



Since 1884

CORPORATE PRESENTATION

NEWCOMERS WEBINAR

1st & 2nd of February 2024

AGENDA

1. A&R COMPANY
2. ACACIA GUM SOURCING
3. WHAT IS ACACIA GUM?
4. APPLICATIONS
5. R&D and STRATEGY
6. WHAT IS KARAYA GUM?
7. COMPETITION
8. MARKETING & COLLABORATION

1. THE COMPANY

1. THE COMPANY

KEY FIGURES



1884

**Foundation
of the company**

6TH

**Generation
family company**

86

**Millions €
revenue 2023**

1. THE COMPANY

KEY FIGURES

140

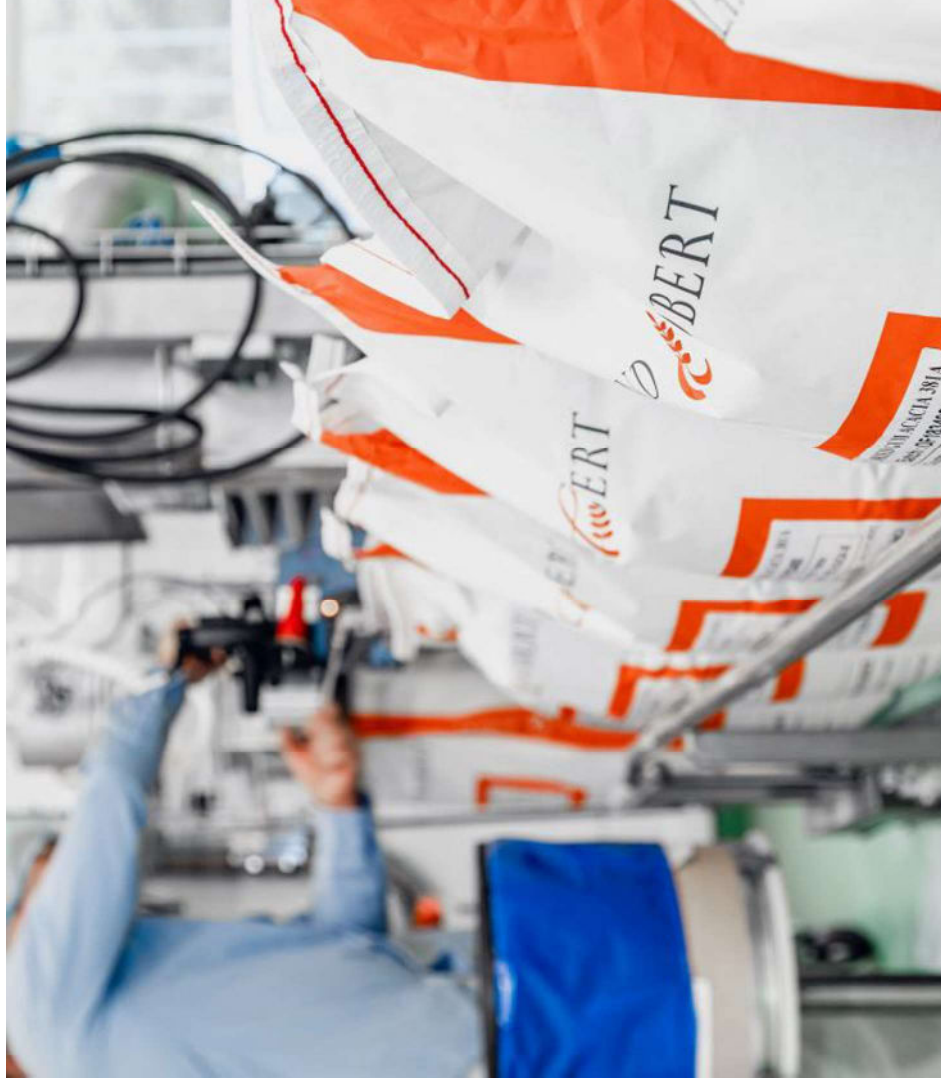
Years
of **experience**
in natural gums

70

Countries
Alland & Robert
sells to

100%

Dedicated from
the very start
to **natural gums**



1. THE COMPANY

KEY FIGURES

3

Factories

5

Spray drying
towers

120

Employees
in 2023

20,000 t
+
2,500 t

Capacity
of acacia gum
2023

1,000 t

Capacity
of karaya gum

95%

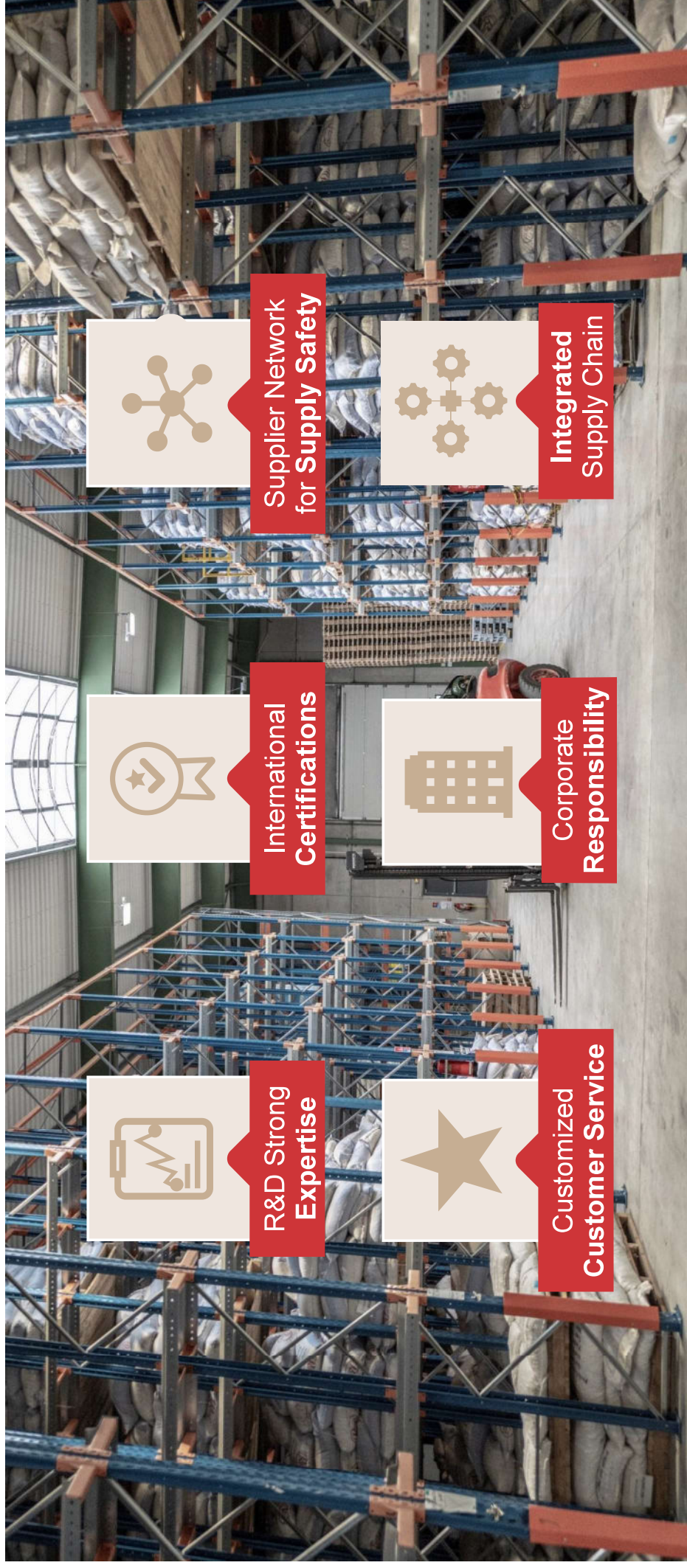
Export



Manufactured
in France & India

1. THE COMPANY

A GLOBAL EXPERT OF NATURAL PLANT EXUDATES



1. THE COMPANY

OUR MAIN NATURAL GUMS

Acacia Gum

Coming from **Acacia trees**

For food, pharmaceutical, cosmetic, technical applications



Karaya Gum

Coming from **Sterculia trees**

For pharmaceutical, food applications



4 LOCATIONS

PARIS

Administrative
Sales
Management



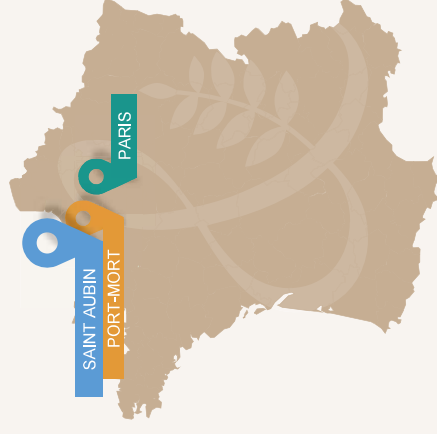
SAINT AUBIN



PORT-MORT



AHMEDABAD



1. THE COMPANY

FOOD SAFETY



BRC 9 H.A.C.C.P

To certify quality
and **safety**, and protect
the end consumer

PHARMACEUTICAL SAFETY

ansm

Agence nationale de sécurité du médicament
et des produits de santé

ANSM

Ensure that **Alland &
Robert** can supply both
**excipients and active
ingredients**
to pharmaceutical
companies

QUALITY SYSTEM CERTIFICATIONS



ISO 9001

Ensure that
Alland & Robert meet
the needs of customers
and other stakeholders
while meeting statutory and
regulatory requirements



1. THE COMPANY



SOCIAL AND SOCIETAL COMMITMENT



SMETA REFERENTIAL

- 4 PILLARS:**
- Labor standards
 - Health & safety
 - Environment
 - Business ethics



