



CORPORATE PRESENTATION

NEWCOMERS WEBINAR
12 & 13 February 2025

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

KEY FIGURES



1884

Foundation
of the company

6TH

Generation
family company

94

Millions €
revenue 2024

KEY FIGURES

141

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

130

Employees
in 2025

32,000 t
+
2,500 t

Capacity
of acacia gum
2025

1,000 t

Capacity
of **karaya** gum

95%

Export



Manufactured
in France & India

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



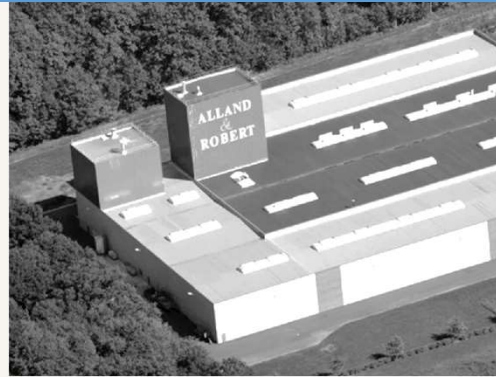
4 LOCATIONS

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

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



ecovadis



CHSWC



United Nations
Global Compact

OTHER CERTIFICATIONS



ORGANIC

KOSHER & HALAL NON-GMO PROJECT

1. THE COMPANY

SINCE 2018



New R&D offices with a technological & collaborative platform



ENVIRONMENTAL TRANSITION

ALLAND & ROBERT &

Fondation
D'ENTREPRISE
ALLAND

ARE COMMITTED TO **SUSTAINABILITY & CLIMATE ACTION**

Sedex



United Nations
Global Compact

We work to decrease our carbon footprint

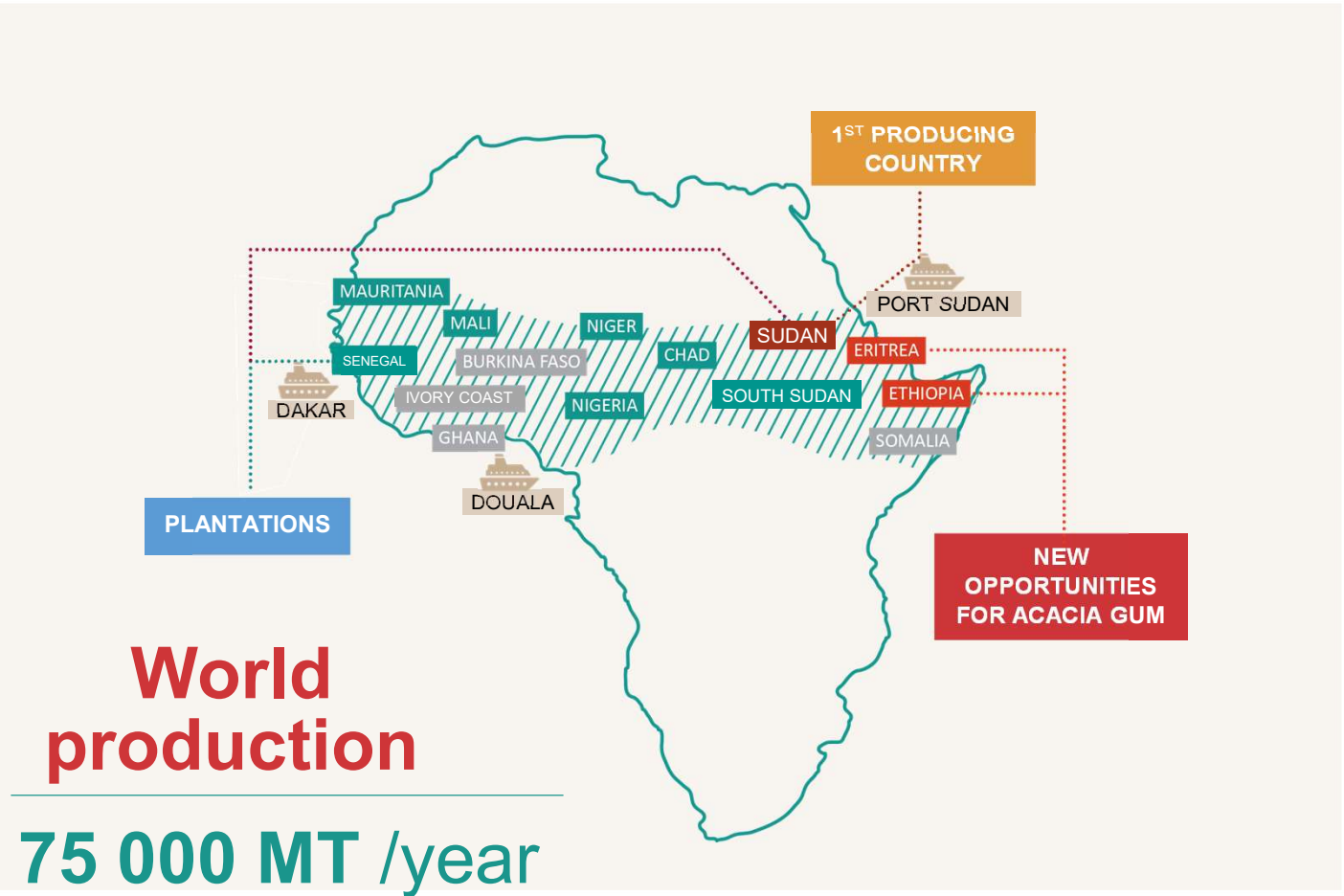
We use only natural and vegetal raw materials

