weight)

■ Water	38.4
■ Sucrose	19.2
■ Glucose syrup 40 DE	11.5
■ Glucose syrup 60 DE	26.9
■ SYNDEO® GELLING	3.1
■ Citric acid (E330)	0.6
■ Sodium citrate (E331)	0.4

Instructions

- 1/ Mix water, glucose syrups and sodium citrate for 2 minutes at 80°C;
- 2/ Add sucrose and the SYNDEO® GELLING under stirring: blend 8 minutes at 120°C;
- 3/ Add and mix citric acid just before starch deposit step;
- 4/ Deposit in starch trays and dry jellies for 72 to 96 hours at 32°C.



SYNDEO® GELLING, A PLANT-BASED GELLING AGENT for ultimate textures

Vegan jellified candies

Characteristics of a gelatin-free product must maintain easy depositing, sensory experience, product integrity and overall product quality.

- Gelatin is identified thanks to its elasticity and low adhesiveness. Pectin provides much harder textures, glue-like texture and low elasticity.
- Syndeo® Gelling provides low hardness and much more elasticity than pectin, while not creating adhesiveness.

Syndeo® Gelling offers a texture that's perfectly balanced between a gelatin gel and a pectin gel.

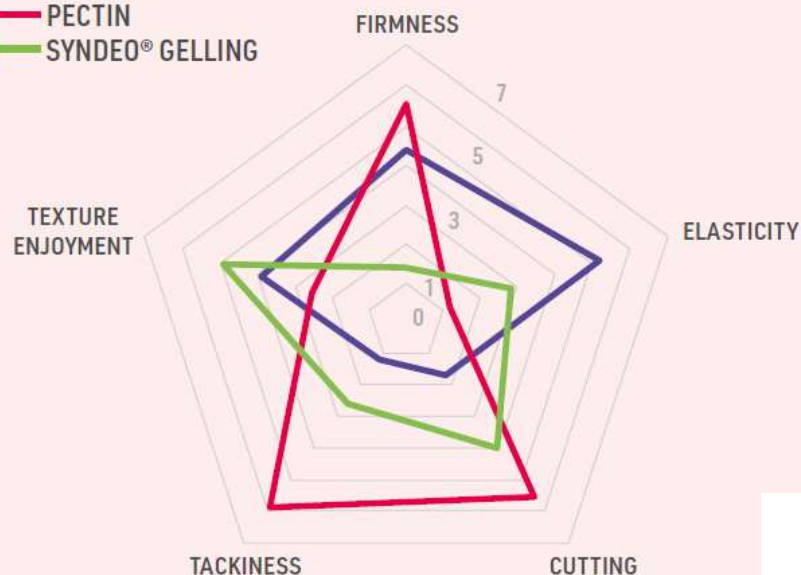
VEGAN GUMMIES

SENSORY ANALYSIS

The sensory analysis is in line with the results obtained by the texturometer.

Gummies with:

- GELATIN
- PECTIN
- SYNDEO® GELLING



SYNDEO® GELLING, A PLANT-BASED GELLING AGENT for ultimate textures

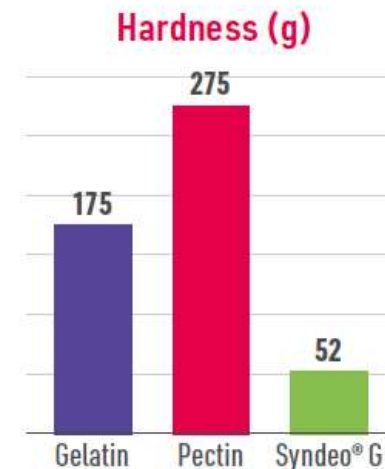
VEGAN GUMMIES

TEXTURE PROFILE ANALYSIS



The signature of a gelatin gel is high cohesiveness and relatively high hardness. Pectin gels show higher hardness and adhesiveness than gelatin. On cohesiveness, Syndeo® Gelling provide a middle ground between gelatin and pectin. Pectin shows low resilience (elastic recovery) and high adhesiveness, although Syndeo® Gelling and gelatin provide a similar expected resilience.

Syndeo® Gelling offers a texture that's perfectly balanced between a gelatin gel and a pectin gel.



SYNDEO® GELLING,
A PLANT-BASED
GELLING AGENT
for ultimate textures

FOR THE FORMULATION OF VEGAN MARSHMALLOWS



Vegan marshmallows

Ingredients (in % weight)

BLEND 1

Water	18.5
Sucrose	18.5
Glucose syrup 40 DE	11.9
Glucose syrup 60 DE	27.9
SYNDEO® GELLING	2.9
Sodium citrate (E331)	0.4

BLEND 2

Water	9.2
Sucrose	9.4
Potato proteins	1.2

Instructions

- 1/ Blend 1:** mix all the ingredients with a powerful heating mixer (speed 7) for 5 minutes at 120°C;
- 2/ Blend 2:** mix all the ingredients with a powerful heating mixer (speed 7) for 5 minutes at 70°C;
- 3/** Mix the 2 blends with the mixer with a lower speed (3) for 2 minutes;
- 4/** Deposit in starch trays and dry marshmallows at least 24 hours at 32°C.



SYNDEO® GELLING, A PLANT-BASED GELLING AGENT for ultimate textures

Vegan marshmallows

Syndeo® Gelling is an effective substitute for gelatin that does not compromise on the sensory properties or the stability of marshmallows.

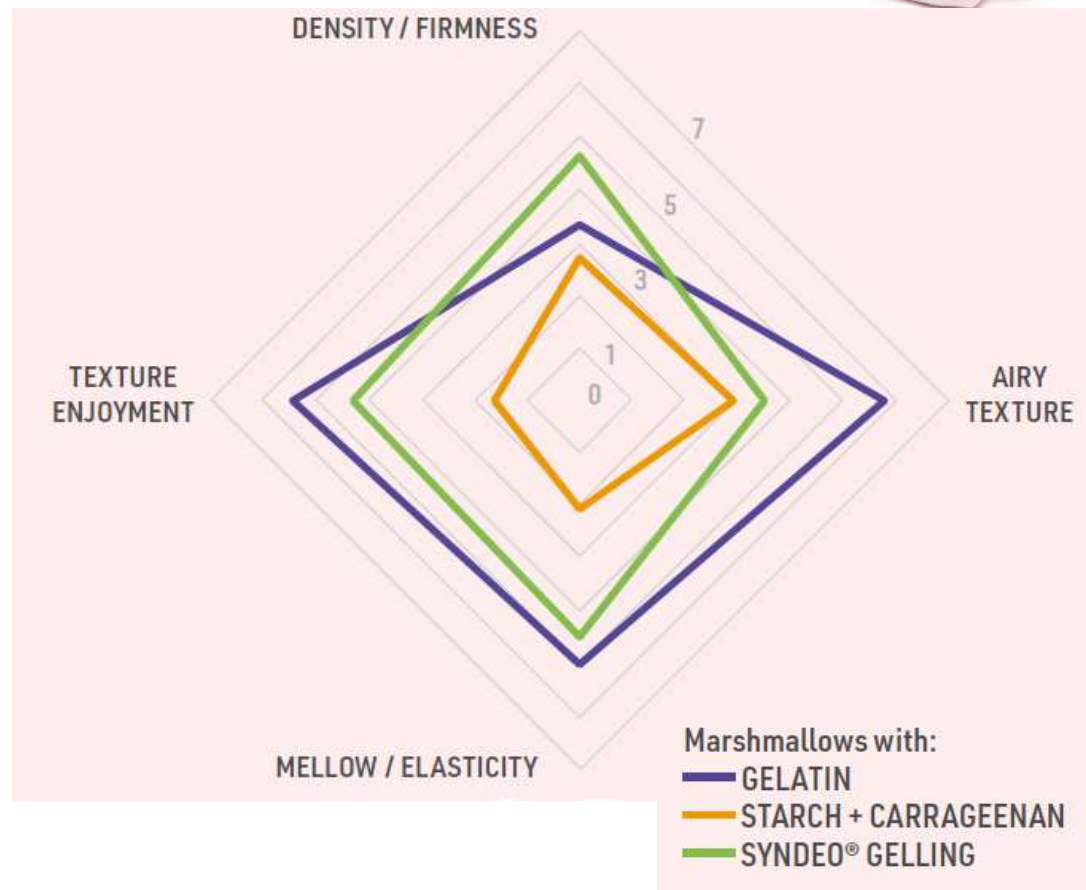
SENSORY ANALYSIS

The sensory analysis is in line with the results obtained by the texturometer.

It showed that Syndeo® Gelling is able to perfectly mimic the gelatin behavior, while providing the same sensory enjoyment.

Marshmallows with:

- GELATIN
- STARCH + CARRAGEENAN
- SYNDEO® GELLING



SYNDEO® GELLING, A PLANT-BASED GELLING AGENT for ultimate textures

TEXTURE PROFILE ANALYSIS

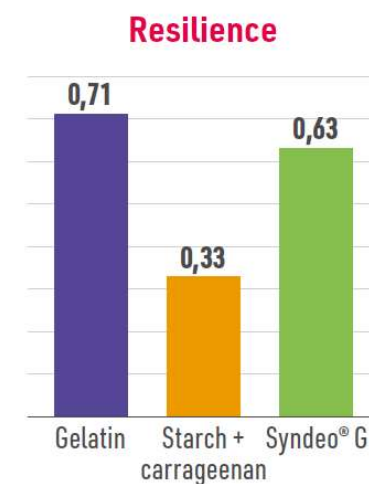
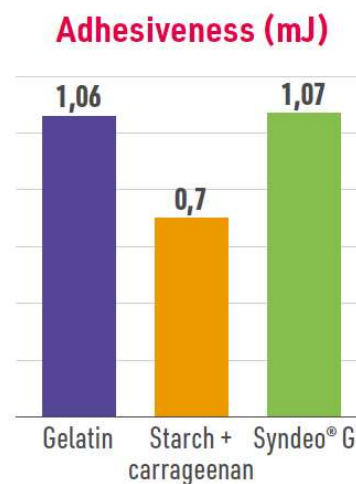
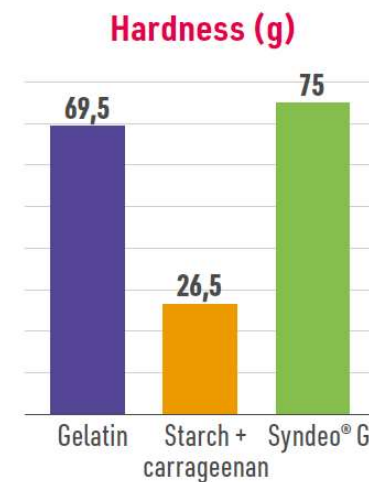
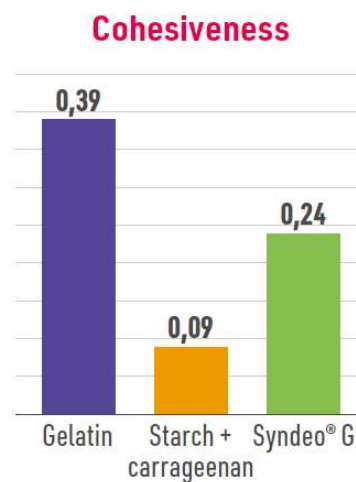


Vegan marshmallows

Marshmallows manufactured with gelatin behave similarly to vegan marshmallows prepared with Syndeo® Gelling, in terms of hardness, adhesiveness and resilience.

