



ALLAND & ROBERT

Since 1884

TRAINING — NOV. 22, 2024

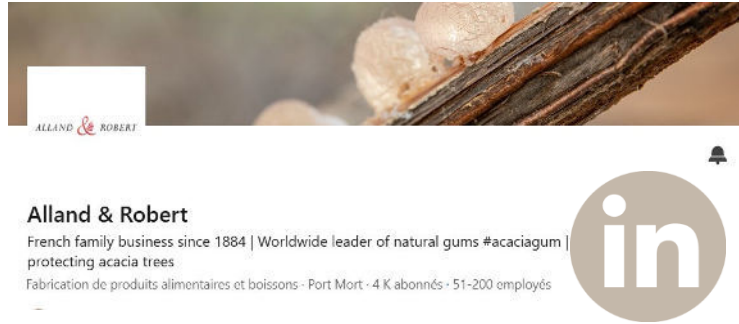
AGENDA

- 1.** MARKETING
- 2.** SUSTAINABILITY

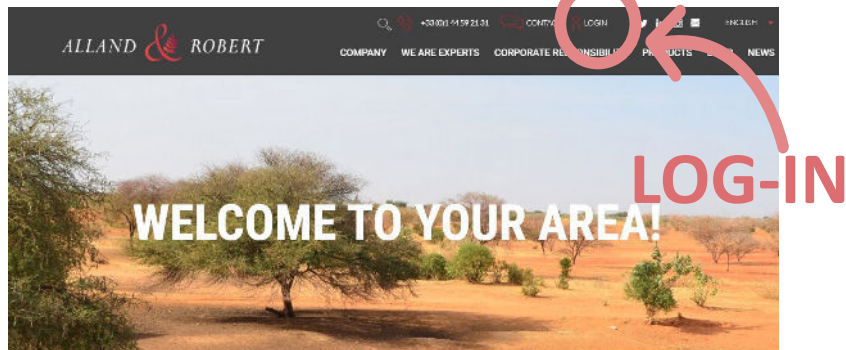
1. MARKETING

LET'S KEEP IN TOUCH

Social media



Website



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Newsletters



Webinars

All replays are available in our distributors' area online.
Next topic: New Comers;
beginning 2025

LET'S WORK TOGETHER!

Introducing
Beyond Acacia®

As the leading expert of gum acacia worldwide, Alland & Robert has developed a new range of gum acacia that goes beyond!



HIGH DENSITY
Technological excellence with high-density granules and dispersion ability.

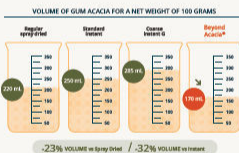
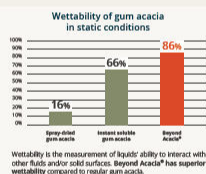
HIGH DENSITY GRANULES

- IMPROVED SOLUBILITY, even in cold manufacturing processes
- EXCELLENT HYDRATION properties
- HIGH DISPERSION ability
- LESS FOAM during process
- LESS DUSTING during pouring, excellent flowability & less lumps

LOW CARBON
Lowest carbon footprint and a sustainable value chain.

REDUCED ENERGY USAGE

- Better solubility and higher dispersion ability means less time and energy in the users process.
- Complete dissolution, even at high concentration, can be reached without heating.
- Volume reduction thanks to the higher density of the granules.
- Packaging reduction, lower storage and shipping volume help optimize logistics and reduce GHG emissions.



LABEL CLAIMS



APPLICATION BENEFITS

- EMULSION: Emulsifying properties and stabilization
- TEXTURING: Better textures and textures
- FIBER ENRICHMENT: Enhance fiber content, highly soluble
- MOUTHFUEL IMPROVEMENT: Softening action and longer taste
- COATING: Film-forming action, perfect for gumming operation
- NATURAL GLUE: Safe and organic food adhesion
- ENCAPSULATION: Flavor retention, protection and use as a carrier
- EXTRUSION: Processing aid, texture improver

ALLAND & ROBERT
America's leading gum acacia manufacturer and exclusive U.S. partner with Farbest Brands.