CHSWC



OTHER CERTIFICATIONS



KASHUT DIVISION - LONDON BETH DIN

ORGANIC

KOSHER & HALAL

NON-GMO PROJECT

SINCE 2018



New R&D offices with a technological & collaborative platform



2. ■ SOURCING ACACIA GUM

2. SOURCING ACACIA GUM

A NATURAL RESOURCE



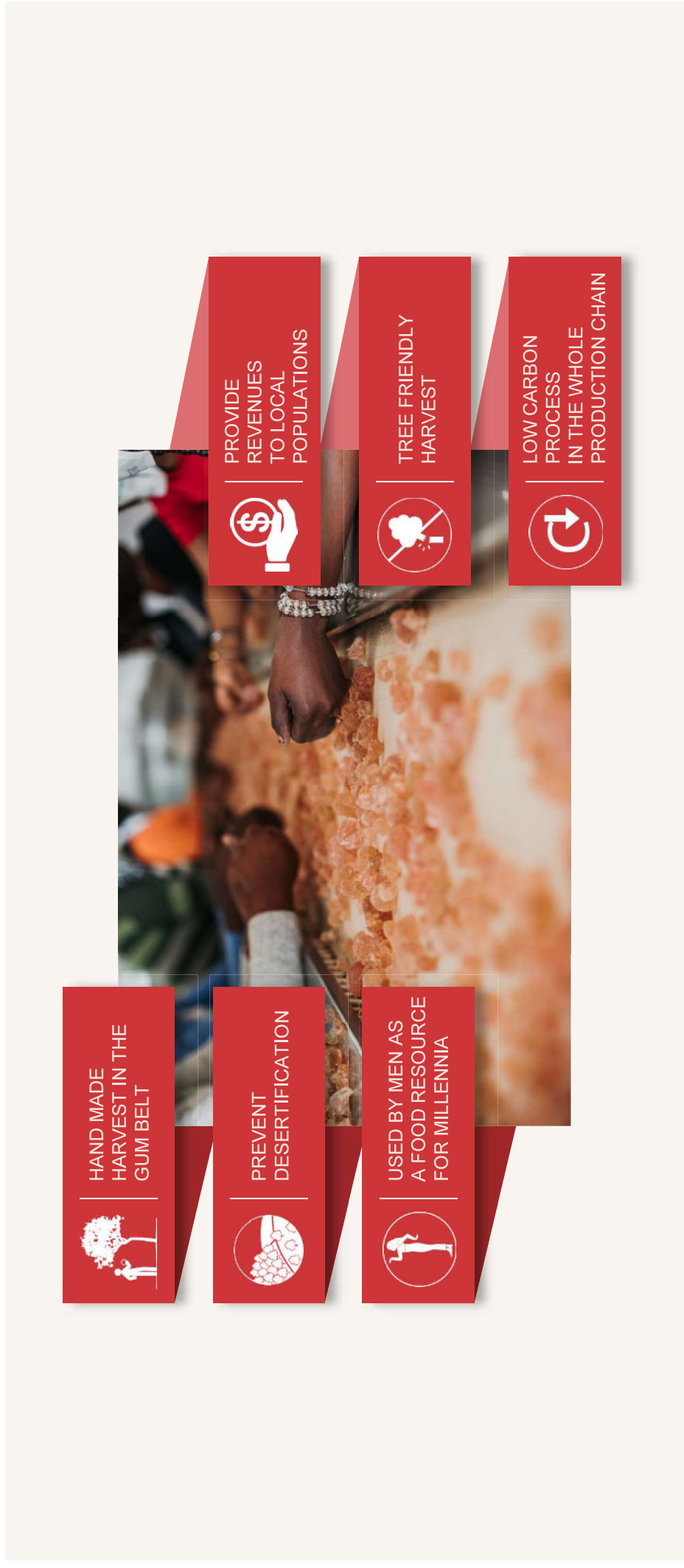
Exudate
of African wild
Acacia trees



**World
production**
75 000 MT
/year

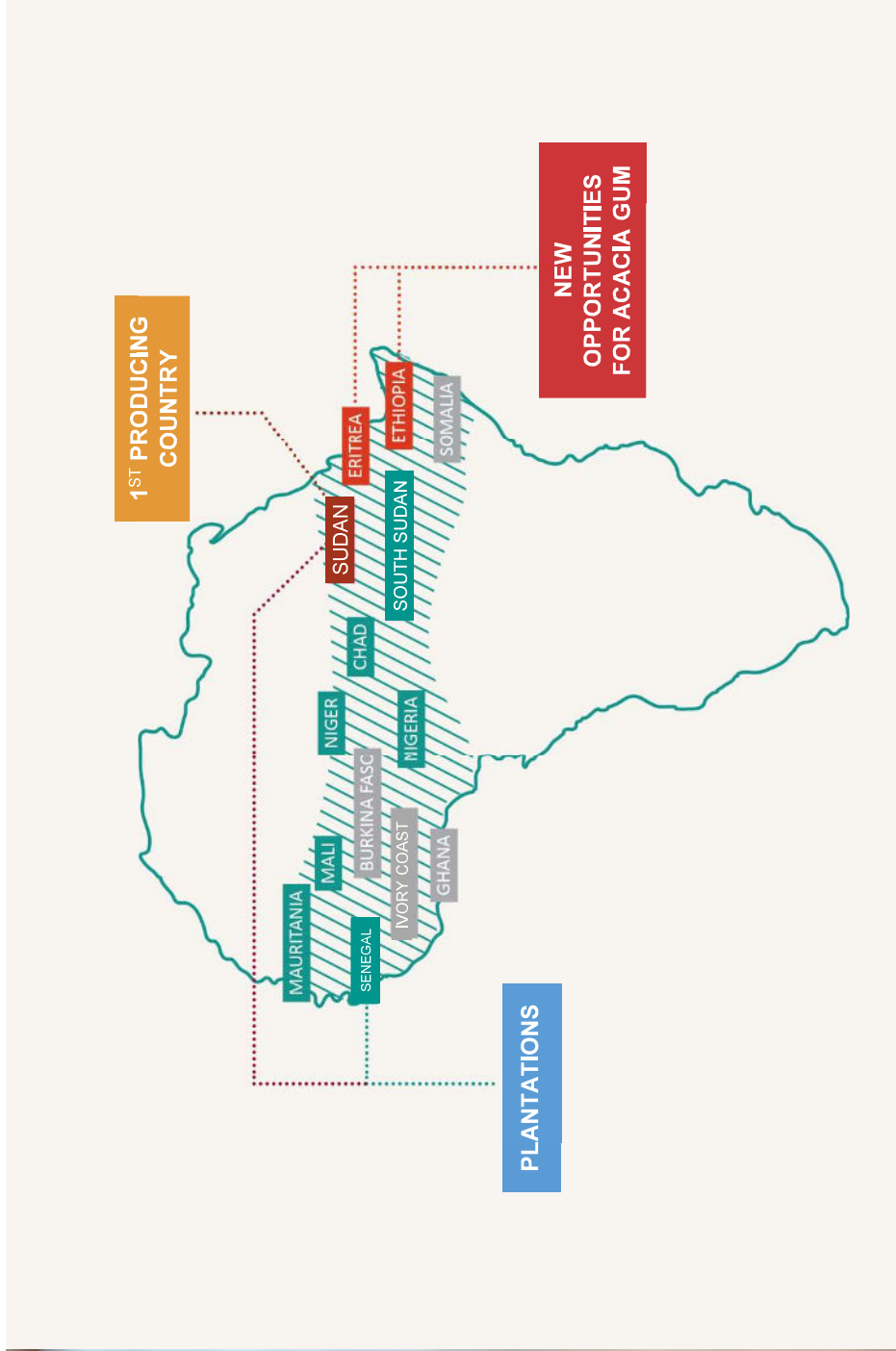
2. SOURCING ACACIA GUM

SOURCED SUSTAINABLY DIRECTLY FROM NATURE !



2. SOURCING ACACIA GUM

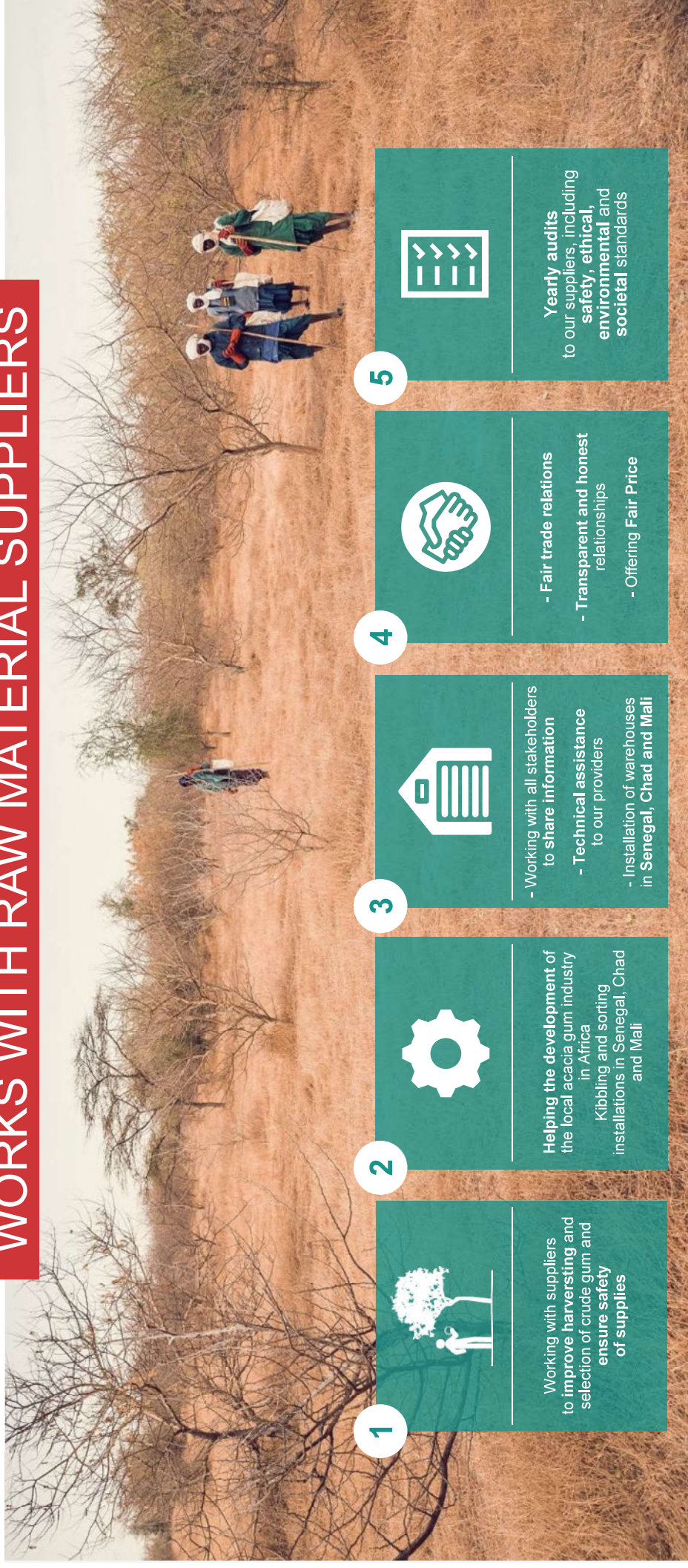
MAIN PRODUCING COUNTRIES



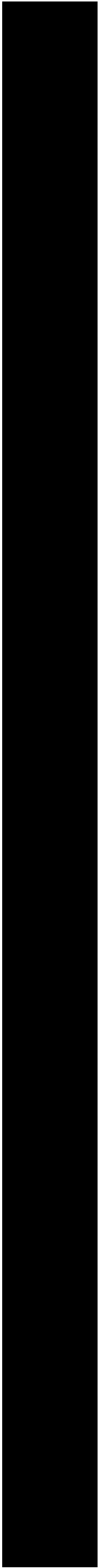
2. SOURCING ACACIA GUM

ALLAND & ROBERT

WORKS WITH RAW MATERIAL SUPPLIERS



2. SOURCING ACACIA GUM



3. ■ WHAT IS ACACIA GUM?