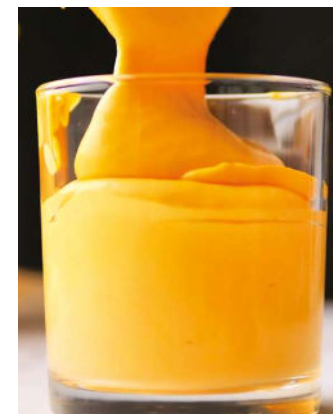
Syndeo® Gelling provides a balanced cohesiveness between the gelatin gel and the gel made with a mix a starch and carrageenan.

Syndeo® Gelling provides excellent results for the manufacturing of vegan marshmallows.



SYNDEO® GELLING, A PLANT-BASED GELLING AGENT for ultimate textures

FOR THE FORMULATION OF VEGAN MOUSSES



Vegan mousses

Thanks to Syndeo® Gelling, replicating the mouthfeel and texture of a regular mousse as a delicious vegan mousse is possible. Whether chocolate or fruit mousse, Syndeo® Gelling provides consumers with a creamy but not fatty mouthfeel and great sensory experience, including the softness, light and airy texture.

Ingredients (in % weight)

BLEND 1	
Water	20
Vegetal protein	2.5
Icing sugar	2.5
BLEND 2	
Mango puree	37
Coconut milk	37
Sodium citrate (E331)	0.13
SYNDEO® GELLING	0.87

Vegan mousses

Instructions

Blend 1:

- 1/ Mix water and vegetal protein for 2 min at speed 5;
Whisk for 2 min at speed 8;
Add icing sugar and mix for 30 sec at speed 5;
Whisk for 2 min at speed 8;

Blend 2:

- 2/ Mix all the ingredient together for 1 min at speed 3;
Heat 90°C for 3 min at speed 3;
- 3/ Mix slowly together with a spatula until getting an homogeneous mousse;
- 4/ Pour into small glasses and refrigerate for at least 4 hours.

4. SUCCESS STORIES

Introduction Selectchemie

Facts & figures



50 Years of Selectchemie
1969-2019

>100
experienced professionals

16
offices worldwide

138
CHF 138 million turnover Selectchemie Zurich in 2021

Headquarter in

Zurich



Selectchemie Nutrition

- 01** Application and technical support by Food Engineers
- 02** Product and Concept Ideas picking up trends and market development
Prototypes from our own application lab
- 03** Legal and regulatory affairs support and customer specific raw material documentation if needed
- 04** Supply Chain Management for prompt supply according to our customers needs (also for small customers)

Swiss Success Stories

Product examples



MIGROS

Annual volume 381i : 75 mt



Swiss Success Stories

Project with Migros

Success steps:

- Market evaluation (food scouting in the shops)
- Establishment of contact and checking of the interest by the customer
- Sampling of the raw material
- Regular update of the sampling approval of the raw material via phone, email and visits
- Supplying of the material on a commercial basis

Reason for the success of the project:

- Excellent relationship with the customer
- Flexibility, reliability, openness and persistence



Alland & Robert Distributor Meeting

9th December 2022



Givaudan



Creating a world
of opportunity

WINS

Key of success

Cross selling

Good and confident relationship

Technical presentations where we present the advantages compared to other fibers.

At first they wanted to add inulin but, finally they decided to change to Acacia Fiber

Main Information

Customer: FRIAS

Products: ACACIA FIBRE 381

Application: Oat Beverage . Rich in fibre

Potential MT: 100 MT





WIN

Key of success

Good and confident relationship. Cross selling

Quality of product and good supply change (security stock)

They increase the sales due to a good success in the market

Main Information

Customer: NUTRITION & SANTE

Products: ACACIA FIBER 381

Application: Rich in fiber (25%)

Potential: 12 MT

WIN



Key of success

Good and confident relationship

Quality of product and good supply change (security stock)

Competitive price

Main Information

Customer: GALLETAS GULLÓN

Products: ACACIA FIBER 381

Application: Biscuits. Rich in fiber (25%)

Potential: 24 MT



Caldic UK & Alland et Robert



09-12-22

Claire Thomas

Success Story 1

- Company: Tilda
- Product: Rice pouches
- Ingredient: Acacia Fibre
- Aim: 'Source of fibre' claim
- Success factors: Acacia fibre worked well in the plant due to good solubility and low viscosity. Plus, the customer is able to make a fibre claim in their wholegrain products.



Success Story 2

- Company: Nexba
- Product: Energy drink
- Ingredient: Acacia Fibre
- Aim: 'Gut Health'
- Success factors: Acacia works well in production process in acidic pH & provided a fibre sauce that was natural and gut friendly.



Success Story 3

- Company: Well Within
- Product: Fibre supplement
- Ingredient: Acacia Fibre
- Aim: High fibre content
- Success factors: High fibre content, free-from, low sugar and vegan





ALLAND & ROBERT

23 NOVEMBER 2022



SUCCESS STORIES

- Filly with Gum Arabic INS 381 I is a unique product, manufactured only by Volka Foods in Pakistan. Filly is a centre filled chew toffee.
- We were able to win business from competition (Norevo) after matching specs and competitive pricing & stock availability.
- Timely deliveries and Forecasting.
- Strong follow up on orders as well as keeping a check on in hand stocks.
- Keeping customer informed about shortages (if any) and price trends etc.
- Keeping a check on competition activities regarding Gum Arabic.



BEST SELLERS USING INS 381 I



40 MT/ Year



3 MT/ Year



7 MT/Year





BEST SELLERS USING INS 381 I



6 MT/YEAR



4 MT/Year



10 MT/Year





THANK YOU



Enhance the Quality of Life

ALLAND & ROBERT

ACACIA GUM STORY from GOLDEN SAND

Nov, 2022



AGENDA

- ❖ Coconut products
- ❖ Beverage
- ❖ Chewing candy
- ❖ Heath nuts
- ❖ Future story



BEINCO

BEINCO - THE COCONUT PRODUCTS



- Vietnam is tropical country and in Asia-Pacific Region, famous for Coconut tree and coconut products.
- High demand for domestic market and export.
- Potential application of Acacia gum.

COCONUT MILK – Nutrition from Nature



- Stabilization of oil/water emulsions
- 100 % from Nature
- Dietary fiber
- Smooth texture, delicious taste typical of Ben Tre coconut milk. The product is rich in nutrients, especially lauric acid and minerals that help increase resistance, without preservatives, colorants and cholesterol.
- Made from 100% fresh and clean coconut.



URC Vietnam is in the top 5 most prestigious beverage companies in 2022



DRAGON – ENERGY DRINK (Strawberry, Pineapple, Grape flavor)

Water, Refine sugar, Fructose, Acidity regulator (330, 331(iii), 270, 296), Flavor (Strawberry, fruits), taurine, caffeine (190 mg/l), preservative (211), sweetener (955), **Thickener (414)**, food color (129), inositol, vitamin B3



DYNAMITE CHEWS

Sugar, Maltose, Cocoa Powder (6.5%), Vegetable Fat, Malt Powder, Humectant (420ii), Milk Powder, **Thickener (414)**, Maltodextrin, Gelatin, Emulsifier (322i), Flavor, food color (172i, 172ii, 172iii), glazing agent (903).



LUSH – Milk chewy candy

Sugar, Maltose, Vegetable Fat, Malt Powder (16 %), Humectant (420ii), Non-dairy creamer, milk flavor, Maltodextrin, Gelatin, Emulsifier (322i), **Thickener (414)**.

→ ACACIA GUM plays role as **thickener** in beverage and **thickener, coating agent** in candy



Mentos, refreshing people all over the world for over 80 years, is available in over 100 countries



•Ingredients: Sugar, Wheat Glucose Syrup, Hydrogenated Coconut Oil, Rice Starch, Natural Flavors, **Gum Arabic**, Sucrose Esters Of Fatty Acids, Gellan Gum, Carnauba Wax, Beeswax.

➤ **Gum Arabic makes mentos gum and coating**

- provides great texture
- maximizes film-forming abilities
- makes hard coating layers extremely effective



2022: This fourth factory will produce a new line of nut milk products: not only increase production capacity but serve as a model of what green manufacturing can be



•Ingredients: Nut (cashew, almond, peanut,..)
Sugar, salt, honey, seasoning, **Gum Arabic**

➤ Gum Arabic coating nuts

- Increase binding seasoning
- Preservation nuts
- Long shelf-life



THE FUTURE STORY

- Bring the acacia gum closer to the consumers, know acacia gum not only plays an ingredient role but is also good for health.



Fermented Rice Milk powder



Vegan cake



Young Soya bean milk

- **SYNDEO S:** launching new product in the market
 - stabilizer system and thickener.
 - soluble fiber.

- **Acacia Gum:** Developing the innovative products such as vegan cake (fresh cake), young soya bean milk,...



DISCUSSION

Thank You

GOLDEN SAND TRADING AND CONSULTING CORPORATION

10/21 Tran Nhat Duat Street, Tan Dinh Ward, District 1, Ho Chi Minh City, Vietnam

☎ (84-28) 3837 5383 - 3838 5157

☎ (84-28) 3931 3108

info@goldensandcorp.com.vn

www.goldensandcorp.com.vn





Success stories

Poland 2022

SANTE

- Client: Sante
- Product: acacia fiber 381
- Finish products: protein bars, protein cookies (free sugars)
- Success: availability of goods, competitive price, quick delivery



IMPORTACO

- Client: Importaco
- Product: arabic gum 381 I
- Finish products: nuts with salts and spices
- Success: certificat that the goods doesn't comes from South Sudan, availability

SFD/ SUPLOPHARM

- Client: SFD/ Suplopharm
- Product: acacia fiber 381
- Finish products: plant protein shake
- Success: availability of goods, competitive price, quick delivery





BRAZIL



Brazil Imports Acacia Gum:

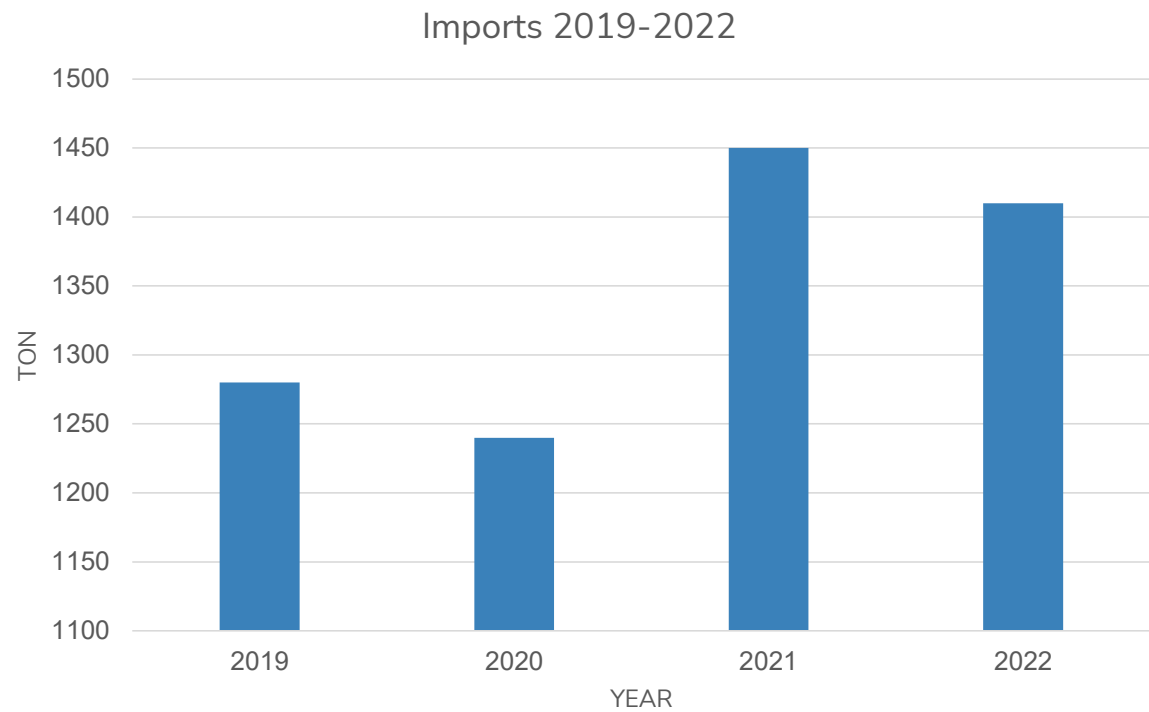
2019 – 1280 tons

2020 – 1240 tons

2021 – 1450 tons

2022 - 1410 tons (F)

Brazilian market for acacia gum



Sucess Story

Bulletproof coffee:

A functional coffee that combines caffeine with vitamins, thermogenic and other substances to promote nutritional and metabolic advantages.

Customer: PRO NUTRITION

- Products: Bulletproof Coffee and Fiber Booster
- Potential volume: 10 tons/year
- Acacia gum is used as a filler (excipient) and prebiotic fiber, and it was chosen due to its functionality and natural origin.



Potential and trends



Functional Coffee

- Brazilians are one of the biggest consumers of coffee in the world and the largest South American market for functional coffee beverages.

Natural substitute for xanthan gum

- Started to promote Karaya gum at FISA in August/22 due to the issues related to the local legislation.
- 12 customers are interested to evaluate the product.
- Samples will be delivered in January/23.



OBRIGADA!



IMCD Philippines



Top User for Gum
Accacia 333i

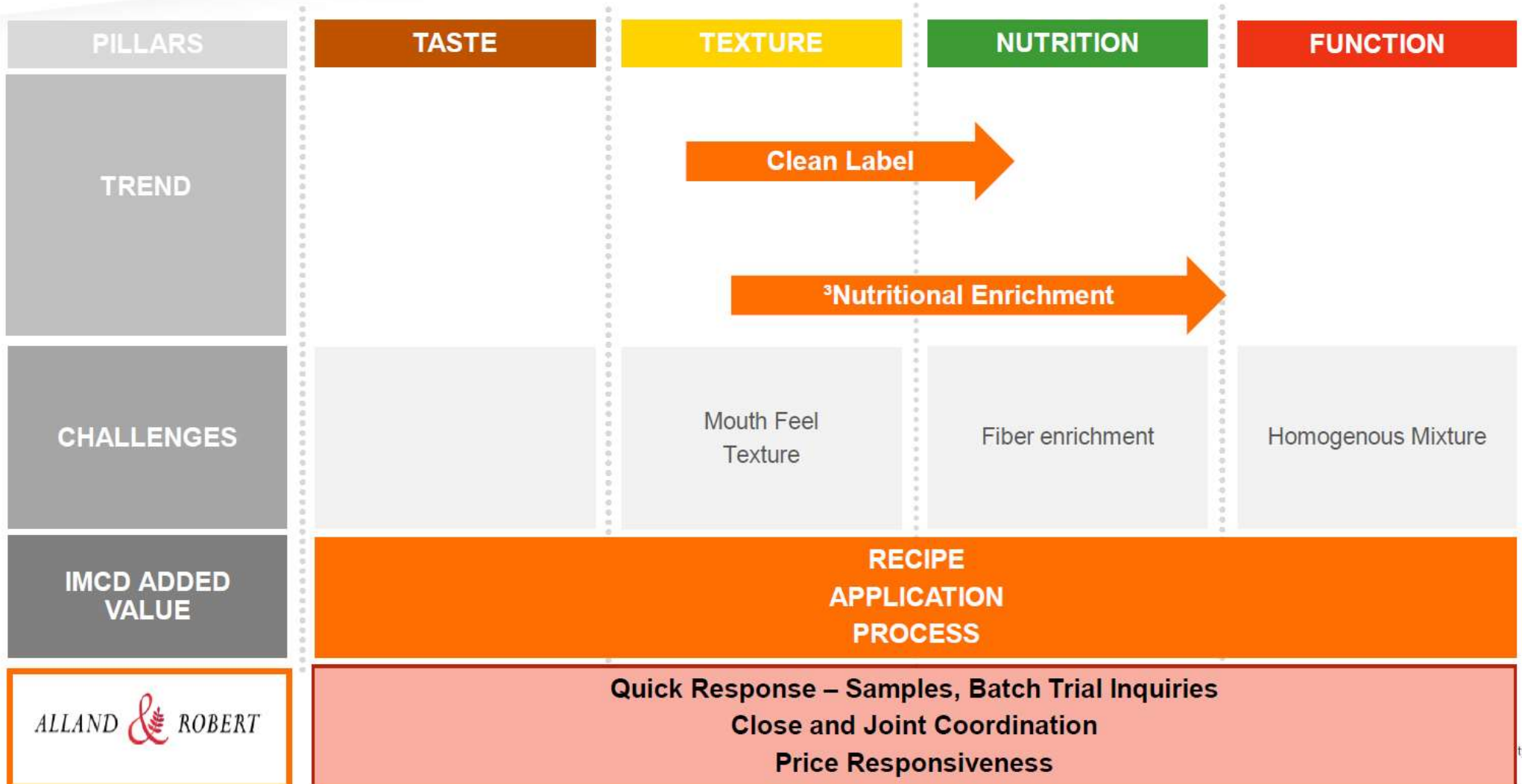


UNIVERSAL ROBINA
CORPORATION

Application:
Instant Coffee

Stabilizer

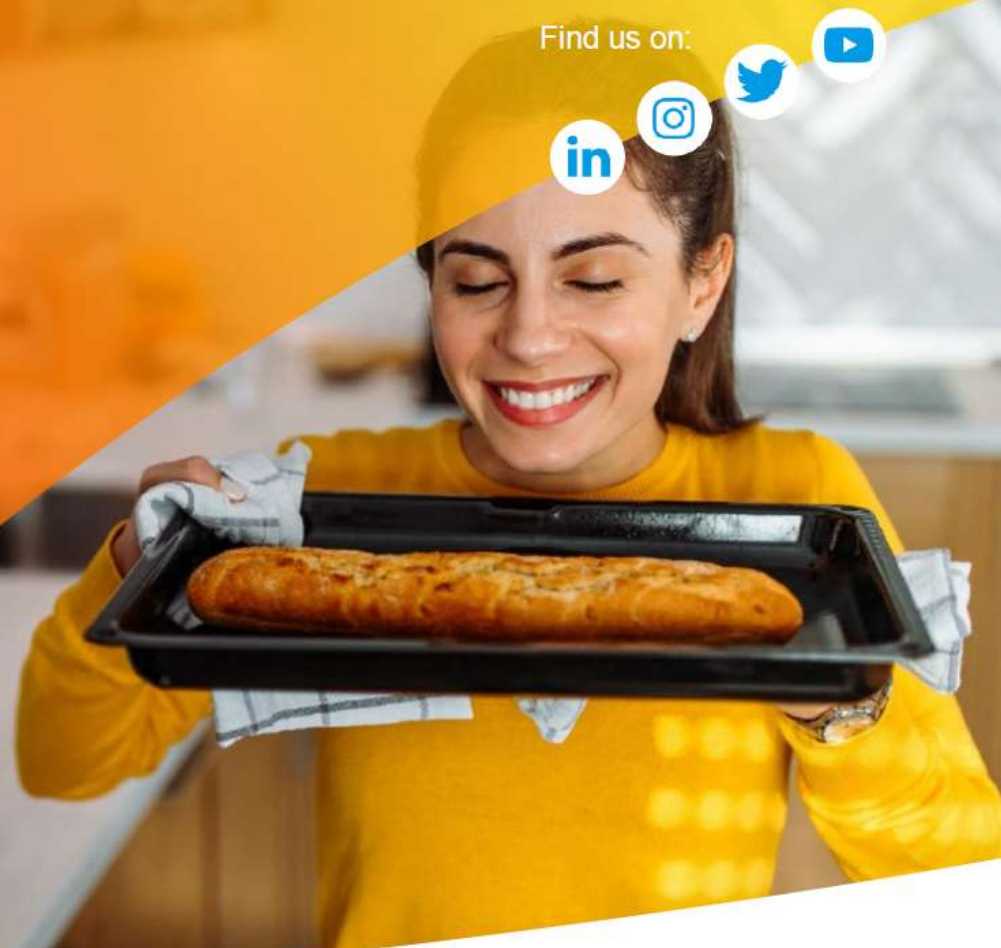




Thank You

| Philippines

Find us on:

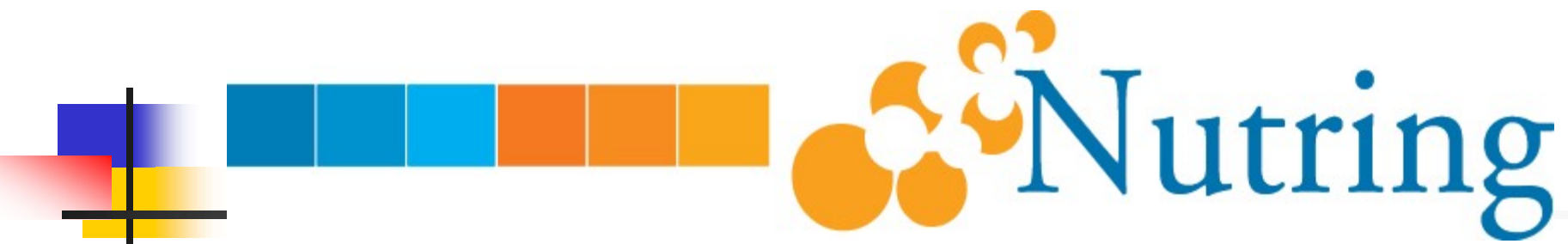


Disclaimer

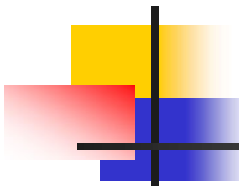
DISCLAIMER – The content in this presentation is provided to you by **IMCD Philippines Corporation** (“IMCD”) and intended for your personal information only. All information appearing herein is based on our present knowledge and experience (“as is”) and IMCD makes no representations as to its accuracy or sufficiency. To the extent information from third parties is used for or included in this presentation, we have not executed an independent verification and expressly do not represent, warrant, undertake or guarantee that the content herein or underlying information is, at any time, correct, accurate, complete, non-misleading or fit for any purpose or use.