Farbest
BRANDS

ALLAND & ROBERT
HORTIMEX

ACACIA FIBER, a natural fiber alternative



Konsumenci poszukują 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 - pomyśl o błonniku akacjowym!

BŁONNIK AKACJOWY

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

ZNAKOWANIE

- ✓ Guma akacjowa
- ✓ Gum arabic
- ✓ Guma arabska
- ✓ E414
- ✓ Błonnik akacjowy

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

Potrzebujesz więcej informacji? Skontaktuj się z HORTIMEX

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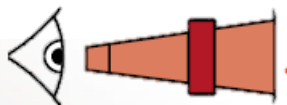


COLLABORATION

- Market/Progress reports
- Forecast
- Regulatory monitoring
- Specifications
- Translations
- Trade Shows
- **Your ideas of application concepts for our R&D team?**

2. SUSTAINABILITY

OUR LONG TERM VISION



A family business specializing in gum acacia, Alland & Robert offers **natural, plant-based and low-carbon solutions** for **healthier and more sustainable diets**.

Alland & Robert preserves traditional know-how by **supporting the acacia gum harvest** and the **resilient development of local communities**.



OUR SUSTAINABILITY APPROACH

- Transparency and integrity
- Sustainable purchasing
- Safety & product conformity
- Quality & certifications
- Responsible communications

- Develop upstream / downstream territories
- Develop the natural gums sector
- Support the local communities
- Durable relations with our suppliers
- Human rights

- Preserve the environment & biodiversity
- Fight against climate change
- Carbon footprint
- Fight against deforestation
- Resources management

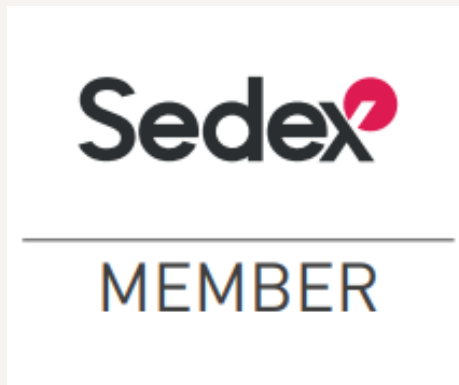
- Diversity, equity, inclusion
- Quality of life at work
- Safety and security
- Training and talent management
- Social dialogue



SUPPORTING THE U.N. SDG



INITIATIVES WE ARE PART OF

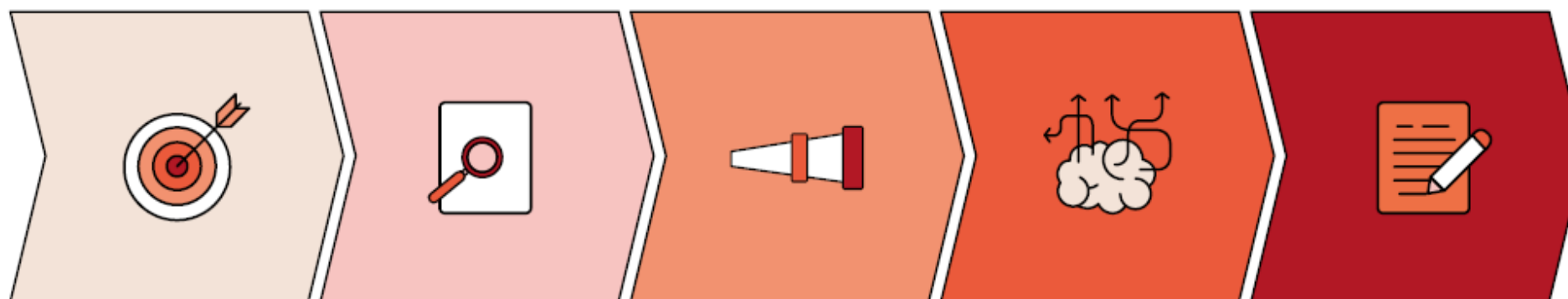


OUR CARBON STRATEGY

CLIMATE STRATEGY

Accelerate Climate Transition® (ACT): a method developed by ADEME & CDP to work on an economic model compatible with climate issues and a structuring approach to progress to commit to a low-carbon world.