3. WHAT IS 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

3. WHAT IS ACACIA GUM?

SENEGAL GUM

PROTEIN CONTENT

2%

LAEVOROTATORY OPTICAL
ROTATION

-20 to -35°



DIFFERENCES
IN FUNCTIONAL
PROPERTIES

SEYAL GUM

PROTEIN CONTENT

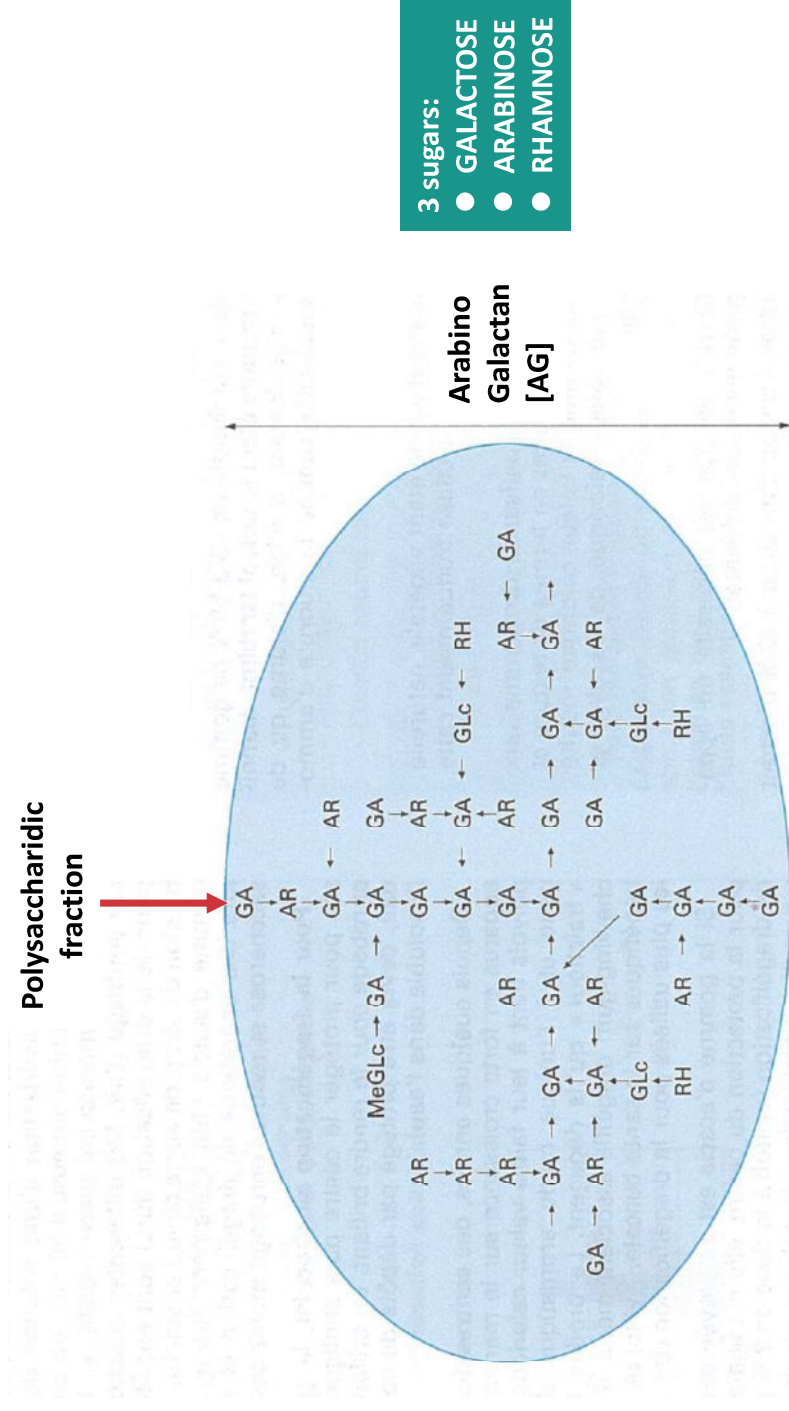
1%

DEXTROROTATORY OPTICAL
ROTATION

+35 to +60°

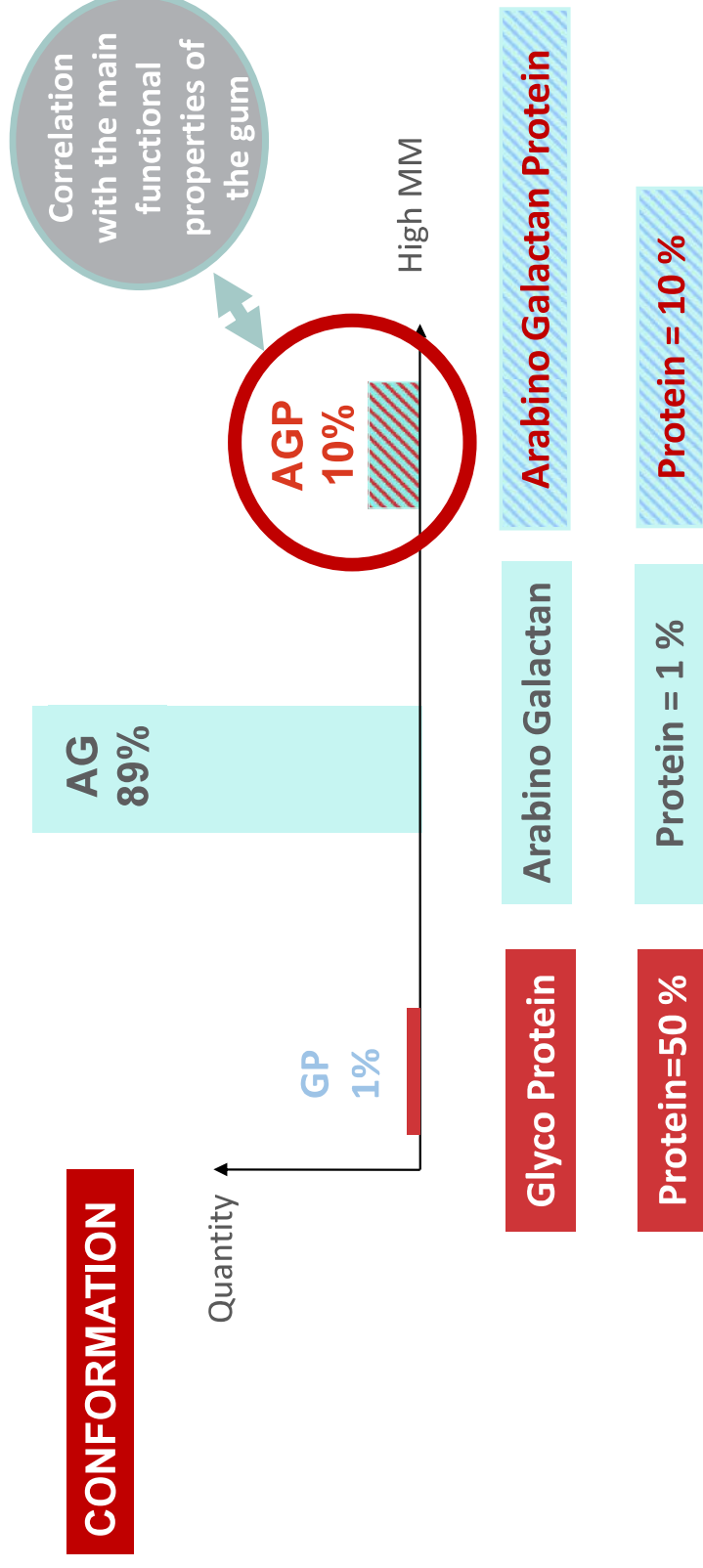
3. WHAT IS ACACIA GUM?

THE CHEMICAL STRUCTURE OF ACACIA GUM



3. WHAT IS ACACIA GUM?

THE CHEMICAL STRUCTURE OF ACACIA GUM



Evaluation by SEC-MALLS → crude gums and final products

3. WHAT IS ACACIA GUM?

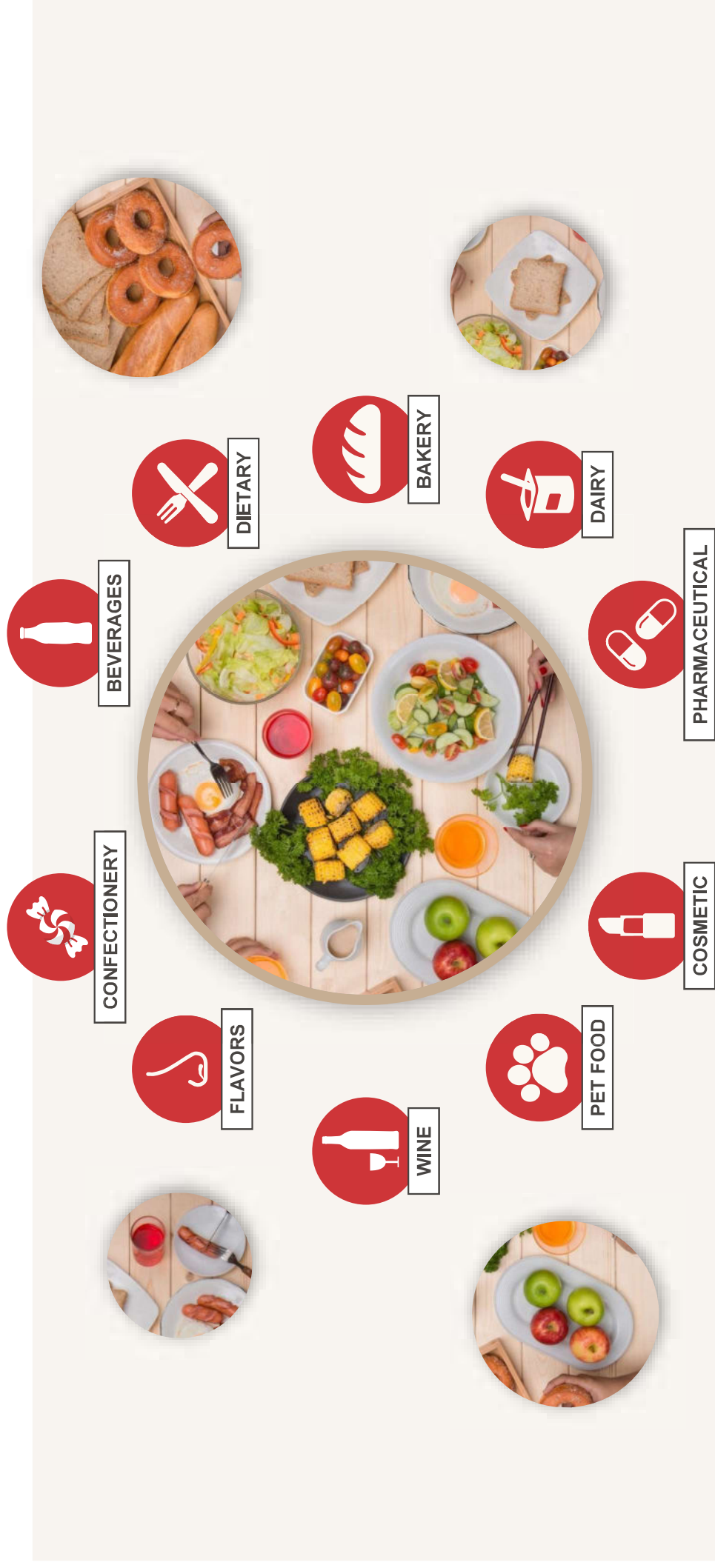
FUNCTIONAL PROPERTIES

OF ACACIA SENEGAL AND SEYAL



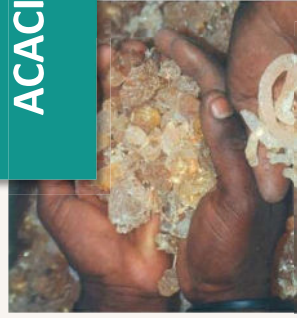
3. WHAT IS ACACIA GUM?

ACACIA GUM IS USED IN MANY INDUSTRIES



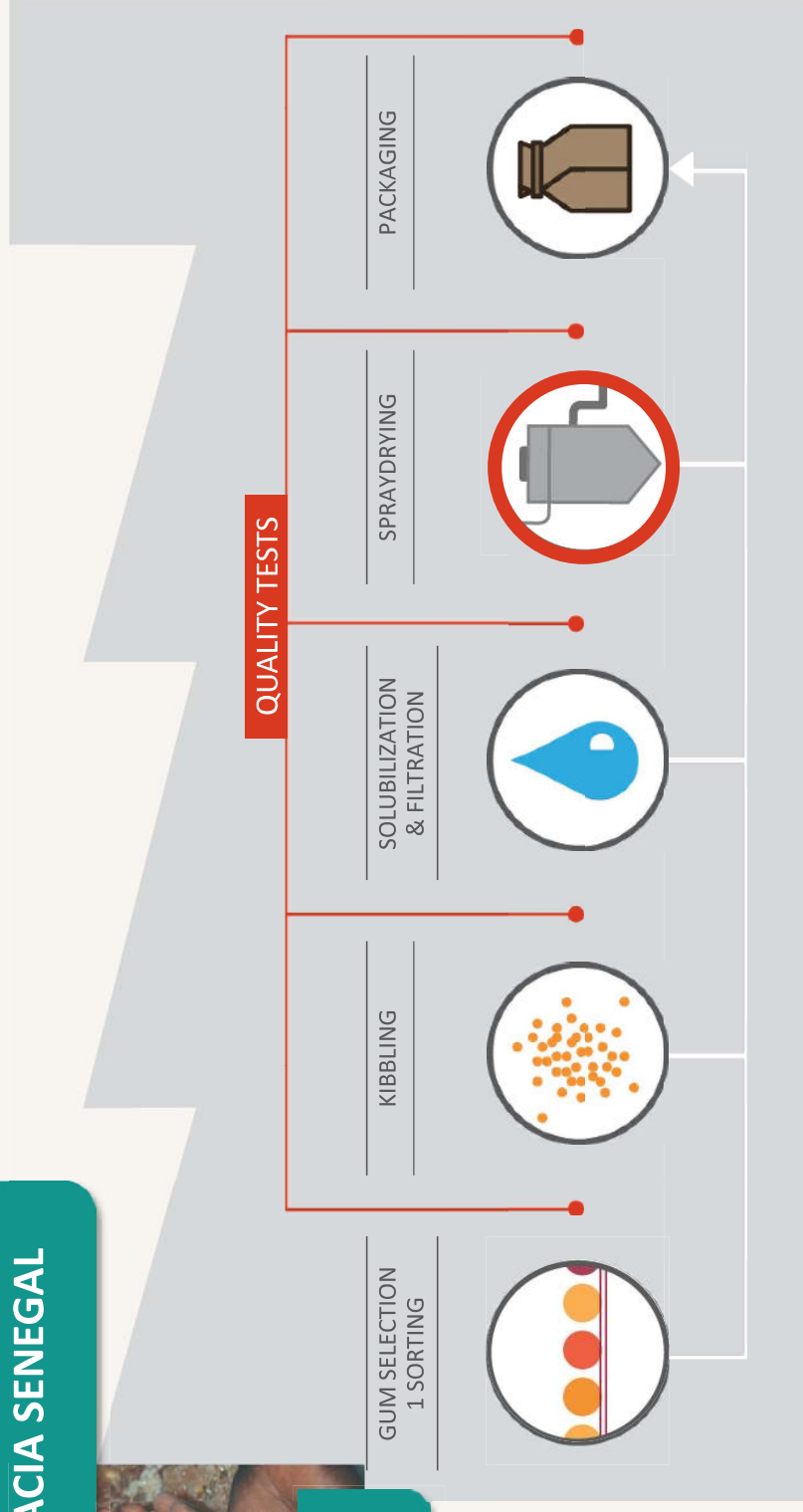
3. WHAT IS ACACIA GUM?

ACACIA GUM PROCESS



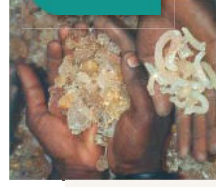
ACACIA SENEGAL

ACACIA SEYAL



3. WHAT IS ACACIA GUM?

Before spray drying...