This presentation does not provide any form of (commercial, investment or financial service) advice, nor does it contain recommendations regarding any decision, and should not be treated as such.

This presentation is considered confidential and any disclosing, distribution, copying or dissemination of this presentation or parts thereof, without the expressed prior consent of IMCD strictly prohibited



Enzymes and Specialties for the Food Industry



About us

NUTRING offers a wide range of products and services for the Argentina food industry.

We are a supplier of tailored ready-to-use enzymes, functional systems for the Food Industries (Industrial baking, Dairy, Sugar confectionary) as well as related markets that have a need for customized solutions (Fat replacers, Aw control, bio protection, Emulsifier/Stabilizer systems and so on).

We are small enough to offer flexible bespoke products and services with a robust certification system that allows us to engage with big food producers.



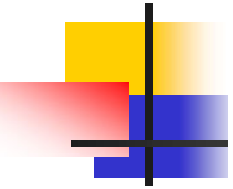
www.nutring.com.ar



New trends and Challenges

- 1- To develop a bread improver for shelf life extension
- 2- To get the final approval of 381I at ARCOR

This slide was presented at A&R meeting on Dec 6, 2019

A decorative graphic on the left side of the slide, consisting of overlapping yellow, red, and blue squares with a black crosshair.

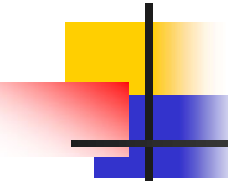
1- A&R 381I at ARCOR

Customer: ARCOR is the largest sugar confectionary and chocolate producer in Argentina

They have two production plants where the manufacturer hard candies and chocolate pills

Besides they use Acacia gum to produce coated and gummed peanuts

Acacia gum annual consumption (2021) = 117 tons

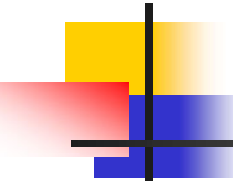
A decorative graphic on the left side of the slide, consisting of overlapping yellow, red, and blue squares with a black crosshair.

2 – EMULBAKE H3200

EMULBAKE H3200 is a dough conditioner system developed for improving the rheological, texture, and shelf life properties (resilience) of industrial baking products (Panettone, butter pudding)

Ingredients: 381I, DMG IV=20, Enzymes

Dosage: 0,5 – 1% flour basis

A decorative graphic in the top-left corner consisting of overlapping yellow, red, and blue squares with a black crosshair.

Thank you!!

Merci beaucoup!!

Barentz.

Always a better solution.

Alland & Robert Customer Success

December 9, 2022



GFR Pharma

ACACIA FIBER 339 ORGANIC

- Application: Plant-based protein powder
- Project start date: Sept 2020
- First order: May 2021
- Hurdles: Initial lead-time. GFR needed stock quickly for first order and if we could not supply there was a risk they would switch to a competitive source. Alland & Robert was able to schedule production and meet timeline (20MT with delivery to Canada in 8 weeks).
- Projected 2023 Volume:30MT



Biscuit Leclerc

ACACIA GUM SPRAY DRIED 381A

- Application: Extruded bars
- Project start date: Nov 2019
- Full Approval: Nov 2022
- First order: Pending
- Leclerc was single sourced, and with the unrest in Sudan and uncertainty of supply in 2021, customer finally agreed to approve a secondary source.
- Hurdles: Customer contact departures, multi-step approval process – lab test, small scale plant trial (8 bags), full scale trial using regular production process (2 pallets) – testing was re-scheduled many times.
- Projected 2023 Volume: 96MT as primary supplier





FIRMALIS

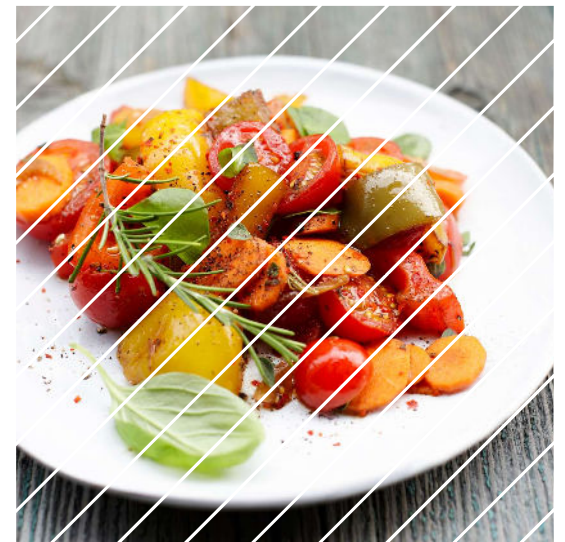
"Innovative ingredient solutions"

SUCCESS STORIES with ALLAND & ROBERT

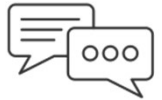
Présentée par
Jeremy HOWES – Senior Technical Manager



9 DÉCEMBRE 2022



OSF FRANCE – FLAVOR HOUSE



OSF FLAVORS



- ▲ A good relationship with customer led to test
For a **Me-too** (vs Fibregum Bio L)
- ▲ Tests with conventional and organic as a flavor carrier
for all their portfolio
Led to: 4 x 10tons in 2022
- ▲ Volume contracted with ACACIA FIBER 339
for 2023: **200 tons/year**

JUVA SANTÉ – FOOD SUPPLEMENTS



LABORATOIRES
JuvaSANTÉ



Substitution of sorbitol (bulking agent) in tablets and capsules, for environmental and supply reasons

Issue : Fibregum B leads to either brittleness (tablets) or loss of powder during compaction process (capsules)

Results with Acacia Gum 381 (vs fibregum) were promising , it showed improvement in capsule weight variation.

Potential Volume with ACACIA GUM 381 A is : 50 tons / year but they would like to substitute it slowly on the medium term

PILEJE – FOOD SUPPLEMENTS



PiLeJe

- Compression agent in tablets and capsules with a need of **environmental virtuous circle, and vertical integration**
- Tests with ACACIA FIBRE 339 were successful, product is validated in 2022
Advantages of A&R : tracability, acacia gum industry and the RSE policy (corporate social responsibility)
- Potential Volume with ACACIA FIBRE 339 is:
15 tons /year (used in 60 finished products) with a first order for April 2023

“ Thank you for your
attention ! ”



9, RUE LOUIS ROUQUIER
92300 LEVALLOIS – PARIS



TÉL: +33 1 46 39 88 69
FAX: +33 1 46 39 09 58



INFO  FIRMALIS.COM



FIRMALIS | [LINKEDIN](#)



FIRMALIS | [SITEWEB](#)

Inspirational Success Stories

Acacia Gum, Chile

Hugo Flores H.

Isabel Villalobos I.

Valeria Herrera N.

December 09, 2022





Law 20.606

- Due to Law 20,606 on the Nutritional Composition of Food and its Advertising, implemented to contribute to the reduction of obesity in Chile, companies in the food industry have had to adapt with the development of healthier products that comply with this regulation, reducing the sugar, saturated fat, sodium and calorie content to be within allowable limits.

Limits with progressive implementation

Nutrient or Energy	Date of entry into force 06/2016	24 months after entry into force 06/2018	36 months after entry into force 06/2019
Energy (kcal/100 g)	350	300	275
Sodium (mg/100 g)	800	500	400
Total sugars (g/100 g)	22,5	15	10
Saturated fats (g/100 g)	6	5	4

Table Nº 1: limits of content of energy, sodium, total sugars and saturated fats in solid foods.

Nutrient or Energy	Date of entry into force 06/2016	24 months after entry into force 06/2018	36 months after entry into force 06/2019
Energy (kcal/100 ml)	100	80	70
Sodium (mg/100 ml)	100	100	100
Total sugars (g/100 ml)	6	5	5
Saturated fats (g/100 ml)	3	3	3

Table Nº 2: limits of content of energy, sodium, total sugars and saturated fats in liquid foods.



ALCHEM S.A.

FRONTAL WARNING LABELING



HIGH IN
CALORIAS



HIGH IN
SATURATED FATS



HIGH IN
SODIUM



HIGH IN
SUGARS



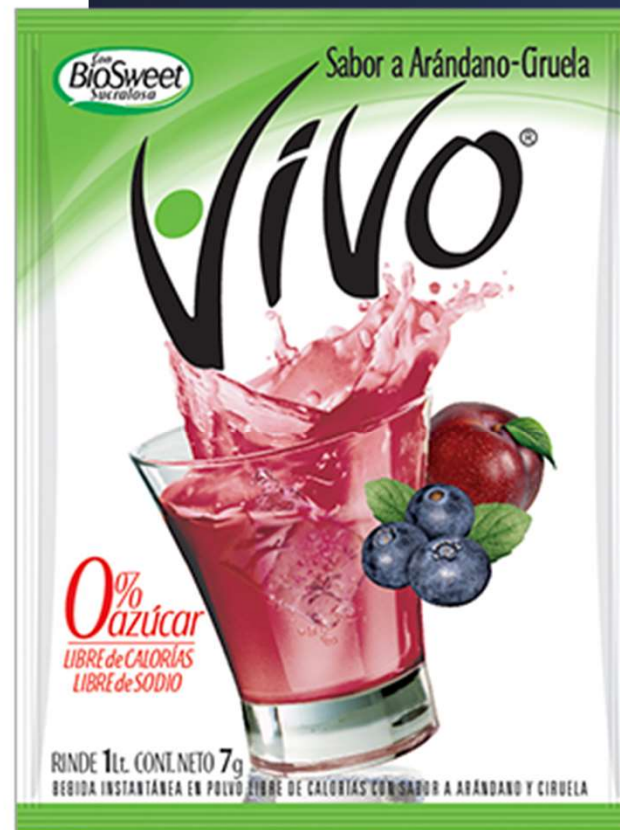
POWDERED BEVERAGE

Since 1898, **Carozzi** has faced the challenge of creating a better quality of life by making available to its consumers a whole universe of products designed to be enjoyed. With more than 119 years in the food industry, **Carozzi** is today considered one of the most respected mass consumption companies in Latin America.

The use of gum arabic in the powdered juice fulfills the function of ensuring better encapsulation of the oil droplets and improving stability by protecting the final powder from humidity and protecting the essential oils from the release, loss of volatile compounds and oxidation.

Ingredients:

Citric Acid, Maltodextrin, **Gum Arabic**, Potassium Citrate, Tricalcium Phosphate, Nature Identical Cranberry Flavor, Aspartame, Nature Identical Plum Flavor, Acesulfame K, Sucralose, Allura red ac, Salt, Brilliant Blue.





VEGAN BURGER

Cial Alimentos is one of the largest and most consolidated companies in Chile, with more than 50 years in the cured meat and sausage market. It made an innovation and developed a line of vegan hamburgers under its brand "**La Preferida**", and Alchem introduced them to gum arabic to improve various characteristics of the final product.

The use of acacia gum or Arabic gum in plant based burger plays a vital role in moisture retention, juiciness and palatability of the product. In combination with soy protein, starches and other plant ingredients, they make a product with a good bite and juicy texture, unlike other products on the market with a similar profile. Its recommended dose is between 2 to 3% on the mass.