We provide transparency of practices and ethics in our industry

2. SOURCING ACACIA GUM

2. SOURCING ACACIA GUM

MAIN PRODUCING COUNTRIES



2. SOURCING ACACIA GUM

SOURCED SUSTAINABLY DIRECTLY FROM NATURE !



2. SOURCING ACACIA GUM

ALLAND & ROBERT

2. SOURCING ACACIA GUM

ALLAND & ROBERT

WORKS WITH RAW MATERIAL SUPPLIERS



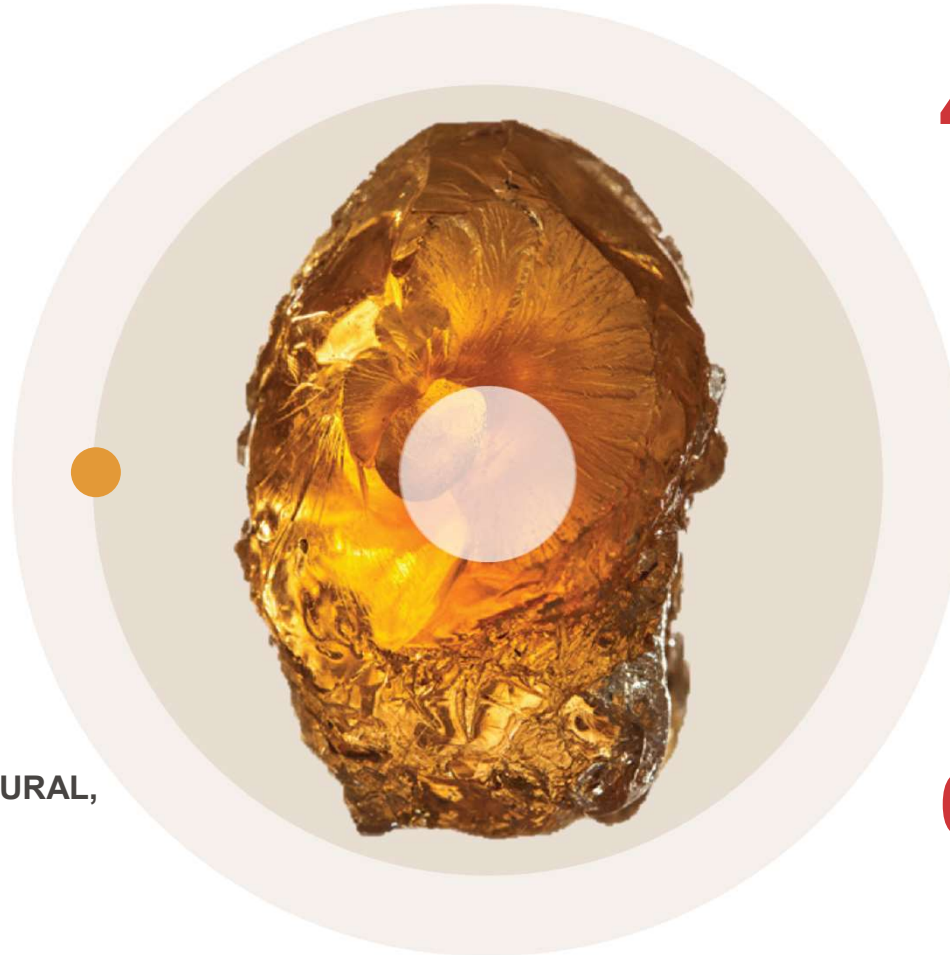
3. WHAT IS ACACIA GUM?