ACACIA SENEGAL



SOLUBILIZATION
& FILTRATION



REGULAR

396 A

396 I

ENHANCED

500 A

500 I

DARK

390 A

390 I



references:

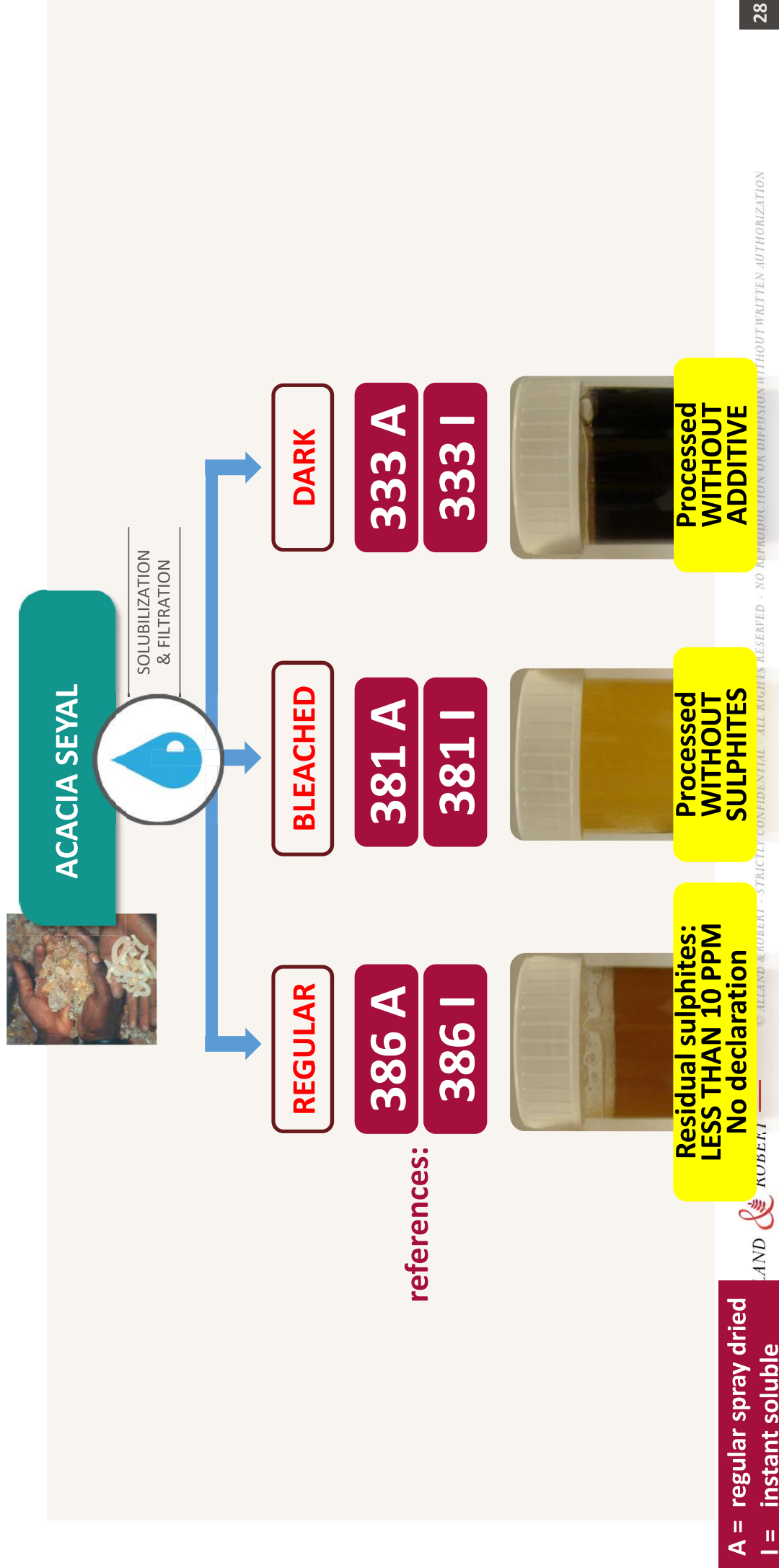
A = regular spray dried
I = instant soluble



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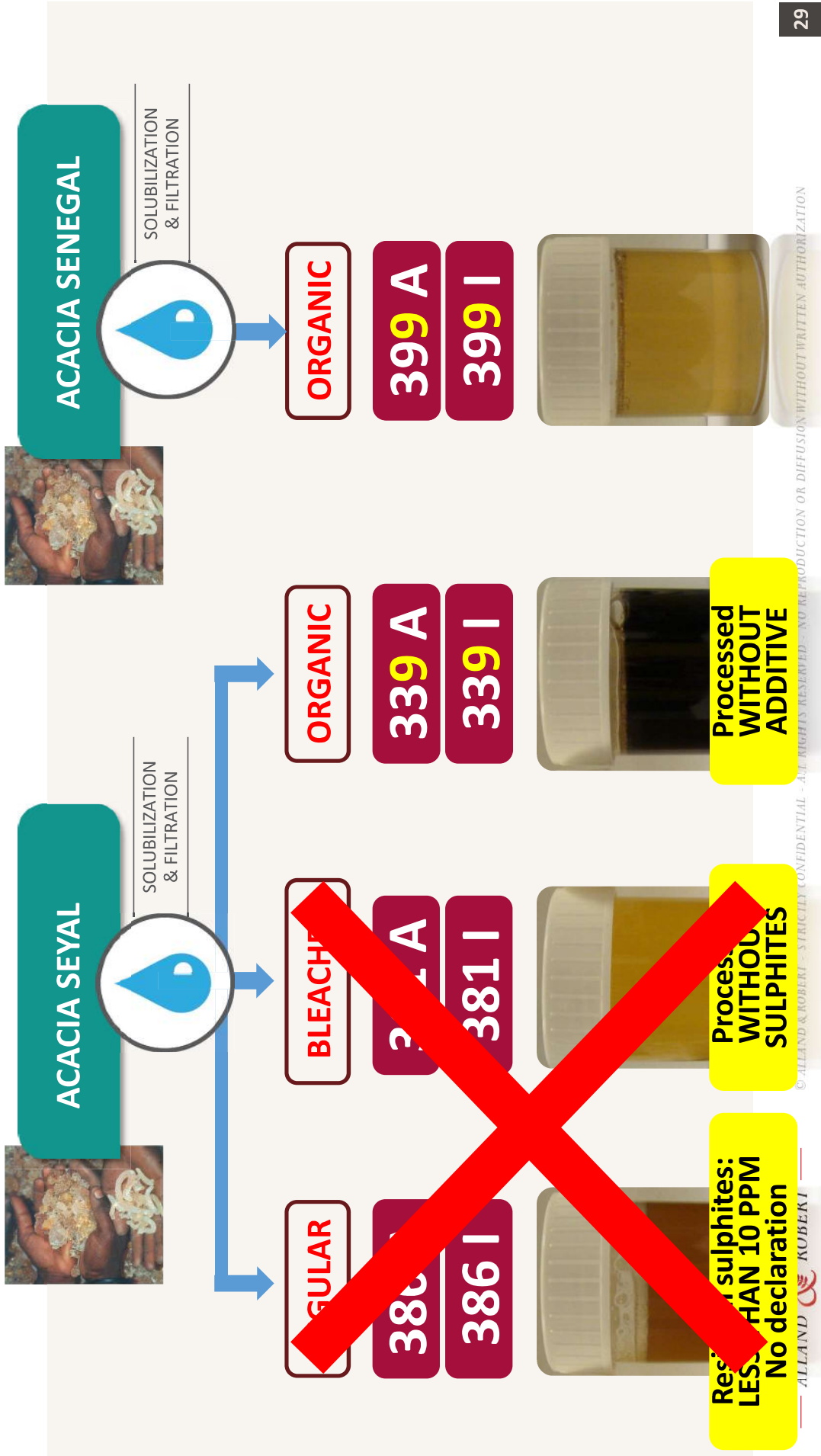
3. WHAT IS ACACIA GUM?

Before spray drying...



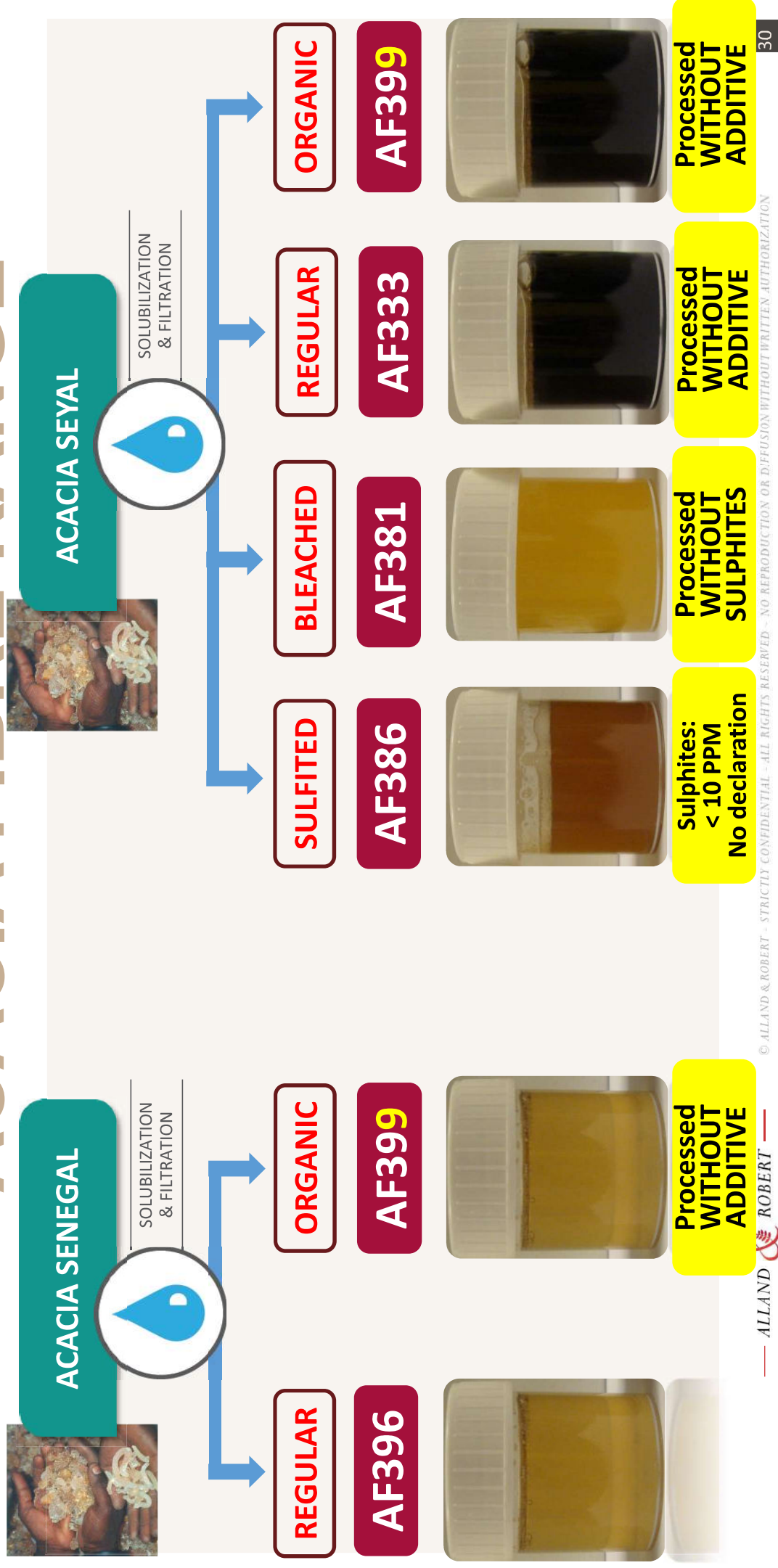
3. WHAT IS ACACIA GUM?