HAMBURGUESA SOYA CON ZANAHORIA

INGREDIENTES: Agua, proteína de soya, aceite de maravilla, zanahoria (5%), almidón de papa, goma acacia, maltodextrina, metilcelulosa, cebolla, dextrosa, sal, saborizante idéntico a natural, ajo, glutamato monosódico. Contiene soya. Puede contener gluten y sulfitos.

INFORMACIÓN NUTRICIONAL

Porción: 1 unidad (100 g)
Porciones por envase: 1

	100 g	1 porción
Energía (kcal)	128	128
Proteínas (g)	14,6	14,6
Grasa total (g)	5,8	5,8
Ac. Grasos Saturados (g)	0,7	0,7
Ac. Grasos Monosatur. (g)	1,7	1,7
Ac. Grasos Polinsatur. (g)	3,6	3,6
Ac. Grasos Trans. (g)	0,0	0,0
Colesterol (mg)	1,0	1,0
H. de C. disp. (g)	4,3	4,3
Azúcares totales (g)	4,1	4,1
Sodio (mg)	398	398

Ingredients:

Water, Soy Protein, Marigold Oil, Carrot (5%), Potato Starch, **Acacia Gum**, Maltodextrin, Methylcellulose, Onion, Dextrose, Salt, Nature Identical Flavor, Garlic, Monosodium Glutamate. May contain gluten and sulphites.

ALCHEM®

ALCHEM S.A.

ACACIA FIBRE

In addition, we are currently introducing gum acacia as a fiber. Proposing to use it to replace inulin, which is used in our country in products such as granola, cereal bars, fruit juice, cultured milk, flavored waters, cereals, and cookies, among others. This is in development.



Inspirational Success Stories

Acacia Gum, Chile

Hugo Flores Hennings

Isabel Villalobos

Valeria Herrera

General Manager

December 09, 2022



A&R Distributor Training Seminar



December 9, 2022

Farbest
B R A N D S

About Farbest Brands



- Headquartered in Park Ridge, NJ
- Founded in 1955 as an exclusive ingredient supplier and manufacturer
- Privately held
- Presence in food, flavor, beverage and nutritional sectors

Gum Acacia – Primary Markets

- Flavors (Liquid Emulsions, Spray-Dried Powders)
- Sport Nutrition (Dietary Fiber)
- Confection
- Pet Food (Extrusion aids)

Customer Success Story: Orgain

Orgain – Manufacturer of clean nutrition products.
Qualities Purchased: AR-339A & AR-399I



Customer Success Story: Orgain



2017 – Initial discussions start, customer is looking for an organic replacement for maltodextrins

2018 – Testing various options (color questions and labeling. Sales initially start.

2019/2020 – dietary fiber status change, A&R works with partners to get FDA to secure approval.

2021 – regular sale sales resume



Free of packaging, Full of flavor

Instant beverage powder for vending machine

→ based on Instant Soluble Gum Acacia 381i

- Gum Acacia provides the functionality required for this project: a low calorie carrier with good powder flow properties and good solubility to enhance mouthfeel of the beverage.
- The customer approached us for a new market development project with a strong focus on sustainability. The first recipe formulation was based on a market reference and adapted to the specific use in a vending machine. After several panel evaluations the product was launched in six different flavors.
- Success has been achieved through good cooperation between the customer and our R&D department. Perseverance to solve problems during this project was crucial.



Fiber enriched ragout

→ based on Acacia Fibre 381

- Acacia fiber can be of great help to improve Nutri-Score of your product. In ragout it gives the desired creamy mouthfeel after recipe change.
- This project took more than 2 years before the consumer product was launched. Many different ingredients were tested in our lab, followed by panel evaluations and final market introduction.
- Customer wanted to introduce the Nutri-Score for this product. The fastest gain was made by increasing the fiber content. The goal was to add 2% extra fiber to the end product in their ragout or batter. Many tests were carried out jointly, so that the end result was achieved more quickly.

ALLAND  *ROBERT*

synaco

MAIN APPLICATIONS BELGIAN MARKET

Gum Acacia for use in :

- ✓ Flavour emulsions
- ✓ Flavour in powder form (carrier)
- ✓ Mix of probiotics (dietary fibre)



NEW PROJECTS

Gum Acacia used as dietary fiber in food supplement

✓ Fruit cubes (acacia fiber --> gut transit)

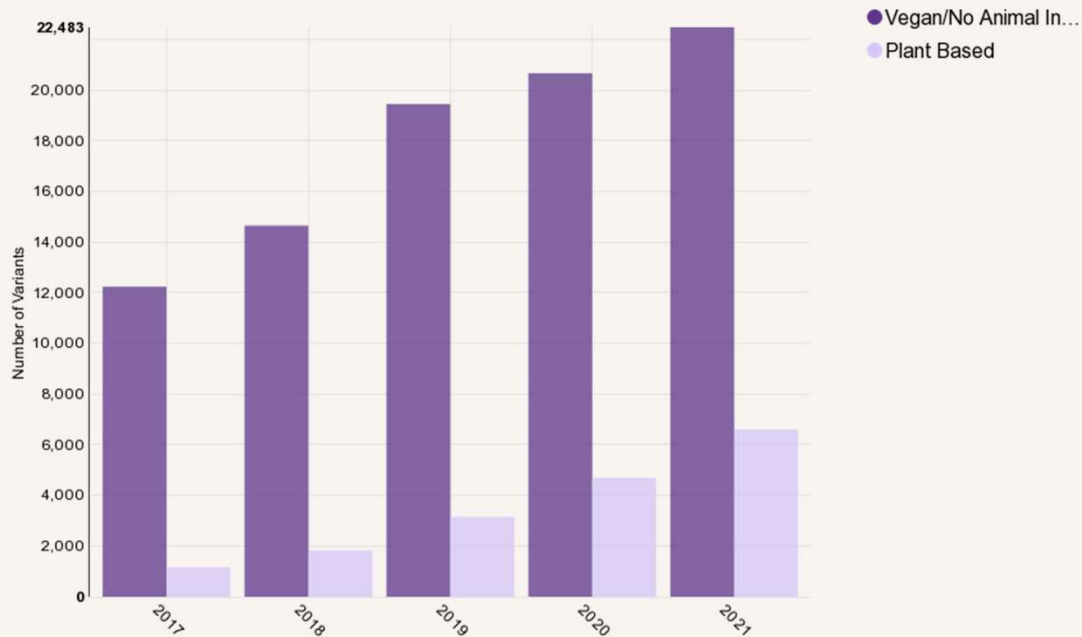
Gum Acacia as texturizing agent for non-alcoholic
Drinks (mouthfeel)



5. NEW APPLICATION DEVELOPMENTS

5. NEW APPLICATION DEVELOPMENTS

DIET TRENDS:

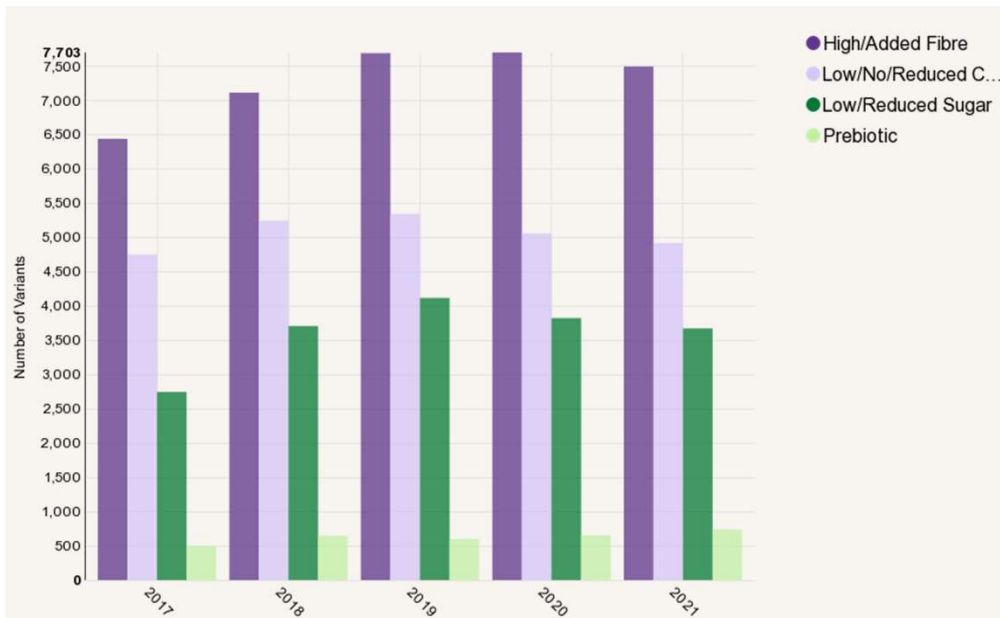


➔ Over the past few years, **vegan, plant-based and flexitarian** diets have become more **mainstream**, as more consumers recognise the **health and environmental benefits** of reducing meat and dairy intake.

Claim	2017	2018	2019	2020	2021
Vegan/No Animal Ingredients	12243	14653	19453	20668	22483
Plant Based	1170	1832	3154	4703	6610

5. NEW APPLICATION DEVELOPMENTS

HEALTH & NUTRITION:



The war on sugar has raged for longer than the challenges brought by COVID-19. But the pandemic has **hastened the move towards low/no sugar** in a range of products.

As more consumers look to adopt a healthier lifestyle, the majority of them understand the **importance of fibre** in their diet. However, many struggle to reach their **recommended daily intake**.

5. NEW APPLICATION DEVELOPMENTS

Consumers understand the benefit of fibre for gut health: they associate fibre with gut health and are interested in fibre-enriched food and drinks.

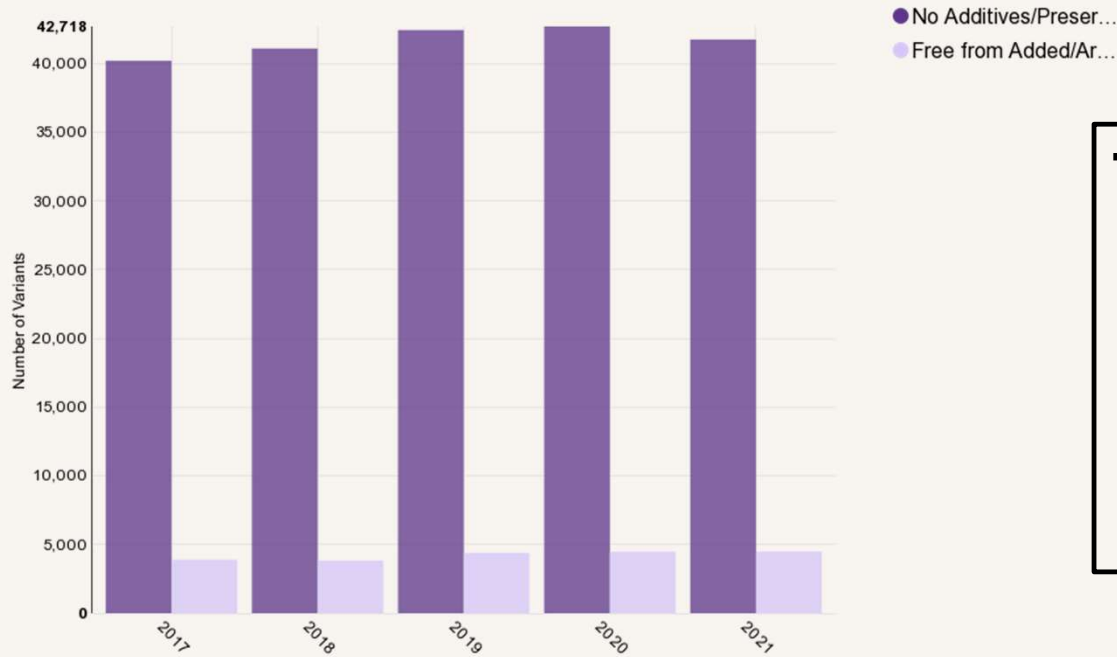


Base: US: 2,000 internet users aged 18+; UK: 1,985 internet users aged 16+; China: 3,300 internet users aged 18-59

Source: Lightspeed/Mintel; KuRunData/Mintel

5. NEW APPLICATION DEVELOPMENTS

CLEAN LABEL:



→ Consumers are increasingly scrutinising product labels and ingredient lists, looking for natural and healthier options which suit their particular dietary needs and concerns. They are proactively researching ingredients and looking for products that are minimally processed, and have recognisable ingredient lists.