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

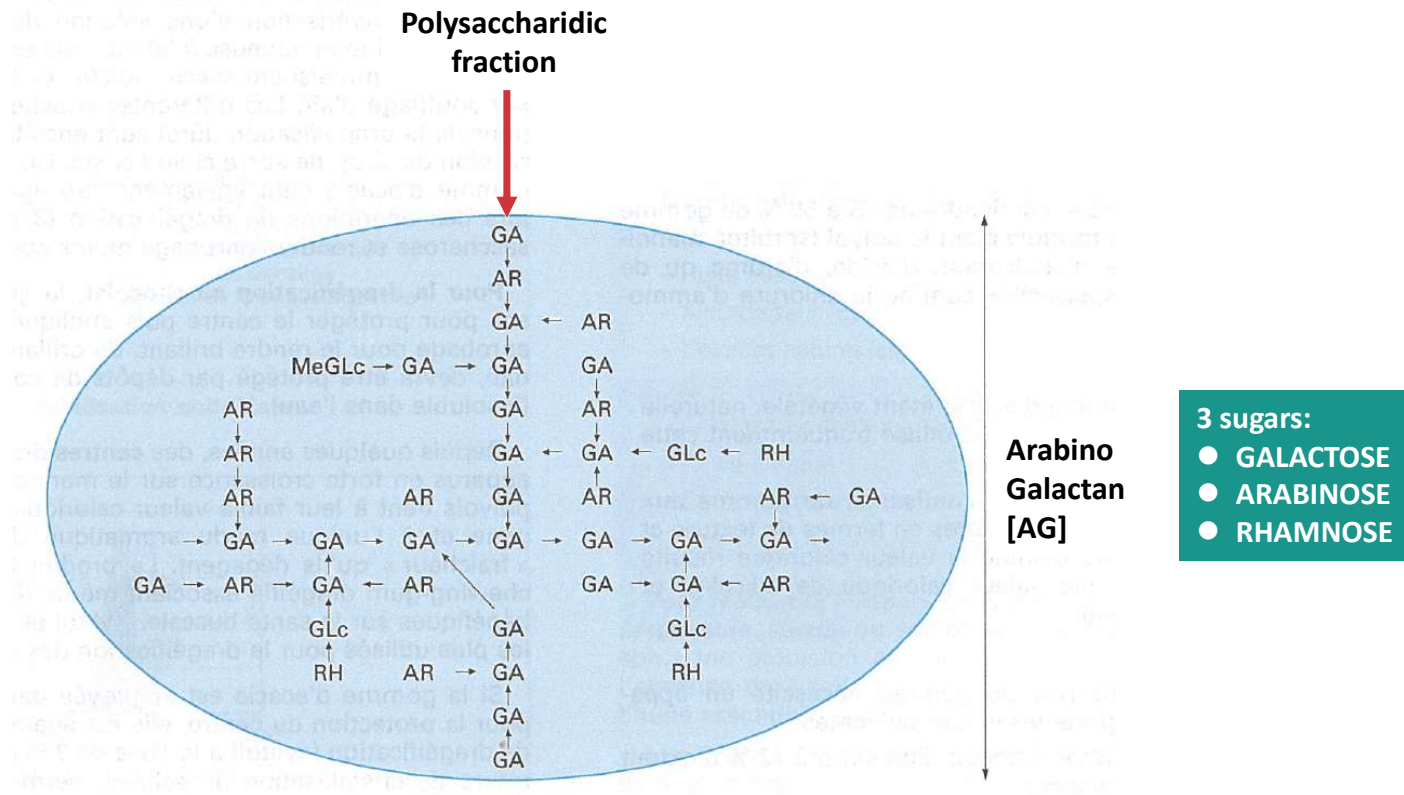
1%