Before spray drying... organic grades



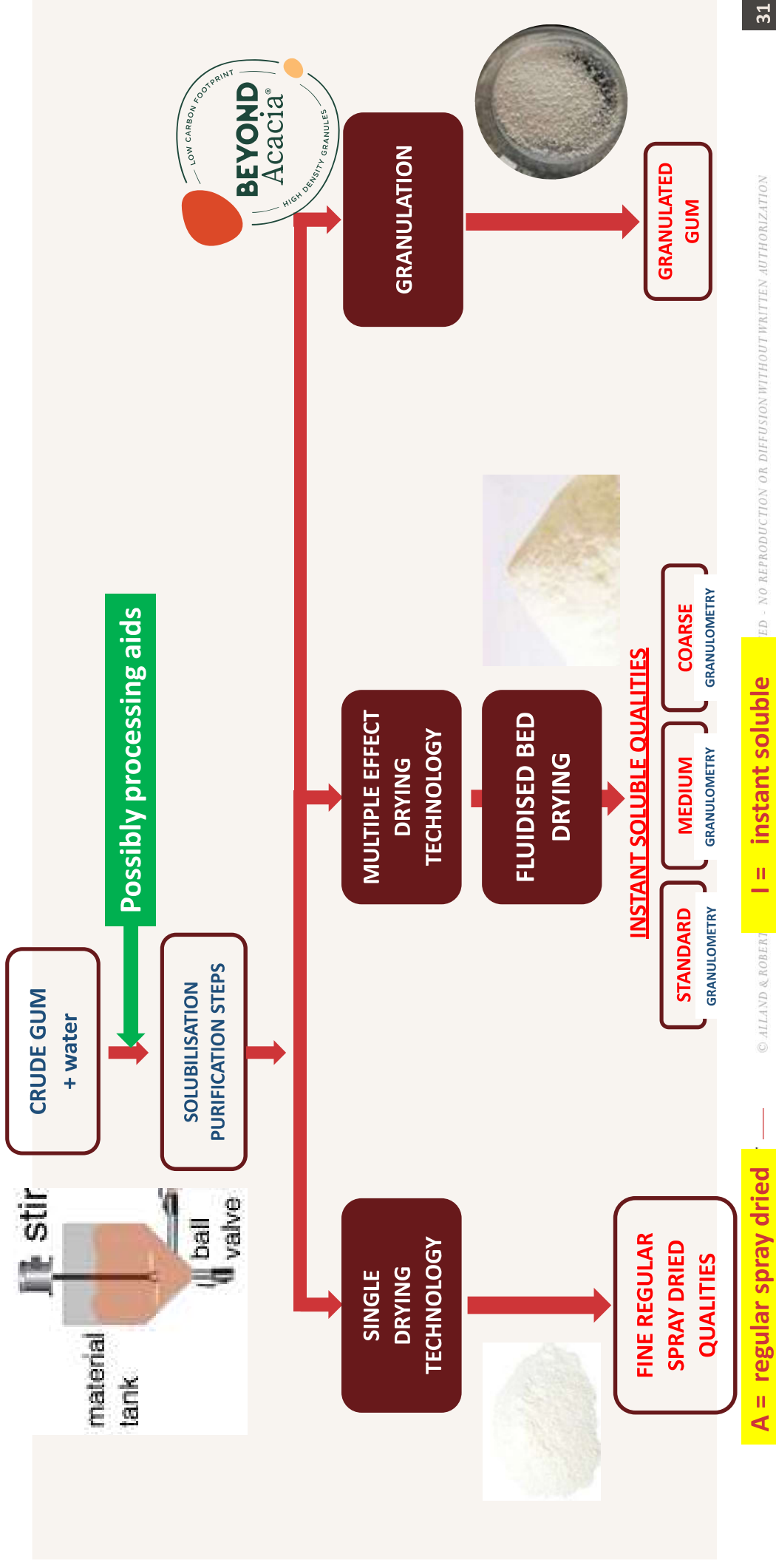
3. WHAT IS ACACIA GUM?

ACACIA FIBRE RANGE



3. WHAT IS ACACIA GUM?

Spray drying operation : no modification,
just a perfect step keeping the integrity of the gum



3. WHAT IS ACACIA GUM?

SAINT AUBIN



Capacity :
+ 50 % / year

~~20,000 t~~
30,000 t
+
2,500 t

Capacity
of acacia gum
~~2023~~ **2024**

LAST INVESTMENT



ALLAND & ROBERT



— LOW CARBON FOOTPRINT —

BEYOND
Acacia®

— HIGH DENSITY GRANULES —

3. Introducing Beyond Acacia

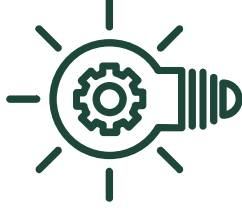
Beyond Acacia®

The only range
of acacia gum with
low carbon footprint
and **high dispersion**
ability.



LOW CARBON

Environmental exemplarity
with the lowest carbon
footprint and a sustainable
value chain.



HIGH DENSITY

Technological excellence
with the highest density
and dispersion ability.



Technological excellence



An innovative process for optimized acacia gum



HIGH DENSITY GRANULES



IMPROVED SOLUBILIZATION even
in cold manufacturing processes



EXCELLENT HYDRATION
Properties



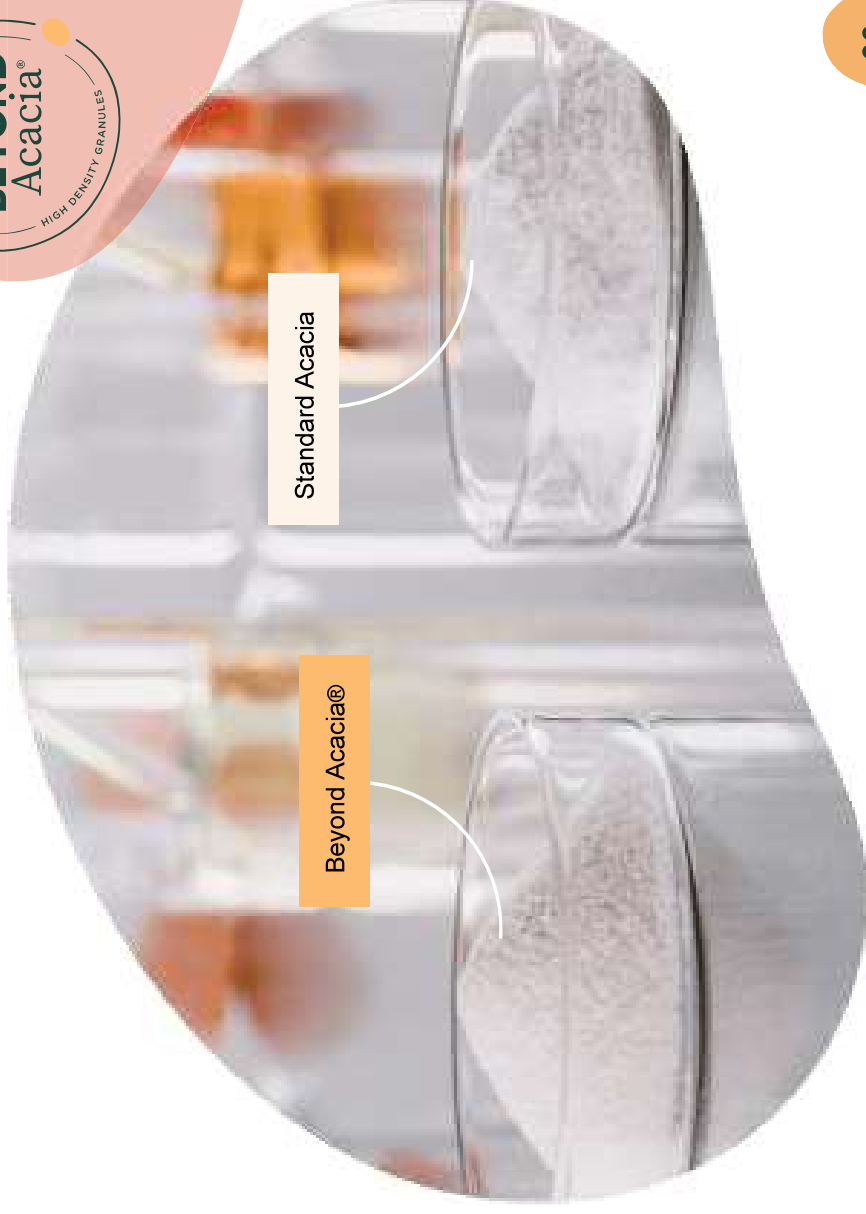
HIGH DISPERSION
Ability



FOAMING REDUCTION
during process

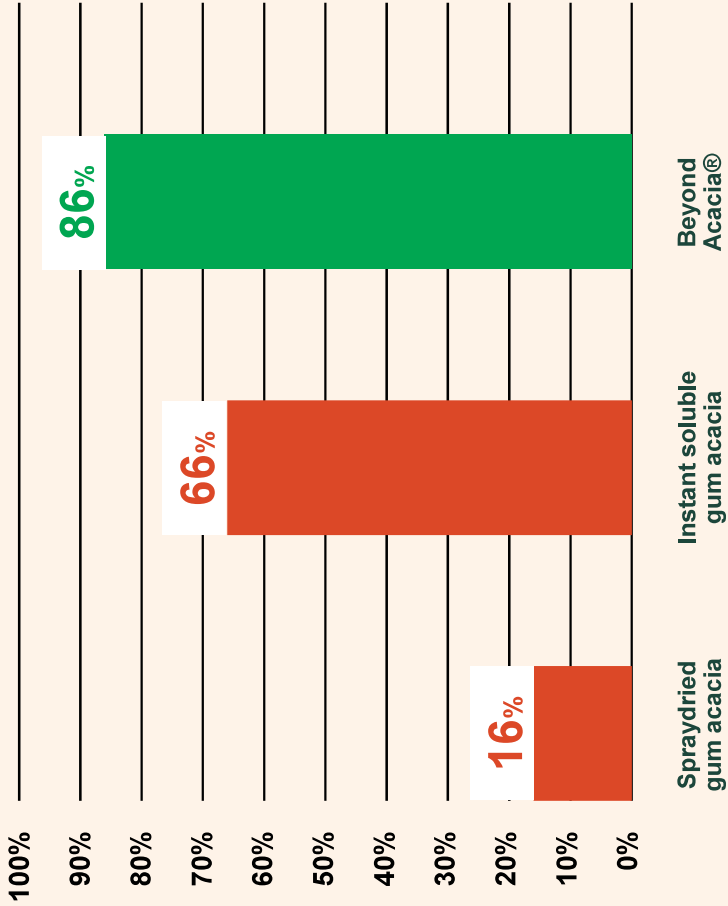


LESS DUSTS during pouring,
excellent flowability & less lumps



4. Technological excellence

Wettability of gum acacia
in static conditions



Wettability is the measurement of liquids' ability of interaction with other fluids and/or solid surface. **Beyond Acacia® has a superior wettability**, compared to regular gum acacia.

All acacia gum
functional properties are
preserved: once dissolved
the quality is identical
to regular and instant qualities.



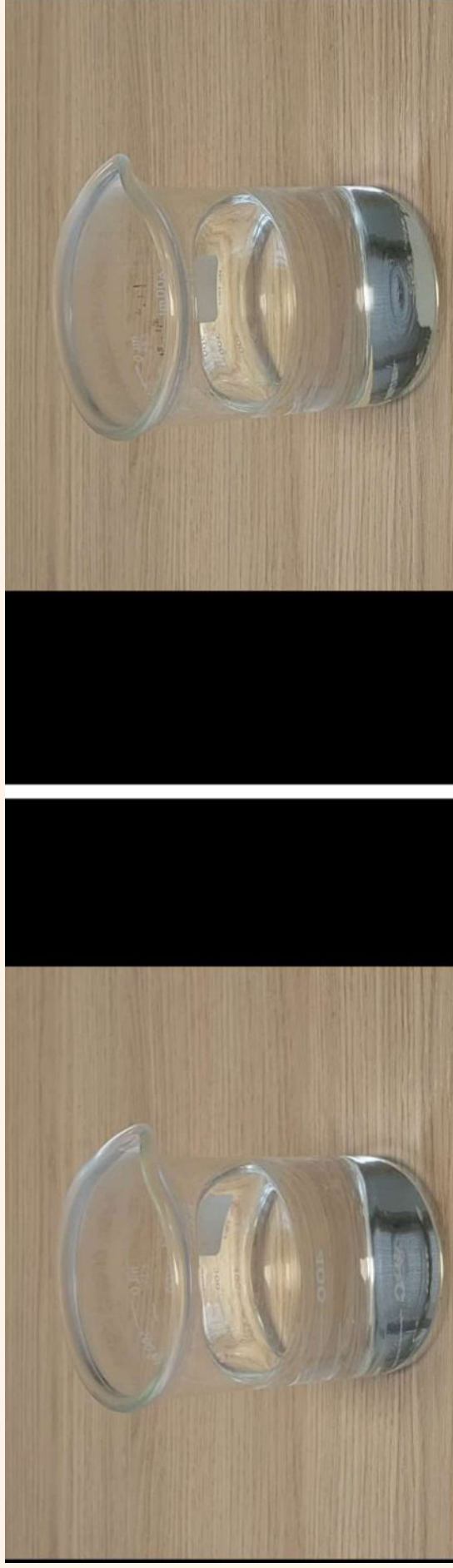


Advantages in use

Wettability of gum acacia
in static conditions

Granulated

Standard Instant

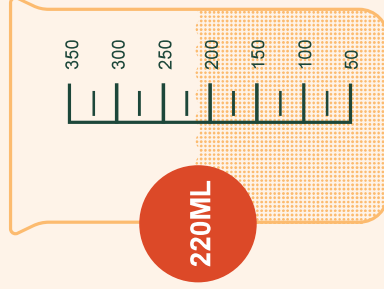


Excellent HYDRATION properties

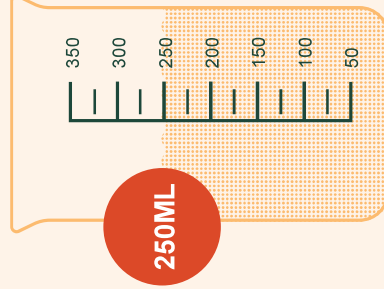
Volume of gum acacia

For a net weight of 100 grams

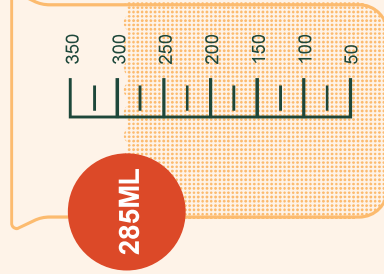
Regular
spraydried



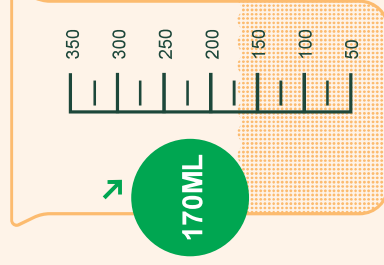
Standard
instant



Coarse
instant G



Beyond
Acacia®



-23% VOLUME vs Spraydried / -32% VOLUME vs Instant

Low carbon range



5. Low carbon range

Beyond Acacia®

a comprehensive and genuine approach

Our commitment

The carbon footprint of Beyond Acacia® is decreased to a minimum, compared to standard acacia gum.