Claim	2017	2018	2019	2020	2021
No Additives/Preservatives	40218	41112	42455	42718	41766
Free from Added/Artificial Additives	3892	3837	4393	4482	4491

5. NEW APPLICATION DEVELOPMENTS

ACACIA GUM: FROM FORMULATION TO NUTRITION

ADVANTAGES OF ACACIA GUM vs CURRENT TRENDS:

- Easy to use (high solubility), stable to all process conditions (pH, temp)
- No taste, no color, low viscosity
- Low calorie
- Sugar free
- Substitutes the bulk of sugar
- Versatility and vegetal origin: useful tool for the formulation of animal-free foods for vegan/vegetarian diets
- A soluble fiber with prebiotic effects and high digestive tolerance
- Label-friendly: ingredient status used as a fiber

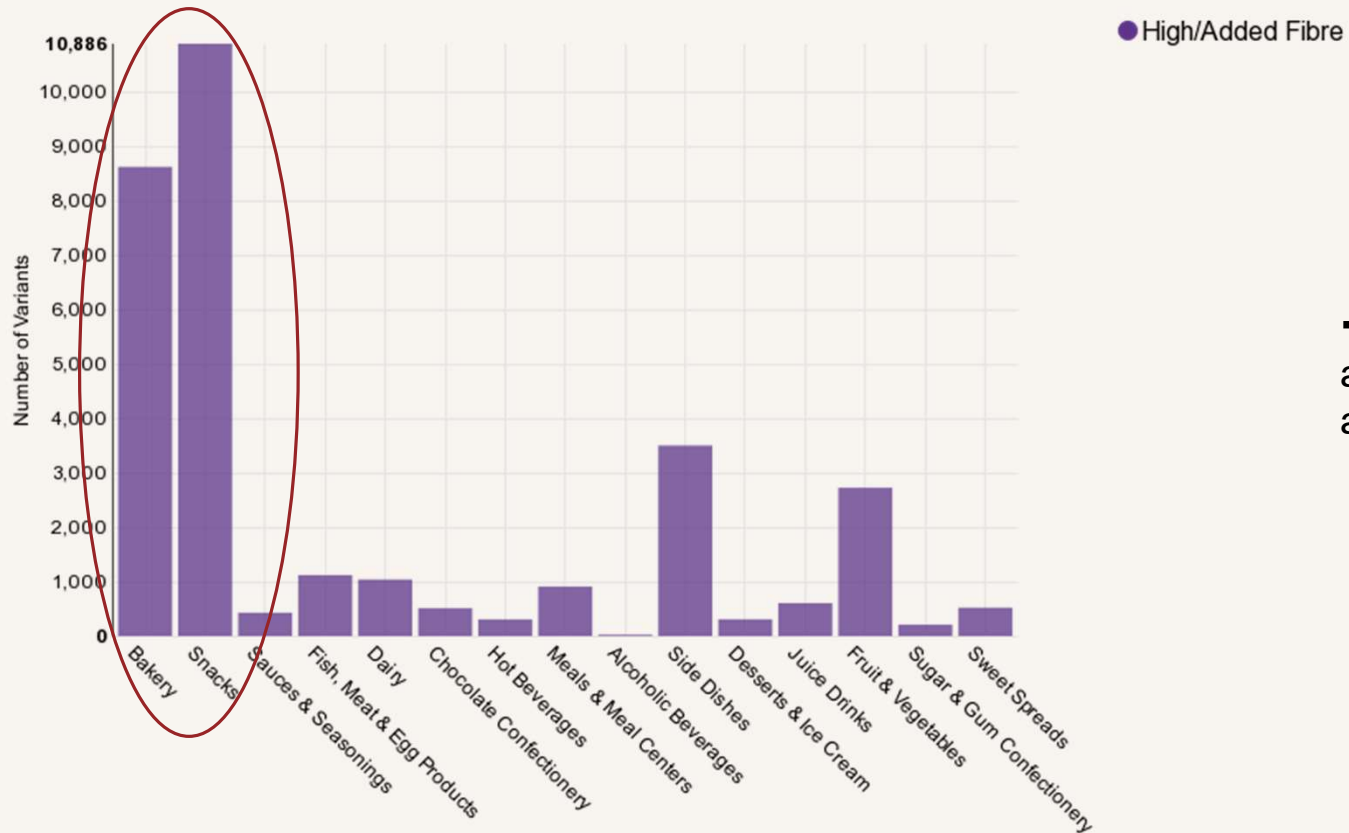


5. NEW APPLICATION DEVELOPMENTS

QUALITY and R&D LABS



5. NEW APPLICATION DEVELOPMENTS



➔ « High/added fiber » claims are predominant in the bakery and snack categories.

5. NEW APPLICATION DEVELOPMENTS

Sweet energy balls



Ingredients	Percentages
Muesli	35.0
Tropical dried fruits	25.0
Honey	16.0
Goji berries	5.0
Cashews	4.0
Pumpkin seeds	4.0
Acacia fiber 339 – Organic	3.0
Almond	3.0
Coconut oil	3.0
Maca powder	2.0

How to make them?

- In a pan, warm up the liquid and add the Acacia Fibre while stirring.
- In a bowl, mix the dried ingredients together.
- Add the liquid blend and mix well.
- Put the mix into small ball moulds and pack them.
- Bake them for 18 mn at 165°C.
- Leave at room temperature for 15 minutes.
- Store in the fridge for 1 hour in order for them to harden.
- Enjoy!

Savory energy balls



Ingredients	Percentages
Muesli	32.6
Dried fruits and nuts	25.0
Rice syrup	16.0
Cashews	7.0
Pumpkin seeds	7.0
Hemp seeds	5.0
Vegetal oil	4.0
Acacia fibre 339 – Organic	3.0
Curry powder	0.4

5. NEW APPLICATION DEVELOPMENTS

Acacia gum benefits in energy balls:

- Binding properties



5. NEW APPLICATION DEVELOPMENTS

Acacia gum benefits in energy balls:

- Binding properties
- Crunchiness improvement
- Fiber enrichment (high source of fiber according to EU regulations)
- Sugar reduction



➔ Brochures available for customers



5. NEW APPLICATION DEVELOPMENTS

Examples of energy balls containing acacia gum:



Oat flakes*, rice flour*, coral lentils* (8%), sunflower seeds*, **arabic gum***, rosemary* (1.2%), hulled hemp seeds* (1.1%), salt, thyme*

- from organic farming

FRANCE



Oat (24%), mixed nuts (22%) (cashew nut, almond, hazelnut), coconut sugar (14%), dried banana (12%), chocolate chip (9%), rice bran oil (8%), jasmine rice puffs (5.7%), cocoa powder (5%), shiitake powder (0.3%), nature identical flavours, humectant (INS 422), **emulsifier (INS 414)**

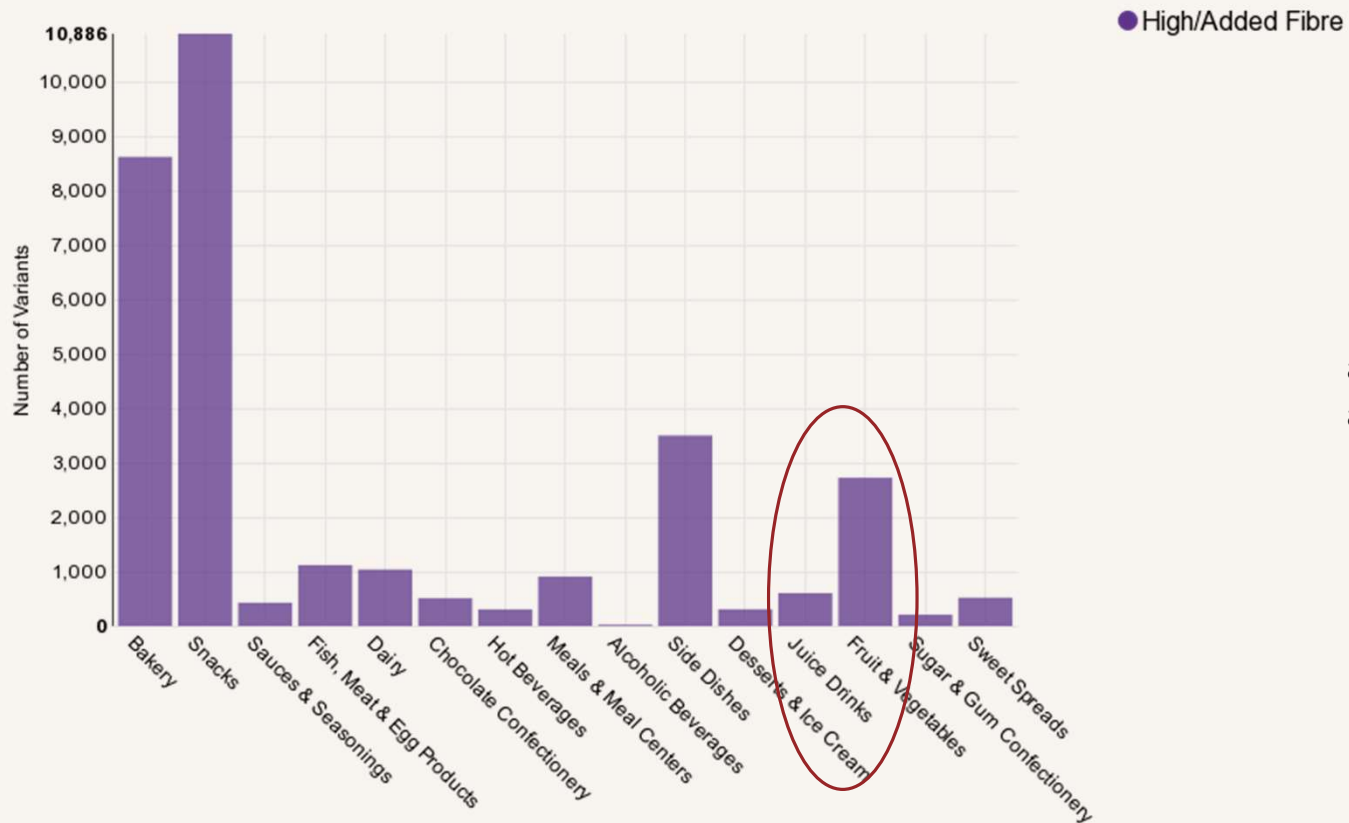
THAILAND



Raspberry and seed blend (sunflower seeds (18%), cacao nibs (13%), raspberries (7%)), brown rice syrup, whey protein blend, grape juice, cocoa powder, pea protein, rice bran, **acacia gum**, tapioca starch, natural flavour, vanilla extract, sea salt, rosemary extract, mineral salt (calcium carbonate), sunflower lecithin

AUSTRALIA

5. NEW APPLICATION DEVELOPMENTS



➔ « High/added fiber » claims are predominant in the bakery and snack categories.