The development of our climate strategy has ended in 2024 and will be deployed over the next few years.



INITIAL DIAGNOSIS

Define the reading and analysis grid for the organization's Climate Strategy.
Situate the organization in relation to a benchmark of good practices which covers all aspects of a climate strategy.

CONCERNS

Provide an analysis that helps build knowledge of climate Issues
Inform strategic decisions in the vision stage.

VISION

Define a low Carbon vision of the organization consistent with climate issues

STRATEGY

Break down the vision into specific directions.
Validate governance and indicators

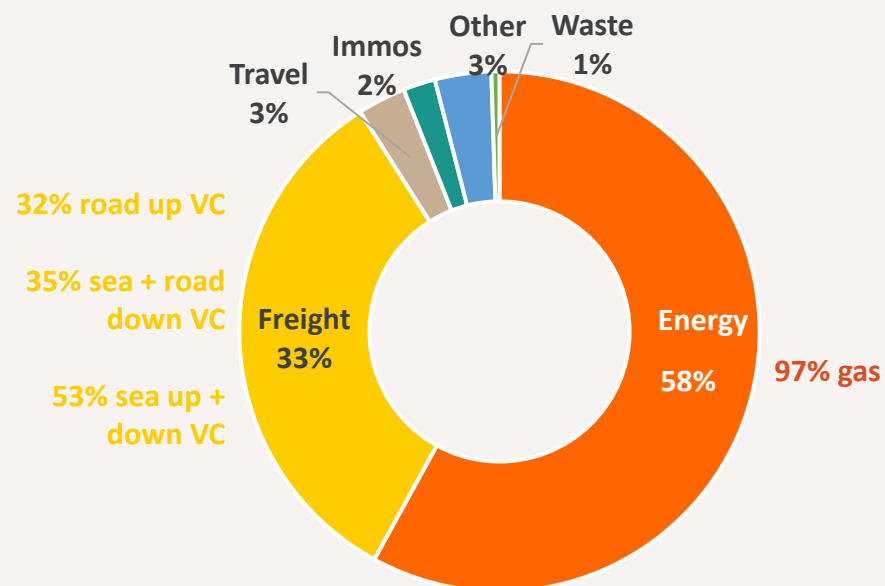
ACTION PLAN

Have an operational action plan for each strategic axis, which defines at least the next steps of the approach