According to the scopes of the Green House Gas Protocol, Beyond Acacia® provides :

-51% of direct and indirect emissions (scopes 1+2*)

-13% of emissions up and down our value chain (scope 3*)

11 million €
Invested to lower GHG emissions



Committed to energy performance and freight innovation



* Scopes 1, 2 and 3 is a way of categorizing the different kinds of carbon emissions a company creates in its own operations, and in its wider value chain. Scope 2 includes direct and indirect emissions and scope 3 adds all emissions associated to a company up and down its value chain. Scope 3 represents a true evaluation of a product's environmental impact.

4. APPLICATIONS

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®

FUNCTIONALITY

Versatile and
multifunctional
100% natural gum
to improve foods

FUNCTIONAL PROPERTIES

TENSIO ACTIVE PROPERTIES



4. APPLICATIONS

TENSIOACTIVE PROPERTIES

FOR THE FORMULATION OF BIPHASE FOOD SYSTEMS

Oil-in-water



EMULSIFYING

Air-in-water



WHIPPING

Solid-in-water



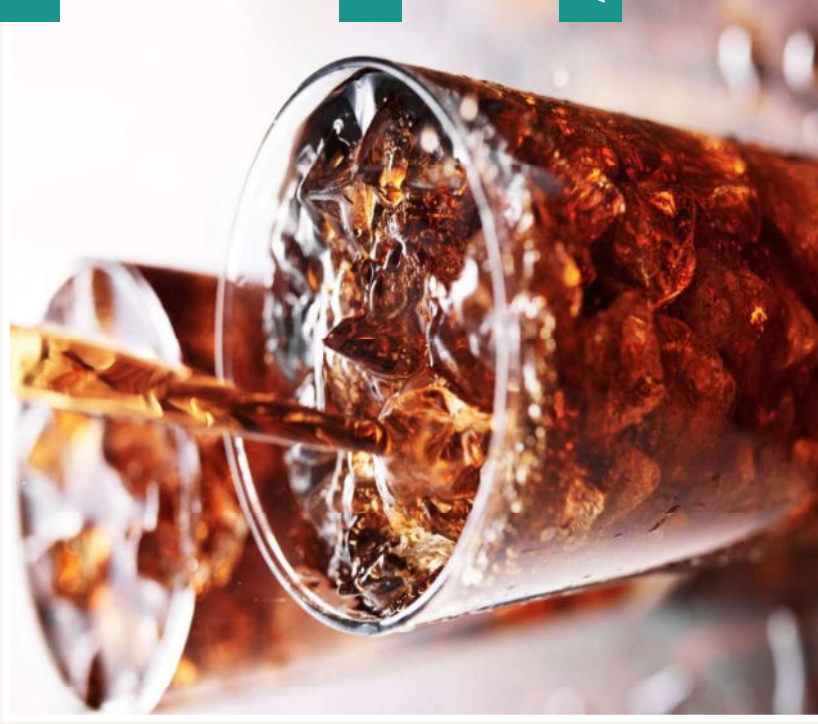
SUSPENDING

TENSIOACTIVE PROPERTIES

FLAVORS & SOFT DRINKS

EMULSIONS - OILS

- > **Reduces the surface tension** between the dispersed and the continuous phases
- > **Maintains small oil droplets in suspension** with electrostatic and steric effects
- > **Assures the stability of the system** for many years in both concentrated and diluted conditions (flavors, beverages)



RECIPE SHEET

Acacia gum SENEGAL	20%
Water	64.5%
Citric acid	0.5%
Preservatives	Qs
Oil phase	7.5%
Estergum 8BG (weighting agent)	7.5%

MANUFACTURING PARAMETERS



Mix the 2 parts with a high speed mixer and then with a high pressure homogenizer

ADDITIONAL INFORMATION

Wait for the complete hydration of the gum before emulsification
2 stages minimum for the high pressure step (400 bars) and the last one at low pressure (50 bars) to smooth the emulsion and separate possible aggregates

4. APPLICATIONS

TENSIOACTIVE PROPERTIES

ICE CREAMS

WHIPPED PRODUCTS

- > **Mobilizes water** → improves the stabilization and final texture (smoother)
- > **Syrup texture** to optimize the formulation of sugar free or sugar reduced products
- > **Lowers the density** of the ice cream (→ more air incorporated)

RECIPE SHEET

Acacia gum SENEGAL	1- 4%
Milk	41%
Liquid cream	41%
Sucrose	14-17%
Flavors, colorings	qs
Other hydrocolloids	qs

MANUFACTURING PARAMETERS



Mix the ingredients with a paddle blender and make the ice cream with adapted equipment

ADDITIONAL INFORMATION

Pasteurize the mix



4. APPLICATIONS

TENSIOACTIVE PROPERTIES

SUSPENSIONS

- > **Favors the stabilization of solid compounds and fat globules in aqueous systems**
- > **Improves mouthfeel**
- > Formulation of vegetal based-beverages (milk substitutes)
- > Formulation of juices containing pulps
- > Fiber enrichment



4. APPLICATIONS

TENSIONACTIVE PROPERTIES

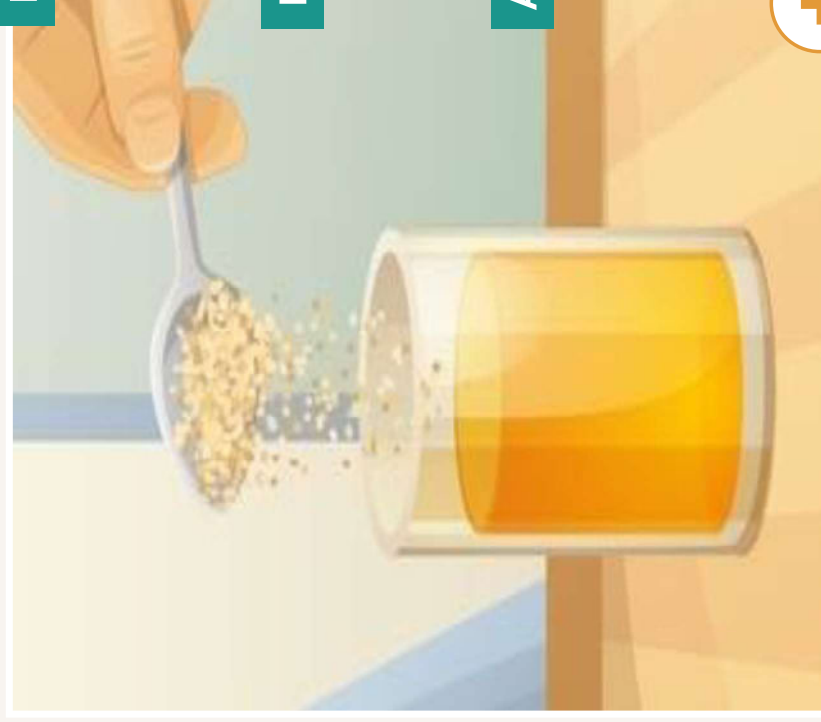
ENCAPSULATION OF FLAVORS & POWDERED BEVERAGES

INSTANT POWDERS

> **Assures the better encapsulation of oil droplets** (essential oils, oleoresins, vitamins, flavors, colorings...)

> **Improves stability:**
protects final powder from moisture and essential oils against release, loss of volatile compounds and oxidation

> Most effective neutral binder



RECIPE SHEET

Acacia gum SEYAL	20 to 30%
Water	54.5 to 64.5%
Citric acid	0.5%
Oil phase	15%

MANUFACTURING PARAMETERS



Mix the 2 parts with a high shear mixer and then with a high pressure homogeneisor

ADDITIONAL INFORMATION

- Wait for the complete hydration of the gum before emulsification
- 2 stages minimum for the high pressure step (400 bars) and the last one at low pressure (50 bars) to smooth the emulsion and separate possible aggregates



FILM FORMING PROPERTIES

COATING

WITH SUCROSE

REGULAR COATING

Gumming operation

of the centers:

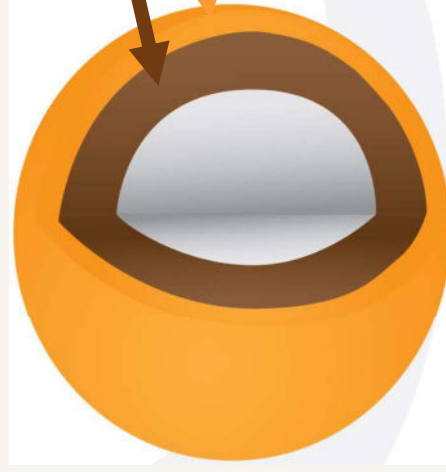
- Smoothing of the surface
- Protection of the centers
- Prevention of the oil from migrating towards outside
- Better fixation of the coating blend

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

COATING

WITH CHOCOLATE AND SUCROSE

REGULAR COATING



MANUFACTURING STEPS

Gumming operation of the centers:

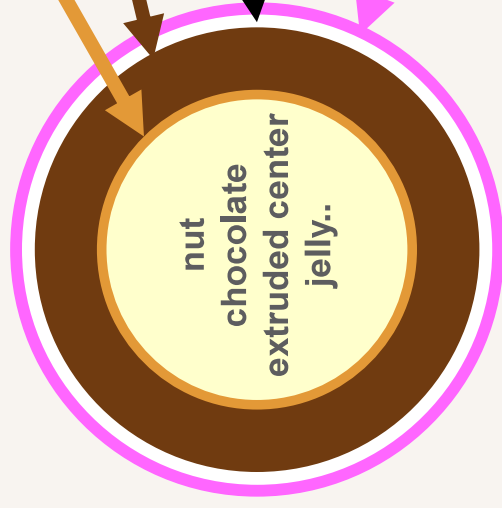
- Smoothing of the surface
- Protection of the centers
- Prevention of exudation of centers towards outside
- Improvement of mechanical resistance of angular centers
- Better heat resistance of chocolate or heat sensitive centers

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



COATING 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



TEXTURIZING PROPERTIES

4. APPLICATIONS

ACACIA GUM : SENEHAL/SEYAL COMPARISON

FILM FORMING – COATING – 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	+++	+	++	+++	+++

4. APPLICATIONS

TEXTURING PROPERTIES

HERBAL or FRUIT CANDY

- > Thickening agent **providing a unique texture** both firm and melting
- > Combination of acacia gum/ sucrose/glucose: **specific texture**
- > Increase fiber content
- > Nice flavour release
- > **Structure: Long**
Texture: Hard



Competitors
gelatine
pectins ...

RECIPE SHEET

Acacia gum SENEGAL	28 Kg
Sucrose	24 Kg
Glucose syrup 42DE	23 Kg
Water	23 Kg
Citric acid (50% sol.)	2 Kg
Flavors, colors	qs

MANUFACTURING PARAMETERS



- Flavors, colors and acids incorporated after cooking
- Deposit operation on starch trays
- Last coating with specific oil or fine sugar

ADDITIONAL INFORMATION

Dry matter after cooking	69° Bx
Time / ventilated room	40-60 hours
End moisture content	13 - 15%

TEXTURING PROPERTIES

SUGAR-FREE SOFT GUM

> Thickening agent **providing a soft texture** combined to polyol(s) syrup

> Sucrose replacement with acacia gum = **non cariogenic properties**

> **Structure:** Long
Texture: Soft



Concurrent(s)
gélatine
pectines ...