5. NEW APPLICATION DEVELOPMENTS

High Fiber Smoothie: Pear- Spinach



Ingredients	Percentages
Pear	52.0
Coconut water	34.7
Young spinach	11.0
Acacia fiber 339 – Organic	1.0
Yuzu juice	0.8
Lemon juice	0.5

How to make them?

- Wash the young spinach and the pear
- Peel and cut the pear into pieces
- Put in the blender and add coconut water, acacia gum, yuzu juice and lemon juice
- Mix at speed 5 for 1 min 30 sec
- Serve very chilled
- Enjoy!

5. NEW APPLICATION DEVELOPMENTS

Acacia gum benefits in High Fiber Smoothie:

- Fiber enrichment (high source of fiber according to EU regulations)



**ACACIA GUM
IS A SOLUBLE FIBER.**



Alland & Robert guarantees

a minimum fiber content of 90%

*(measures according to the international method
AOAC 985-29) for its products **Acacia Fiber**.*

Fiber enrichment with acacia gum
can allow nutritional allegations
according to the dosage (« source of » / « rich in
fibers ») and the regulation
of every country.

**ACACIA, A PREBIOTIC FIBER.
NOW FDA APPROVED!**

AS A FIBER, ACACIA GUM OFFERS SEVERAL ADVANTAGES

RESISTANCE
TO ACIDITY
AND HEAT

LOW
CALORIFIC
VALUE

VERY LOW
GLYCEMIC
INDEX

NO SIDE EFFECT,
DISCOMFORT
OR STOMACH
ISSUES

PH COMPATIBLE
WITH MILK
PROTEINS

SCIENTIFICALLY
RECOGNIZED
PREBIOTIC
EFFECTS

NEUTRAL
TASTE WITH
VERY LOW
VISCOSITY

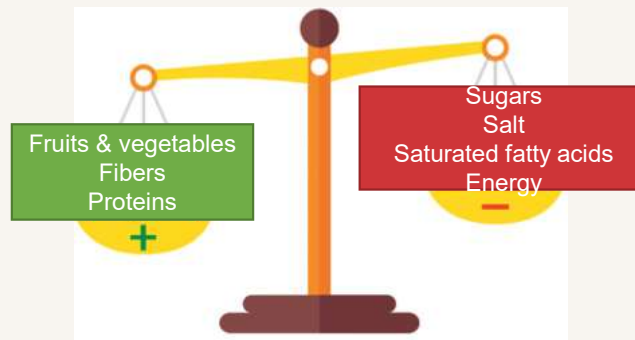
POSITIVE
EFFECT
ON RHEOLOGY

NON
CARIOGENIC
EFFECT

5. NEW APPLICATION DEVELOPMENTS

Acacia gum benefits in High Fiber Smoothie:

- Fiber enrichment (high source of fiber according to EU regulations)
- Optimises stability favors the stabilization of solid compounds in aqueous systems
- Masks unpleasant notes like bitterness and acidity
- Enhances mouthfeel
- Improves the Nutri-Score



➔ Brochures available for customers



ALLAND & ROBERT

HIGH FIBER
SMOOTHIE

Acacia fibre has a probiotic effect and is actually recognized as a dietary fibre. It is an ideal ingredient for natural and healthy products formulation, and its use also improves the Nutri-Score.

Alland & Robert range Acacia Fibre offers a guarantee of minimum 50% fibre content (dry matter basis) and 90% ACAC, with 100%.

KEY INGREDIENTS	BENEFITS
- Pear - Coconut water - Sorachi - Acacia Fibre 399 Organic - Yuzu	- High in fiber - Plant-based - Optimised stability - Enhanced mouthfeel - Improves the Nutri-Score

Download the recipe

More Information on Acacia Fibre

5. NEW APPLICATION DEVELOPMENTS

Examples of fruit beverages containing fiber:



Grape Juice, **Fibres (Gum Arabic)**,
Natural X Flavourings, Citric Acid,
Anthocyanins, Vitamin C
SRI LANKA



Apple Juice, Coconut Water, Mango Puree,
Pineapple Juice, Banana Puree, Kiwi Puree,
Gum Arabic, Spirulina, Lemon Juice,
Natural X Flavourings, Alfalfa Powder,
Broccoli Powder, Spinach Powder, Barley
Grass, Parsley Powder, Ginger, Kale
Powder
USA



Satsuma, Apple Juice, **Fibres**, sugar
(molasses) (Beet Sugar), Apple, Cabbage,
Carrot, Lemon, Xanthan Gum, acidifier,
pH neutraliser, Flavouring Substances
JAPON

5. NEW APPLICATION DEVELOPMENTS

Examples of fruit beverages containing fiber:



Apple +: Reconstituted apple juice (99%), dietary **fibre (acacia)**, food acid (citric), natural flavour, camu camu extract, vitamin C
AUSTRALIE



Pineapple juice, **acacia gum (fiber source)**, ascorbic acid (vitamin C)
Philippines



Water, carrot juice 13%, mango puree 10%, Swedish apple puree 7%, apple extract, lime juice 2%, **fiber from acacia and chicory root**, chili extract, mango aroma. Juices from concentrate.
SWEDEN



Beetroot juice 58%, water, passion fruit juice 8.5%, lime juice 5%, **fiber from acacia and chicory root**, turmeric juice 1.5%, preservative (potassium sorbate). Juice partly from concentrate.
SWEDEN

5. NEW APPLICATION DEVELOPMENTS

Healthy, Sports Drinks & Shakes

Formulated in order to bring:

- Energy: carbohydrates, caffeine ...
- Vitamins and anti-oxidants → **AG to encapsulate**
- Proteins → **AG to create texture**

And restore:

- Electrolytes (sodium, potassium, magnesium salts...)
- Mineral balance (iron, calcium...) → **AG to stabilize**



7 . MARKETING & SUSTAINABILITY

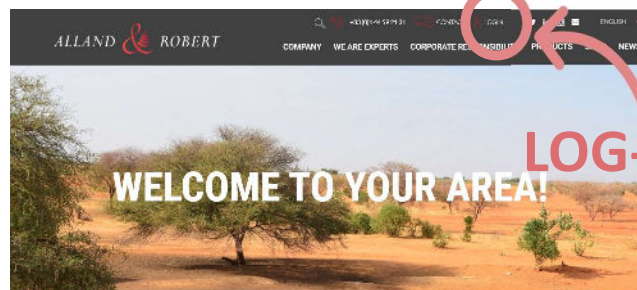
1. MARKETING

2. SUSTAINABILITY

LET'S KEEP IN TOUCH



Alland&Robert



LOG-IN

Please read before accessing your area

All documents, newsletters, communications tools and other downloads accessible on this area are for Alland & Robert's distribution use only. Alland & Robert does not authorize any individual who is no longer working for a distributor to re-copy to use those documents, either for personal or recreational usage, in any country where Alland & Robert does or doesn't have

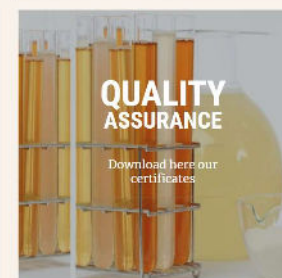
Please note your information (name, company, country, email and password) to access this area is only be stored to give you access to our communications. Read our [privacy policy](#) for more information. You can ask at any moment for your data to be erased. Please send an email to your sales contact or info@allandrobert.fr



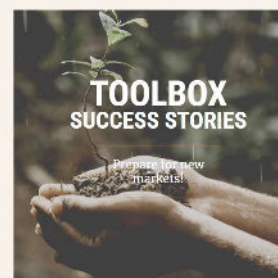
Since 2014, we communicate with you through newsletters. Read them here!



Download our marketing supports



Download here our certificates



Prepare for new markets!

ALLAND & ROBERT

NEWSLETTER APRIL 2022

INTRODUCING DEMECARE®

DemeCare® is a new range of natural gums for the formulation of clean, organic and sustainable cosmetics. It is composed of 12 products based on acacia gum, sterulus gum, as well as their blends which are patent pending. Each product offers various functional properties and is available organic, COSMOS certified.

The properties of natural gums make it possible to respond to the evolution of recent cosmetic trends such as the search for more transparency, natural and simple products that are good for health and for the planet. A real miracle product, natural gums combine functional and environmental benefits.

[READ MORE ABOUT DEMECARE®](#)

TRADE SHOWS UPDATES / SAVE THE DATES !

Trade shows are back for our greatest pleasure ! Please note Alland & Robert presence or attendance to the below shows, and feel free to contact us to organize meetings.

VITAFODDS (Geneva, May 2-13) : Holger Kirchner and Charles Alland will visit the show.

FI AFRICA (Cairo, May 29-31) : Holger Kirchner will attend the show on ANVA Food Solutions booth.

FI CHINA (Shanghai, May 31-June 2) : Alland & Robert is supporting UICSA with communications on the booth.

IFT (Chicago, July 10-13) : Charles Alland and Isabelle Jaouen will attend the show on Faribrot Brands booth.

SUPPLY SIDE WEST (Las Vegas, Oct 31-Nov 3) : The Alland & Robert team will certainly visit the show.

FI INDIA (Bengaluru, September 21-23) : Frédéric and Anne Sophie Alland will attend the show on Alland & Robert booth.

FI EUROPE (Paris, December 6-8) : It's in Paris this year! Not only will we have a booth, but **SAVE THE DATE** for a special event we will organize for our distributors the day after the show on Friday December 9, 2022. More information later in the year.

[ORGANIZE A MEETING](#)

COSMOS CERTIFICATION

Alland & Robert is excited to announce that our products are now COSMOS certified. The COSMOS certification guarantees production and processing methods that respect the environment and human health, the promotion of the concept of green chemistry, the responsible use of natural resources, the respect for biodiversity, the absence of petrochemical ingredients & GMAs and the promotion of recyclable packaging.

[CHECK OUT ALL OUR CERTIFICATIONS](#)

NO REPRODUCTION OR DIFFUSION WITHOUT WRITTEN AUTHORIZATION

2. SUSTAINABILITY

LET'S WORK TOGETHER !



Yogurt + Gum Acacia =



- 90% fiber content
- no stomach discomfort
- low calorie
- neutral taste
- 100% soluble
- all natural
- slow fermentation
(preserves fiber & active cultures)

A clean label **fiber** solution!

Download our gum acacia fiber enrichment document now to learn more.