DEXTROROTATORY OPTICAL
ROTATION

+35 to +60°

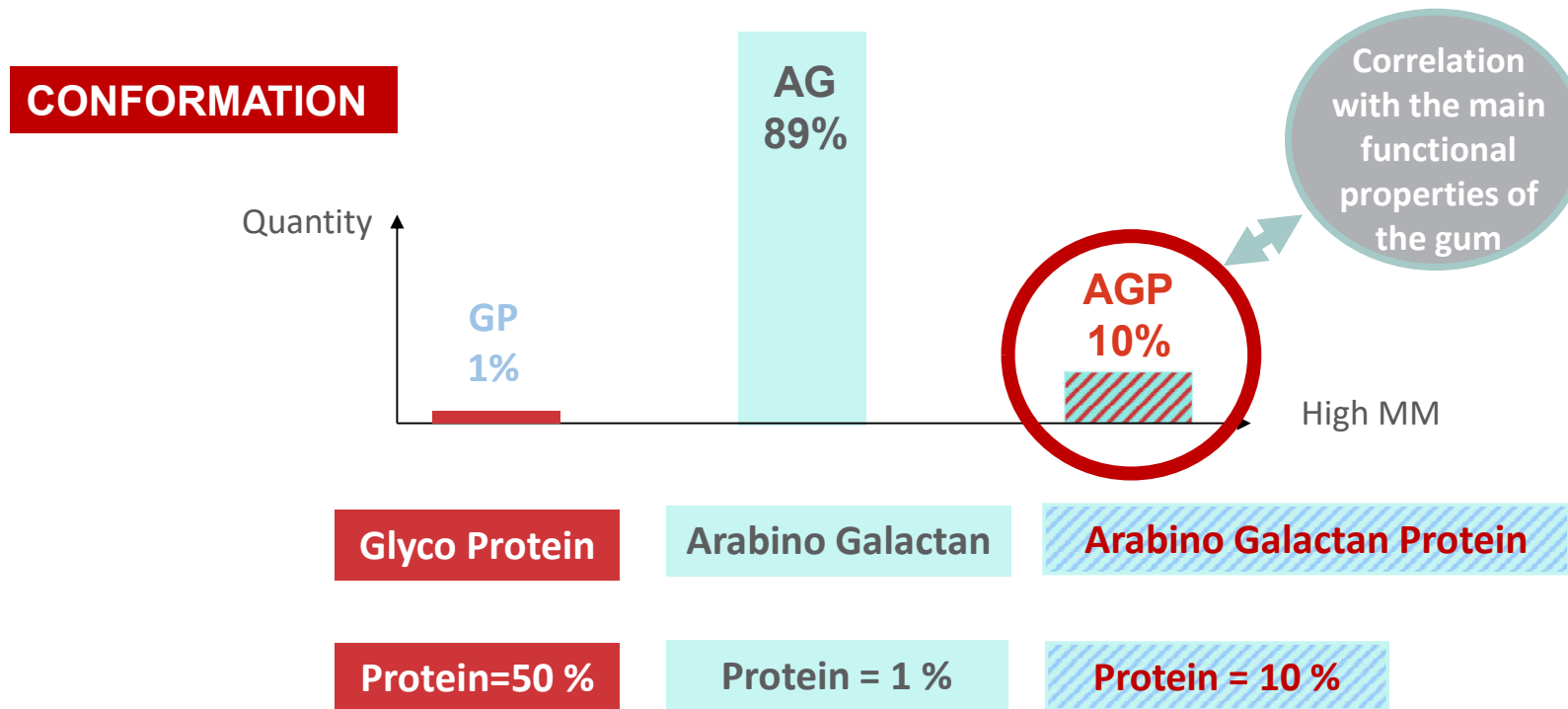
3. WHAT IS ACACIA GUM?