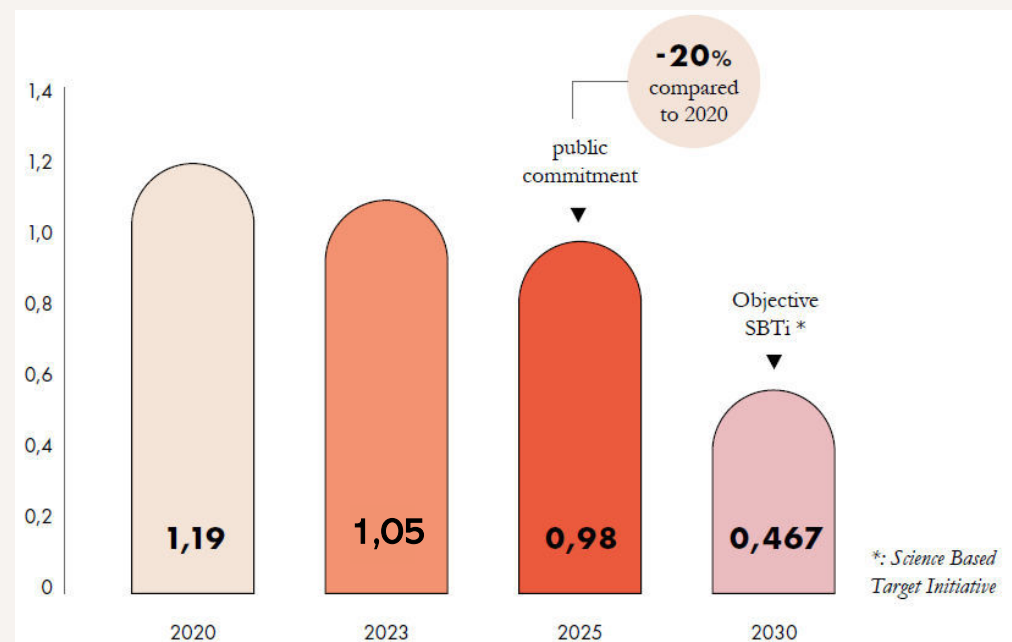
OUR CARBON FOOTPRINT IN 2023

Alland & Robert has a global footprint of 20,978 T CO₂ eq, or 1,05 kg CO₂ eq/ kg of manufactured gum.

Global repartition of Alland & Robert carbon footprint



Gum acacia carbon footprint in kg CO₂ eq per kg of manufactured gum



DECARBONATION

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

PUBLIC COMMITMENT - 2025: 0,98 kg CO₂ / kg gum

-20% emissions (2020 data) per kg manufactured gum
on our global emissions (scopes 1, 2, 3)

ENERGY: WHAT WE'RE DOING

1. All our spray-dryers are equipped with a **heat recovery system** under the roof. Heat is injected in the air filtration housing.

2. In all our towers, we **preheat air** using the calories collected from the smoke duct (flue gas and wet air).

3. On SD3, a system recovers waste heat from combustion fumes, which we use to **heat our water tank**.



4. All spray-dryers are equipped with an **evapo-concentrator (EC)** to **save energy**. All EC have a water saving system and water is reused for solubilisation, saving 25-30% of water used in the process.

5. 2 of these EC have the highest efficiency: **95% electric**, they require 6X less energy than a usual drying tower.

6. 30,000 T of waste /year are **sent to the methanization center** of Gaillon, providing electricity to the administrative buildings in Gaillon, heating the swimming pool all year long

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.

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

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



HIGH DENSITY

Technological excellence with the highest density and dispersion ability.

FREIGHT: WHAT ARE DOING

ROAD & SEA FREIGHT

OPTIMIZE FRET SOLUTIONS
& ABANDON AIR FREIGHT

ROUTE OPTIMIZATION

LOAD CONSOLIDATION

ALTERNATIVE FUELS

EDUCATE OUR CLIENTS

WORK WITH OUR STAKEHOLDERS
AND FREIGHT PARTNERS



INTERMODAL TRANSPORTATION UPSTREAM FREIGHT

RIVER TRANSPORT FROM LE
HAVRE TO GAILLON

About 112 km

1 BARGE = 2000 T

EMISSION FACTORS KG CO₂ / T.KM

ROAD: 0,1

RIVER: 0,003

could help to decrease our global
freight emissions by 3,7%

CLIMATE CRISIS

PREVENT DEFORESTATION & RESTORE DEGRADED LANDS

“Let’s plant trees together!”

a campaign based on our
volume of gum acacia



18,000+ trees

planted between 2020 and 2024



Support the
reforestation of
trees in their native
environment

Create land restoration
and climate resilience
in the Sahel



Use trees unique
properties to tackle
desertification and
climate change

Support communities
and protect their
environment where we
source natural gums

« MORE THAN CARBON »