[Download Now!](#)



Michael Sutich
Product Manager
201.573.4900
msutich@farbest.com

Taste For Yourself!
SupplySide West, #M157




ACACIA FIBER, a natural fiber alternative



Konsumentom poszukującym naturalnych i skutecznych produktów, które poprawią ich samopoczucie i pomogą żyć zdrowo. Jeśli szukasz składnika, dzięki któremu stworzysz suplement diety lub wzbogacisz produkty spożywcze w włókno pokarmowe - pomysł o błonniku akacjowym!

BŁONNIK AKACJOWY

- ✓ naturalny
- ✓ roślinny
- ✓ czysta etykieta
- ✓ bierny
- ✓ rozpuszczalny
- ✓ aktywność prebiotyczna

ZNAKOWANIE

- ✓ Gumma akacjaJera
- ✓ Gum arabica
- ✓ Gumma arabika
- ✓ E444
- ✓ Błonnik akacjowy

BŁONNIK AKACJOWY to naturalny produkt z czystą etykieta, wykazujący aktywność prebiotyczną. To doskonały dodatek do żywności i napojów. Dzięki wysokiej tolerancji przewodu pokarmowego jest świetnym składnikiem suplementów diety.

Poznajdziesz więcej informacji? Skontaktuj się z HORTIMEX

Poznajdziesz więcej informacji? Skontaktuj się z HORTIMEX

BŁONNIK AKACJOWY to naturalny produkt z czystą etykieta, wykazujący aktywność prebiotyczną. To doskonały dodatek do żywności i napojów. Dzięki wysokiej tolerancji przewodu pokarmowego jest świetnym składnikiem suplementów diety.

Poznajdziesz więcej informacji? Skontaktuj się z HORTIMEX

M
METACHEM

KMC

**Queijos
Plant-Based**

- ◆ Soluções plant-based
- ◆ Custo-benefício
- ◆ Fácil produção

ALLAND & ROBERT

FIBRA DE ACÁCIA

Funcionalidades à Nutrição

Ingrediente natural para enriquecimento

Ampla variedade de aplicações

WWW.ALLANDROBERT.COM

DKSH为以下客户
提供市场拓展服务:

ALLAND & ROBERT

阿拉伯胶(有机)

天然纤维选择方案

- 可溶性纤维 低卡
- 改善润肠道

糖果

- 零糖涂层
- 降低糖基使用量
- 无糖涂层

香精香料

- 乳化
- 稳浮
- 改善产品色泽

饮料

- 水包油乳化体系
- 改善口感

保健食品

- 高谷环醇
- 稳定

烘焙

- 改善表皮质地
- 提高持水力

1. MARKETING

SAMPLE REQUESTS



The form is titled 'ALLAND & ROBERT SAMPLE REQUEST SHEET (SRS)'. It includes sections for 'General Information' (Date, Country, Distributor, Customer, Author, Location), 'Sample Request' (No. of Sample, Quantity, Alland & Robert Code, Description), 'Project Description' (Application / Industry, Final Product, Gum Potential (K9 P-), Target Price EXW / kg), 'Gum Requirements' (color, granularity, consistency, morphology), and 'Additional Comments'. A footer note states: 'this information guarantees a smooth and high priority processing of the request'.

- Help to better process requests and provide the best suited sample. We need as much information on the type of sample you need (color, powder caliber, etc...). We expect **FEEDBACK** on the samples.
- Always submit samples in **unopened original Alland & Robert containers & labels** in order to avoid any contamination.

SAMPLE CONTAINERS

- Alland & Robert has transitioned sample containers from plastic jars /bottles to plastic bags.
- Plastic bags offer positive impacts: reduction of plastic usage and shipping weight, easy-to-use smaller packagings such as enveloppes. Plastic bags are sterile so that there is no dust or foreign bodies.



WEBINARS

- All replays are available in our distributors' area online.
- **Examples of topics**
 - Newcomers
 - Gut Health
 - Confectionery
 - Dairy
 - Beverages
 - Bakery
- **Coming next**
 - Syndeo Gelling
 - Formulating biscuits with gum acacia
 - DATES TBC

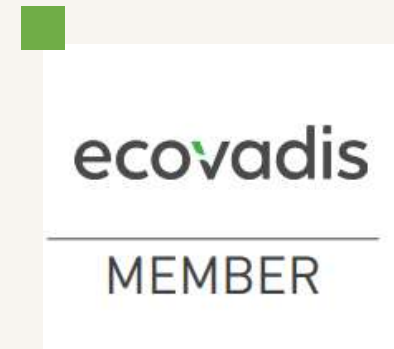
1. MARKETING

COLLABORATION

- Market/Progress reports
- Forecast
- Regulatory monitoring
- Specifications
- Translations

2. SUSTAINABILITY

OUR COMMIMENTS



2. SUSTAINABILITY POLICY

SUPPORTING THE U.N. SDG



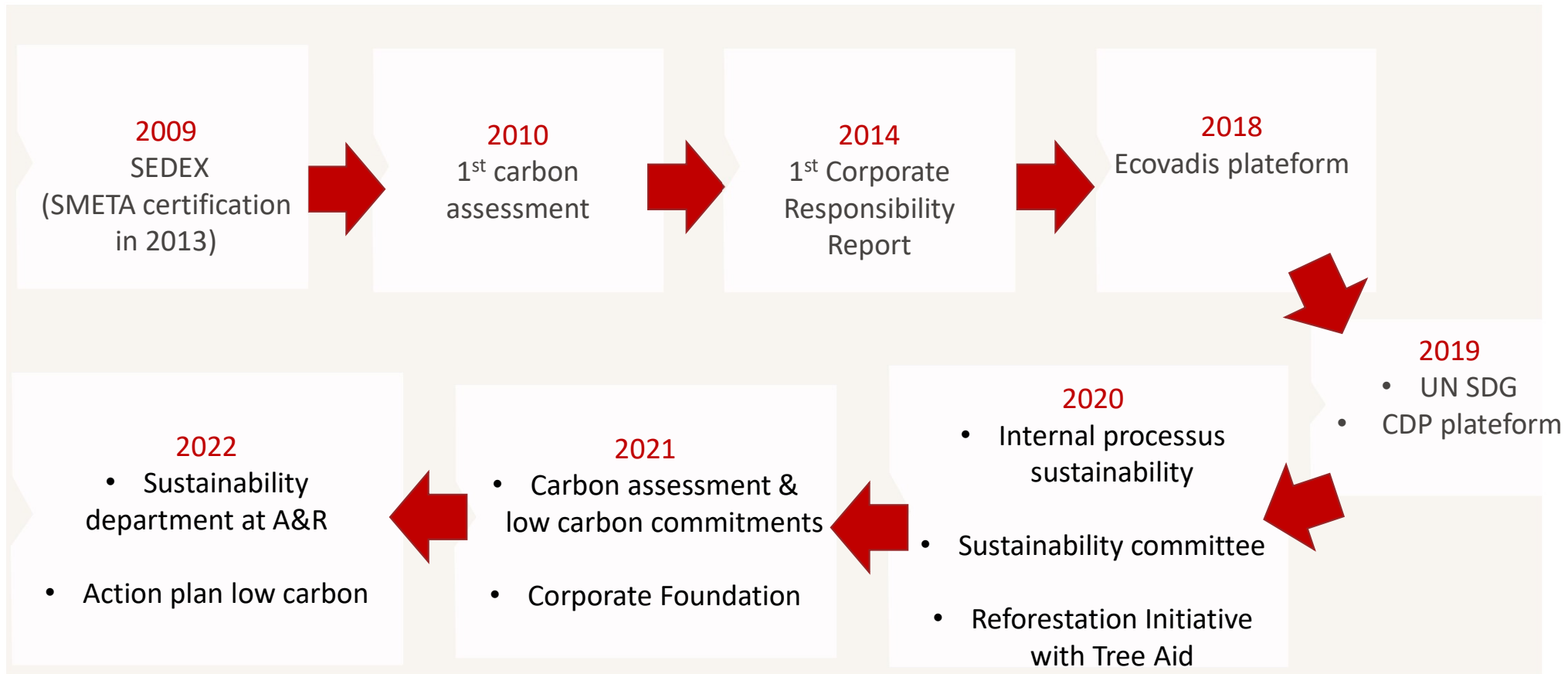
2. SUSTAINABILITY POLICY

THE 4 PILLARS OF OUR POLICY



2. SUSTAINABILITY POLICY

A TIMELINE OF SUSTAINABILITY



RAW MATERIAL SUPPLY

WORK WITH OUR PARTNERS



CLIMATE CRISIS

WE WORK TO PREVENT DEFORESTATION

“Let’s plant trees together!”



We work with



An expert of
african drylands
and reforestation

**12,000 + trees planted
since 2020**, an innovative
campaign to...



Support the
reforestation
of local trees in their
native environment

Create land restoration
and climate resilience
in the Sahel



Use acacias unique
properties to tackle
desertification and
climate change

Support communities
and protect their
environment where we
source natural gums

2021

CREATION OF THE ALLAND COMPANY FOUNDATION

Initiate, support and follow various projects in countries where **Alland & Robert operates and in Africa.**

Make a difference within the communities where Alland & Robert sources natural gums with a **focus on environment & biodiversity preservation.**

Fondation
D'ENTREPRISE
ALLAND

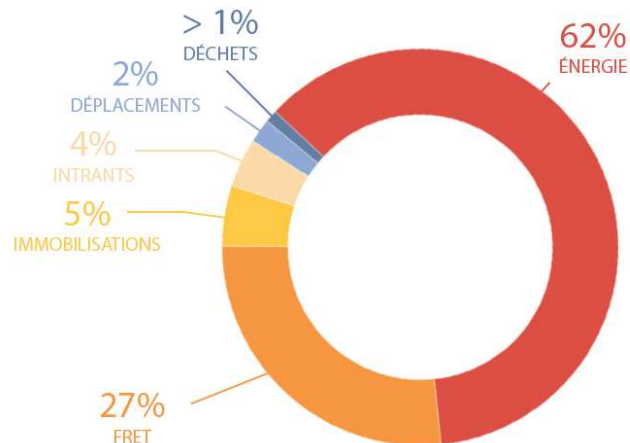
DECARBONATION

OUR TOTAL EMISSIONS

21 000 tCO_{2e}

1,19 kg CO₂ per kg
of manufactured gum

REPARTITION



— ALLAND & ROBERT —

OUR ACTION PLAN

REDUCE

Our emissions linked to energy,
travelling, plastic usage

OPTIMIZE

Our emissions linked to
production, travelling, freight

IMPROVE

Our processes & production

ACT

Through innovative projects such as
reforestation initiatives and more

OBJECTIVE 2025: 0,95 kg CO₂ / kg gum
-20% emissions (2020 data) per kg manufactured gum
on our global emissions (scopes 1, 2, 3)

CONCLUSION

OUR PRODUCTS ARE CONSISTENT WITH OUR SUSTAINABILITY POLICY



Clean & clear
label



Organic
products



GMO-free &
allergen-free
products



Plant based



Prebiotics &
healthy
ingredients



Ethics & social
responsability

THANK YOU
FOR
YOUR
ATTENTION !

8 TASTING ■ + Q&As



ALLAND & ROBERT
— Since 1884 —

**THANK YOU FOR YOUR
ATTENTION!**