RECIPE SHEET

Acacia gum SENEGAL
Sorbitol (70% DM)
Water
Flavors, colors

36.5 Kg
48.5 Kg
15 Kg
qs

MANUFACTURING PARAMETERS



- Flavors, colors and acids incorporated after cooking
- Deposit operation on starch trays
- Last coating with specific oil or fine sugar

ADDITIONAL INFORMATION

Dry matter after cooking 69° Bx
Time / ventilated room 40-60 hours
End moisture content 54 – 60°C

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

To replace salt, sugar or eggs

TECHNICAL

A natural glue used in inks, paints or paper industries

4. APPLICATIONS

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



4. APPLICATIONS

TECHNO FUNCTIONAL PROPERTIES

OENOLOGY / WINES

- **Efficient** at very low level
- **Just before bottling**

STABILIZATION

Acacia Senegal stabilizes the coloring matters thanks to reactions with polyphenols

MOUTHFEEL

Acacia SEYAL reduces aggressiveness and astringency of tannins



4. APPLICATIONS

IMPROVING PROPERTIES

BAKERY

- **Efficient at low level**
- **Combined with nutritional fiber allegation**

WATER RETENTION

Acacia **SENEGAL** and **SEYAL** allow a better **retention of water** in breads leading to a **softer texture**

IMPACT ON SHELF LIFE

Shelf life of breads is **significantly increased**



4. APPLICATIONS

IMPROVING PROPERTIES

SAUCES

➤ Emulsification

➤ Improve stability

COLD SAUCES

Fat reduction
Improvement of stability
Reduction of syneresis

HOT SAUCES

Stability to heating steps
(protection against
denaturation of proteins
leading to grainy or curdled
sauce)



5. ■ DEVELOPMENT & STRATEGY

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®

NUTRITION

More and more
used for fiber
enrichment and
sugar reduction

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



FOCUS ON SUGAR REDUCTION

HELP FORMULATION WITH a natural and vegetal polysaccharide THANKS TO ITS RHEOLOGICAL PROFILE

ADVANTAGES OF ACACIA GUM: volume, texture, mouthfeel with low glycemic index

- **Soft drinks and beverages (sugar-reduced or sugar free):** impact on stability and mouthfeel
- **Dairies / vegetable substitutes:** loss of texture/creaminess compensated by acacia gum
- **Masking effect** / some **aftertastes** generated by sweeteners (taste buds?) – can reduce aggressivity/bitterness
- **Effective bulking agent** for the formulation of sugar-reduced food or formulated with sweeteners
- **Healthy - not digested – slow fermentation**



FOCUS ON REVEGETATION OF DIET

GELATIN FREE GUM DROPS
MARSHMALLOWS



GELATIN FREE



Born from Alland & Robert expertise and Research & Development unit, Syndeo® Gelling is a blend of 3 plant-based hydrocolloids including acacia gum: for an efficient combination of their functional properties that will mimic gelatin in candies, jellies, desserts, mousses and more.



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

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

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



GUMMIES



MARSHMALLOWS



MOUSSES

- Asset : 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 done for gummies (not yet for marshmallows)

THE FORMULATION

■ Blend of :

Acacia gum – E414

Carrageenans – E407

Agar – E406

■ Hydrocolloids commonly used in food

■ Part C - Group I of REGULATION (EC) No 1333/2008 on food additives

■ Carrageenan controversy : not degraded in Syndeo G



SPECIFICATIONS
SYNDEO® GELLING
N° Spec. 1S02013
Created on : 15.03.2023
Version : 4
Last Update : 12.05.2023

1. DESCRIPTION
The Syndeo® G is a combination of Acacia gum, Carrageenans, Agar-agar and dextrose. Syndeo® Gelling is an effective vegan gelling agent that brings texture and mouthfeel improvement to candies, marshmallows, jellies, mousses, and other products usually formulated with gelatine.

TYPICAL DOSAGE
Gummes: 3 to 4% with 0.4% salts (to functionalize) according to the desired texture.
Marshmallows: 2.5 to 3.5% with 0.4% salts (to functionalize) according to the desired texture.
Mousses: around 1% with 0.3% salts (to functionalize) in association with 2 to 3% of vegetal proteins.

RECOMMENDATIONS
Solubility: dispersible in cold water and totally soluble over 70°C.
Functionalization and gelling: functionalized in presence of salts and after boiling a few minutes over 90°C.
Acids must be added at the end of the recipe to preserve gelling efficiency which may be altered in acid medium coupled with high temperature.

2. COMPOSITION
Ingredients: Acacia Gum [E414], Carrageenans [E407], Agar-agar [E406], dextrose.

3. LEGAL REQUIREMENTS
✓ Commission Regulation (EU) No 231/2012 laying down specifications for food additives [E414], [E407], [E406] as amended.
✓ Other on request.

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

**FOR THE FORMULATION
OF VEGAN GUMMIES IN
USUAL INDUSTRIAL
CONDITIONS**



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,
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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

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.

Vegan mousses

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

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.

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

GENERAL CONSIDERATIONS

Highlights

Syndeo® G dosing compared to gelatin :
2 to 3 times less
depending on the final product

- Necessitates salts (Na+) to be functionalized
- Easy to dissolve (needs minimal temperature)
- May withstands high temperature and acidic conditions compared to gelatin much more sensitive
- The Bloom notion in reference to the setting strength of gelatin is not applicable to Syndeo® G.



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

GENERAL CONSIDERATIONS

Next steps



- Chewy candies whipped with gelatin
- Dairies : yoghurts
- Chilled desserts included plant-based trends :
pannacottas, creams (spoonable or creamy)



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



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 **Acacia Fiber range.**

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

NUTRITION

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 cancerogenic effect

substitutes formulation

NEW !!! ACACIA FIBER STATUS RECOGNIZED BY US FDA SINCE 17th Dec 2021

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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 STATUS → REFER TO LOCAL REGULATION

Example of **EUROPE**

(Regulation (EU) No 1047/2012):

→ Nutrition claims applicable

■ **SOURCE OF FIBRE** : at least 3 g of fibre per 100 g or at least 1,5 g of fibre per 100 kcal

■ **HIGH FIBRE** : at least 6 g of fibre per 100 g or at least 3 g of fibre per 100 kcal

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®

HEALTH

Many health benefits
Gut health

ACACIA FIBRE – Health benefits

EXTENSIVELY DESCRIBED IN LITERATURE

Prebiotic effects : promotes the growth of beneficial gut bacteria improving microbiota

Blood glucose management / insulin response

Beneficial effects on chronic renal failures

Positive effect on IBS (Irritable Bowel Syndrome)

Improves intestinal conditions (pH, SCFA production) and functions

Improve gut impermeability

Weight management (satiety)

ACACIA FIBRE – Gut health

ALLAND & ROBERT STUDY



ACACIA GUM IS:

- ✓ Natural
- ✓ Vegetal
- ✓ Clean Label
- ✓ A soluble fiber
- ✓ A prebiotic
- ✓ Sustainable



LABELLING:

- ✓ Acacia Gum / Gum Acacia
- ✓ Acacia Fiber
- ✓ Gum Arabic
- ✓ E414

Please check local legislation for labelling options.



Get consumer insight and sensory marketing on Acacia Gum



Describe the benefits of Acacia Gum in digestive health



Explore the impact of a daily intake of Acacia Gum on the daily life of consumers



Support the use of Acacia Gum as a gut health improver

5. R&D - STRATEGY

ACACIA GUM : functionality, sugar reduction, nutritional claims and digestive health

- 100% veggie and natural
- Sustainable and positively perceived
- Already used all over the world in many foodstuffs
- Very easy to incorporate and neutral
- No chemically modified
- Affordable – competitive
- Efficient to improve and formulate sugar reduced foods (texture, stability, taste ...)
- Suitable for many diets : vegan, keto, nutrition, organic, healthy ➔ technical and health benefits
- Allows nutritional allegations (fiber enrichment)



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®

COSMETIC

Natural, vegetal &
environmental
friendly solutions

DemeCare®

APPLIED RESEARCH IN COSMETICS

Natural and organic gums...

- ... are considered natural and safe by formulators.
- ... provide **stability** and **texture** to cosmetics, thanks to their viscosity, and functional properties on rheology and texture.
- ... can be used as **emulsifiers** in lotions or serums (for specific formulations).



TOOLS FOR APPLIED RESEARCH IN COSMETICS

Sensory and texture analyses

Formula : **Client :** **Date :**

Analyste : **Matériel :** **Temps :**

1. Aspect visuel :

Aspect	Observations
Couleur	
Texture	
Forme	
Volume	

2. Aspect tactile :

Aspect	Observations
Adhérence	
Élasticité	
Durété	
Viscosité	

3. Aspect olfactif :

Aspect	Observations
Odor	
Intensité	
Qualité	

4. Aspect gustatif :

Aspect	Observations
Goût	
Intensité	
Qualité	

5. Aspect auditif :

Aspect	Observations
Bruit	
Intensité	
Qualité	

6. Aspect thermique :

Aspect	Observations
Température	
Stabilité	
Qualité	

7. Aspect mécanique :

Aspect	Observations
Force	
Stabilité	
Qualité	

8. Aspect chimique :

Aspect	Observations
pH	
Stabilité	
Qualité	

9. Aspect biologique :

Aspect	Observations
Stabilité	
Qualité	

10. Aspect psychologique :

Aspect	Observations
Stabilité	
Qualité	

11. Aspect économique :

Aspect	Observations
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Qualité	

12. Aspect éthique :

Aspect	Observations
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Qualité	

13. Aspect juridique :

Aspect	Observations
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Qualité	

14. Aspect social :

Aspect	Observations
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Qualité	

15. Aspect culturel :

Aspect	Observations
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16. Aspect religieux :

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17. Aspect politique :

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18. Aspect philosophique :

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19. Aspect scientifique :

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20. Aspect artistique :

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22. Aspect historique :

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118. Aspect scientifique :

COSMETICS

NEW RANGE OF NATURAL GUMS



A collage of natural gums (acacia, karaya, etc.) and cosmetic products (creams, serums, oils) in various containers.

NEW RANGE DemeCare®

VEGETAL GUMS FOR NATURAL COSMETICS

ALLAND & ROBERT

WHAT ARE NATURAL GUMS?
INTRODUCING ACACIA AND KARAYA GUMS

ACACIA GUM
Acacia gum is a natural emulsifier obtained by cutting the trunk or branches of the Spondias tree.

KARAYA GUM
Karaya gum is a natural emulsifier obtained by cutting the trunk or branches of the Sterculia tree.

100% ACACIA RENEGAL GUM AND ACACIA STYLA GUM
Acacia gum is an emulsifier of the acacia tree obtained by cutting the trunk or branches. There are 2 varieties: Acacia renegal gum and Acacia styla gum, which have different functional properties.

100% STERULIA GUM
Sterculia gum is an emulsifier obtained by cutting the trunk or branches of the Sterculia tree. It has different functional properties.

PRODUCT BENEFITS

TO EACH COSMETIC, ITS OWN GUM

PRODUCT RANGE	Acacia	Acacia renegal	Acacia styla	Karaya	Sterculia	Acacia renegal ID	Acacia styla ID	Karaya ID	Sterculia ID
Acacia renegal I	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia renegal S	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia renegal ID	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia styla ID	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia renegal	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia styla	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia renegal ID	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia styla ID	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sterculia Gum	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sterculia Gum ID	✓	✓	✓	✓	✓	✓	✓	✓	✓
100% Acacia renegal	✓	✓	✓	✓	✓	✓	✓	✓	✓
100% Sterculia Gum	✓	✓	✓	✓	✓	✓	✓	✓	✓
100% Sterculia Gum ID	✓	✓	✓	✓	✓	✓	✓	✓	✓

Legend: I - Instant soluble, S - Slowly soluble, ID - Organic

All products are available in 25kg bags. Other packaging is available on request.

ALLAND & ROBERT'S RENEGAL® RANGE: COMPLETE AND DIVERSIFIED

The DemeCare® range developed by Alland & Robert consists of natural products made from natural gums, karaya gum and acacia gum, which is used in various cosmetic products. Acacia renegal gum, which is the most used cosmetic, is used in various cosmetic products. Acacia styla gum, which is used in various cosmetic products, is used in various cosmetic products. Sterculia gum, which is used in various cosmetic products, is used in various cosmetic products. All products are available in 25kg bags. Other packaging is available on request.

6. ■ WHAT IS KARAYA GUM?