TREE AID VISION

**Growing trees
to tackle poverty
& climate issues
in Africa**

TREE AID APPROACH

**Create and develop
projects led by local
people with local
knowledge & expertise,
to find long-term
solutions to poverty
and the climate crisis.**

« More than carbon » CALCULATOR

3,17 trees = 1 TON CO₂

**includes benefits such as
training for ensuring the
trees survival, land
restoration, forest
management, communities.**



ETHICS & POSITIVE IMPACT



AN ETHICAL SUPPLY-CHAIN

ADVOCATING FOR GOOD SOURCING PRACTICES AND LEADING BY EXEMPLARITY



The first and only fair-trade certified gum acacia

- environmentally friendly processes
- practices by fairly paid farmers
- transparent and traceable supply chain.



In partnership with **TRAFFIC**

An action framework to take measurable action to address the biological and social risks related to the gum acacia supply chain.



SUPPORTING THE GUM ACACIA INDUSTRY



United Nations
Convention to Combat
Desertification

GUM ARABIC BOARD

Fondation
D'ENTREPRISE
ALLAND



AIPG

TRAFFIC

iram



HAVING A POSITIVE IMPACT

Transparency and integrity

- Ethics in our supply-chain
- Ethical standards in our company
- Prevention and eradication of corruption, fraud, anti-competitive practices, bribery, misconduct
- Working with external parties to mitigate risk

Quality & certifications

- Food Safety
- Pharmaceutical safety
- Quality system
- Social & environmental commitments
- Product certifications
- Quality controls in our laboratory

Responsible purchasing

- Engage stakeholders
- Awareness and action on sustainability, ethics and human rights
- Due diligence

Responsible communications

- Product safety & human health
- Education & consumer awareness
- Sustainable consumption

Safety & product conformity

- Putting safety first
- Fostering a Quality Culture
- Information security

RESPONSIBLE PURCHASING

WORKING WITH OUR STAKEHOLDERS

1



Working with suppliers to **improve harvesting** and selection of crude gum and **ensure safety of supplies**

2



Helping the development of the local acacia gum industry in Africa Kibbling and sorting installations in Senegal, Chad and Mali

3



- Working with all stakeholders to **share information**
- **Technical assistance** to our providers
- Installation of warehouses in **Senegal, Chad and Mali**

4



- **Fair trade**
- **Transparent and honest** relationships
- Offering **Fair Price**

5



Yearly audits to our suppliers, including **safety, ethical, environmental and societal** standards

COMMUNITIES

2021: CREATION OF OUR COMPANY FOUNDATION

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

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



Fondation
D'ENTREPRISE
ALLAND

COMMUNITIES

IN MALI

restoring forests and promoting investment in forests and support for Non-Timber Forest Products.



77,500

seedlings planted in 2023

IN GHANA

reforesting land around vital water sourced



2,700

farmers trained in natural resource management

IN ETHIOPIA

promoting sustainable land management practices and restoring forests



8

Forest Cooperatives implementing equitable governance of forest resources

IN CHAD

strengthening the autonomy of women farmers



900

women supported



COMMUNITIES



IN SUDAN

providing critical support to conflict
affected-populations

**6,700 households
supported**



IN NIGER,

looking after vulnerable children

**113 children welcomed in
a family center**



IN CENTRAL AFRICAN REPUBLIC

working on water access and education
for marginalized groups

NEXT STEPS...

Big focus on the CSRD Directive: **Corporate Sustainability Reporting Directive**

For Alland & Robert: from 2026 on 2025 data, EU law requires us to disclose information on what they see as the risks and opportunities arising from social and environmental issues, and on the impact of our activities on people and the environment.

This will help investors, civil society organisations, consumers and other stakeholders to evaluate the sustainability performance of companies, as part of the European green deal.

-> As our company grows, our sustainability strategy is no longer voluntary but law-regulated.

SATISFACTION SURVEY



<https://www.surveymonkey.com/r/XBWQM7X>

THANK YOU
FOR YOUR
ATTENTION !