6. WHAT IS KARAYA GUM?

1. HIGH SAFETY
INGREDIENT
E416

2. HIGH VISCOSITY
At low concentration

3. VEGETAL, NATURAL,
GMO FREE

4. SYNERGY WITH OTHER
HYDROCOLLOIDS

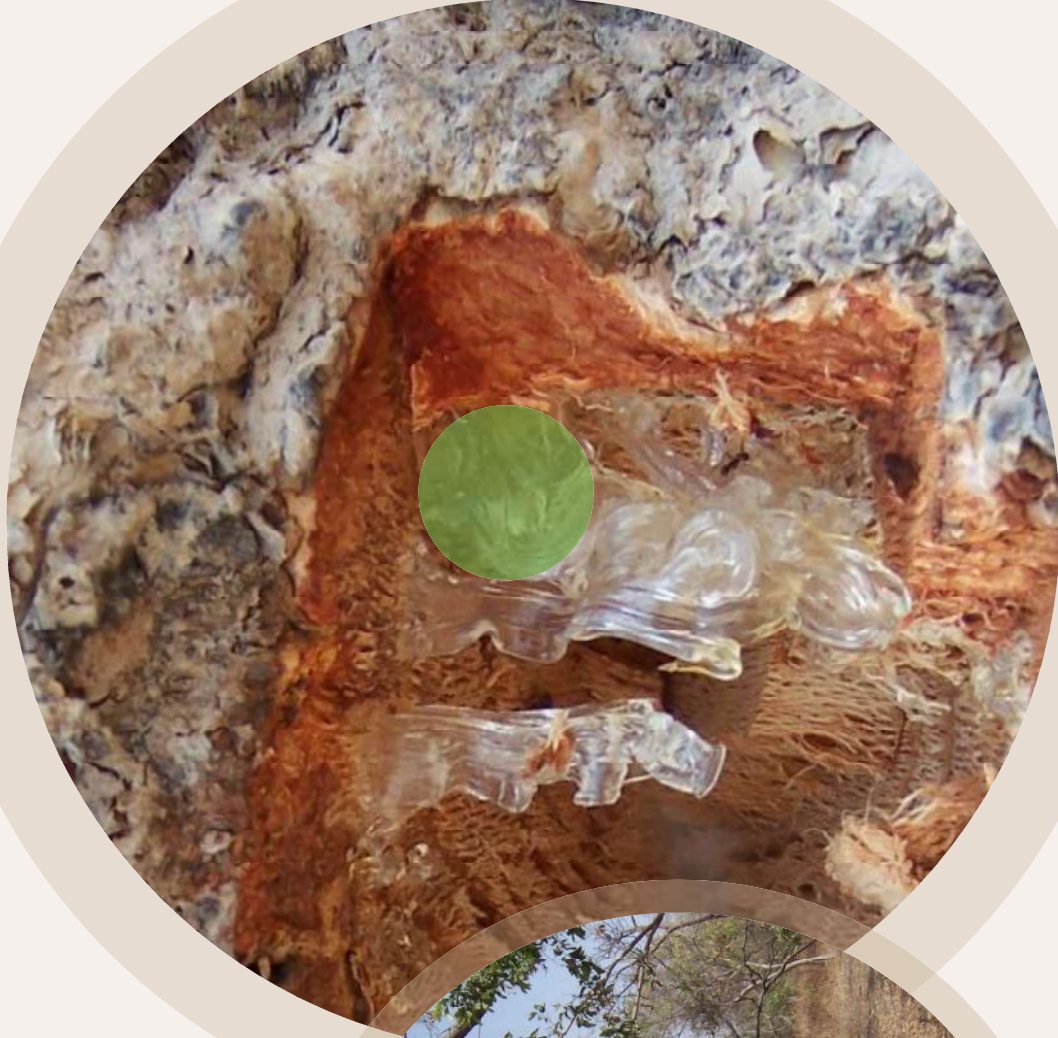
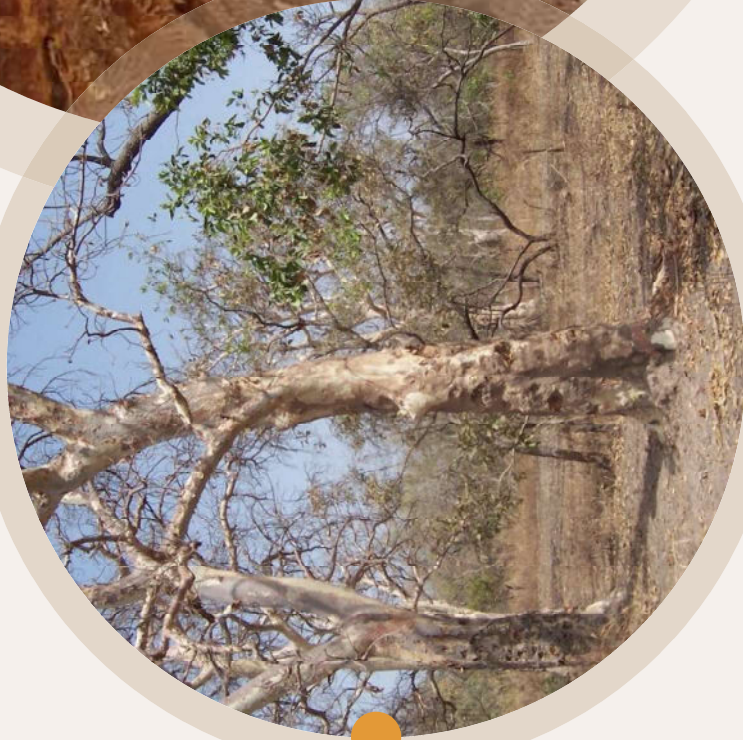
5. MUCILAGE
IN WATER

6. LOW CALORIFIC
VALUE



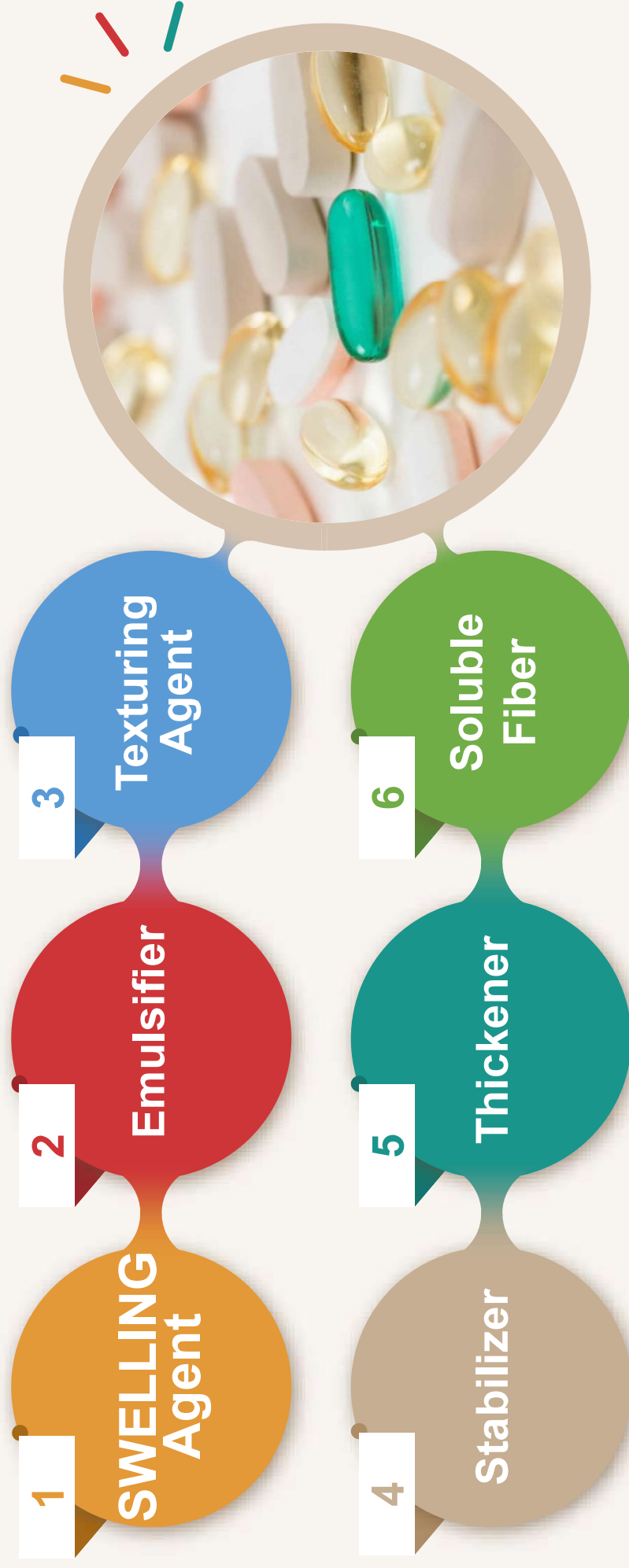
6. WHAT IS KARAYA GUM?

Coming from **Sterculia trees**



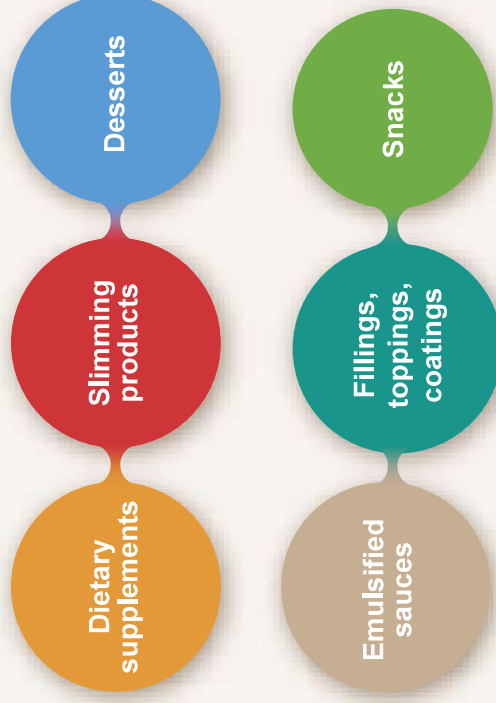
6. WHAT IS KARAYA GUM?

FOR PHARMA & COSMETICS



6. WHAT IS KARAYA GUM?

FOR FOOD & DIETARY PRODUCTS



No Acceptable Daily
Intake specified
(FAO / WHO JECFA, 1988)

When formulating with
KARAYA GUM, please
check your country
legislation and GFSA online
Codex Alimentarius:



7. ■ COMPETITION

ACACIA GUMS FROM COMPETITION

> NEXIRA

- > Instantgum and Spraygum → regular
- > Eficacia and Superstab → enhanced qualities
- > Fibregum L or B → acacia fibres
- > Inavea → new denomination

> INGREDIENT - TIC GUMS

- > Prehydrated and Pretested gum acacia
- > Ticamulsion → chemically modified gum acacia E423
- > Ticapan → modified starch
- > Ticaloid → specialities

> AGRIGUM

- > AgriSpray and AgriRapid

7. COMPETITION

ACACIA GUMS FROM COMPETITION

> **NOREVO**

> Quickgum

> **DRYTECH**

> Aragum

> **WILLY BENECKE**

> 4 figures : 4764 – 4699 ...

> **KERRY**

> TH031

> Emul Plus

> Emulgold

8 ■ MARKETING & COLLABORATION

8. MARKETING & COLLABORATION

NEWSLETTERS

All our news are sent through newsletters made for our distributors' network. Make sure you are subscribed!

DISTRIBUTOR'S AREA

A dedicated access for our distributors with the possibility to download:

- marketing supports (recipes, technical sheets, brochures, old newsletters, etc)
- quality documents (certificates)

If you don't have an account, please contact us!

SOCIAL MEDIA



@alland_robert



Alland&Robert



@allandrobert

All questions related to marketing, communications & collaboration:

Violaine Fauvarque

v.fauvarque@allandetrobert.fr

8. MARKETING & COLLABORATION

SRS FORMS

Has to be filled for every sample request

Will allow Alland & Robert to better process your request and gives us important information to provide you with the best suited sample.

Please give us as much information on the type of sample you need (color, powder caliber, etc...), but give us only verified information.

We expect FEEDBACK on the samples.

Sample boxes can be discussed if necessary

Always submit samples in
unopened original Alland & Robert containers & labels
in order to avoid any contamination

A detailed form titled "ALLAND & ROBERT SAMPLE REQUEST SHEET (SRS)". It includes sections for "Client Information", "Product Information", "Sample Information", and "Additional Comments". The form is designed to collect comprehensive data for sample requests.

ALLAND & ROBERT CONCLUSION : WHAT WE STAND FOR



A **strong expertise** on acacia gum thanks to a **dedicated R&D team**, research programs and exclusive partnerships with globally recognized universities.



Production and laboratory that reach the **highest quality standards** through international certifications.



A commitment to develop the quality of products through **sustainable development, social investment and environmental awareness.**



Solid partnerships with **our African suppliers** and local investment in developing communities related to gum acacia.

Q & A

Marketing and collaboration :

Violaine

(v.fauvarque@allandetrobert.fr)

Commercial :

Holger and team

(h.kirchner@allandetrobert.fr)

Technical / R&D:

Isabelle and team

(labo@allandetrobert.fr)

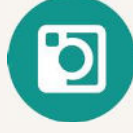
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