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



TEXTURING

Better textures
and hardness



MOUTHFEEL IMPROVEMENT

Softening action
and longer taste



NATURAL GLUE

Safe and organic
food adhesive



EXTRUSION

Processing aid,
gustatory sensation
improver



EMULSION

Emulsifying
properties
and stabilization



FIBER ENRICHMENT

90% fiber content,
highly soluble



COATING

Film forming abilities,
perfect for gumming
operations



ENCAPSULATION

Flavor retention,
protection and use
as a carrier

3. WHAT IS ACACIA GUM?

ACACIA GUM IS USED IN MANY INDUSTRIES

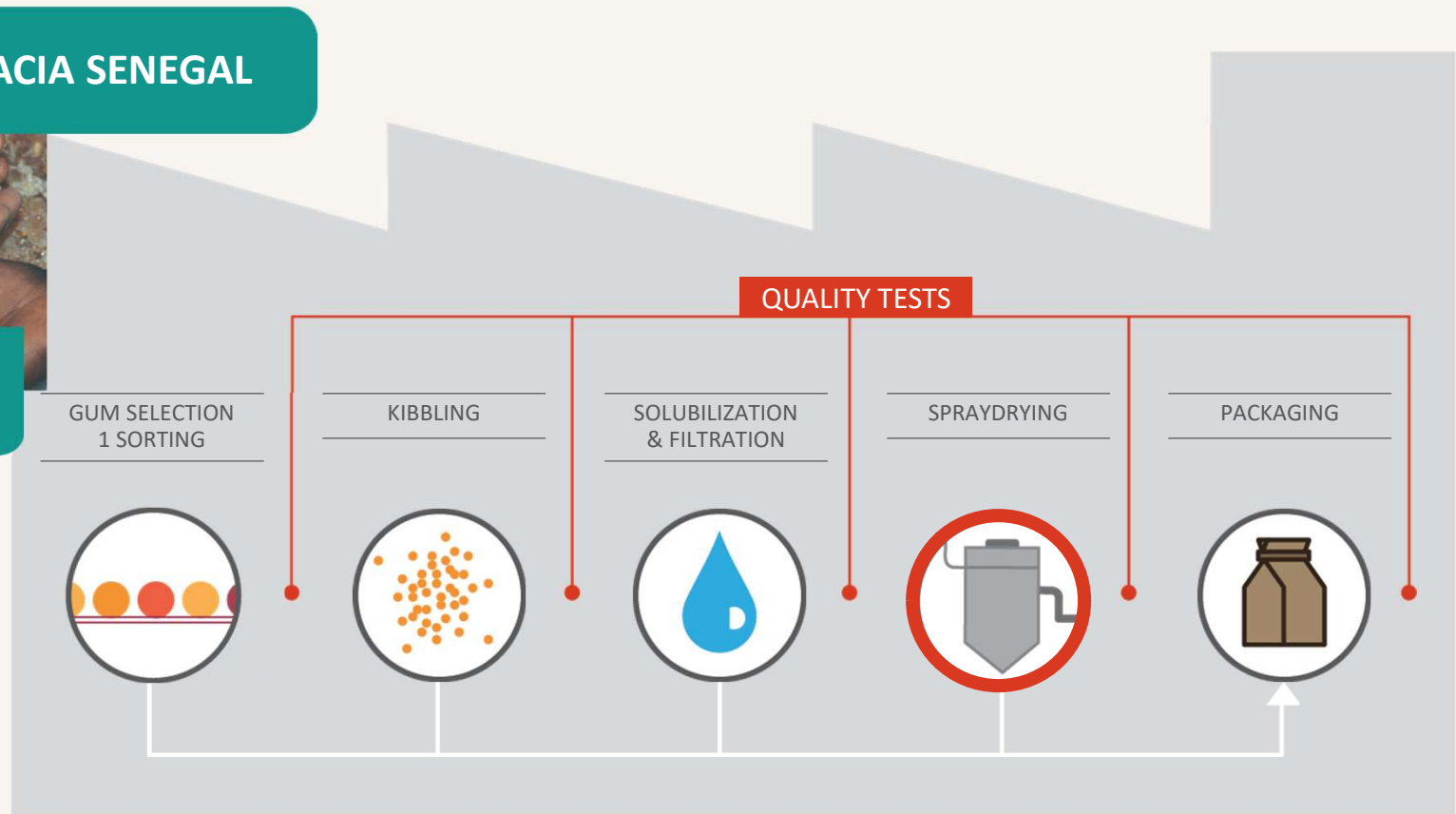


3. WHAT IS ACACIA GUM?

ACACIA GUM PROCESS

ACACIA SENEGAL

ACACIA SEYAL



3. WHAT IS ACACIA GUM?

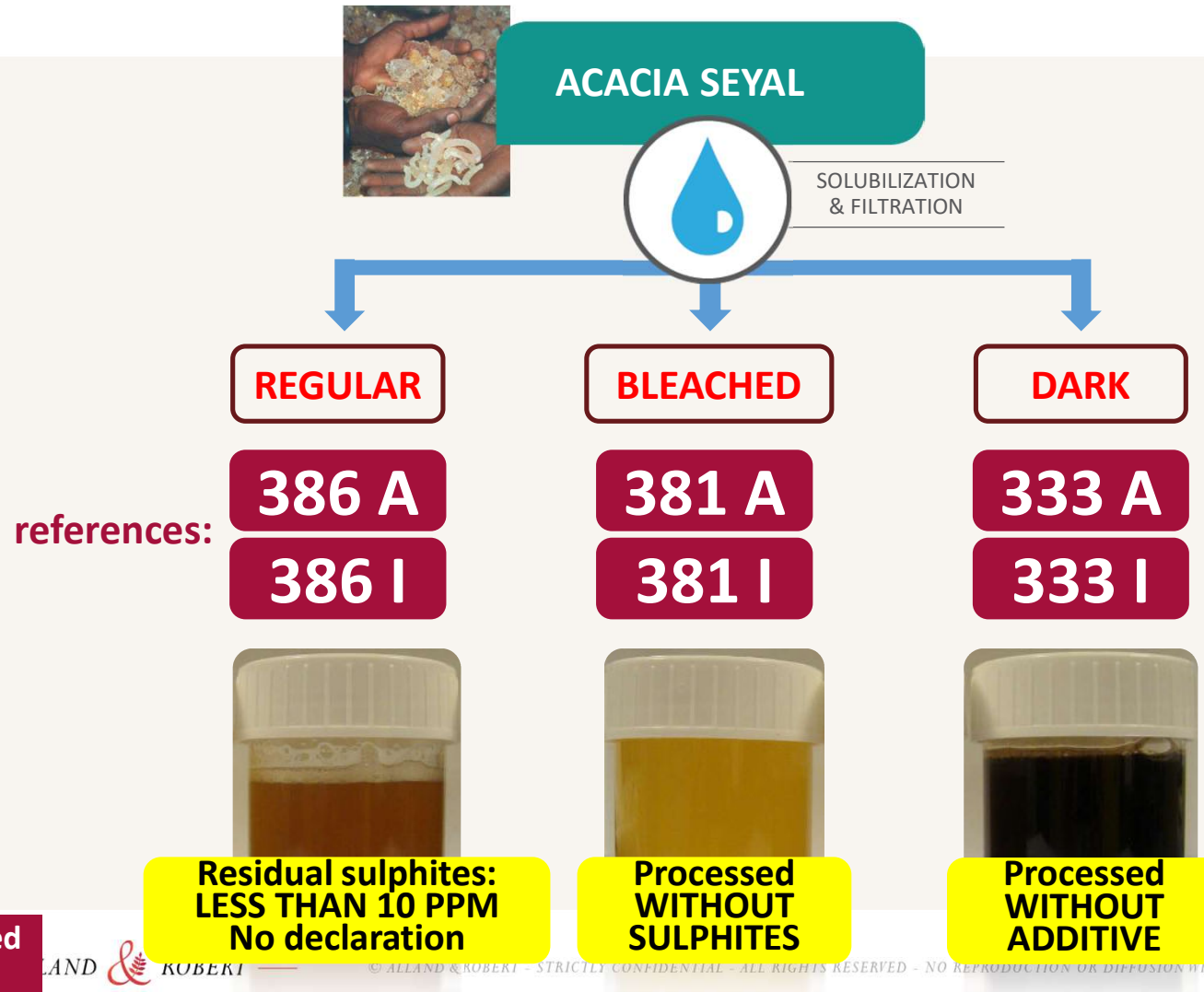
Before spray drying...



A = regular spray dried
I = instant soluble

3. WHAT IS ACACIA GUM?

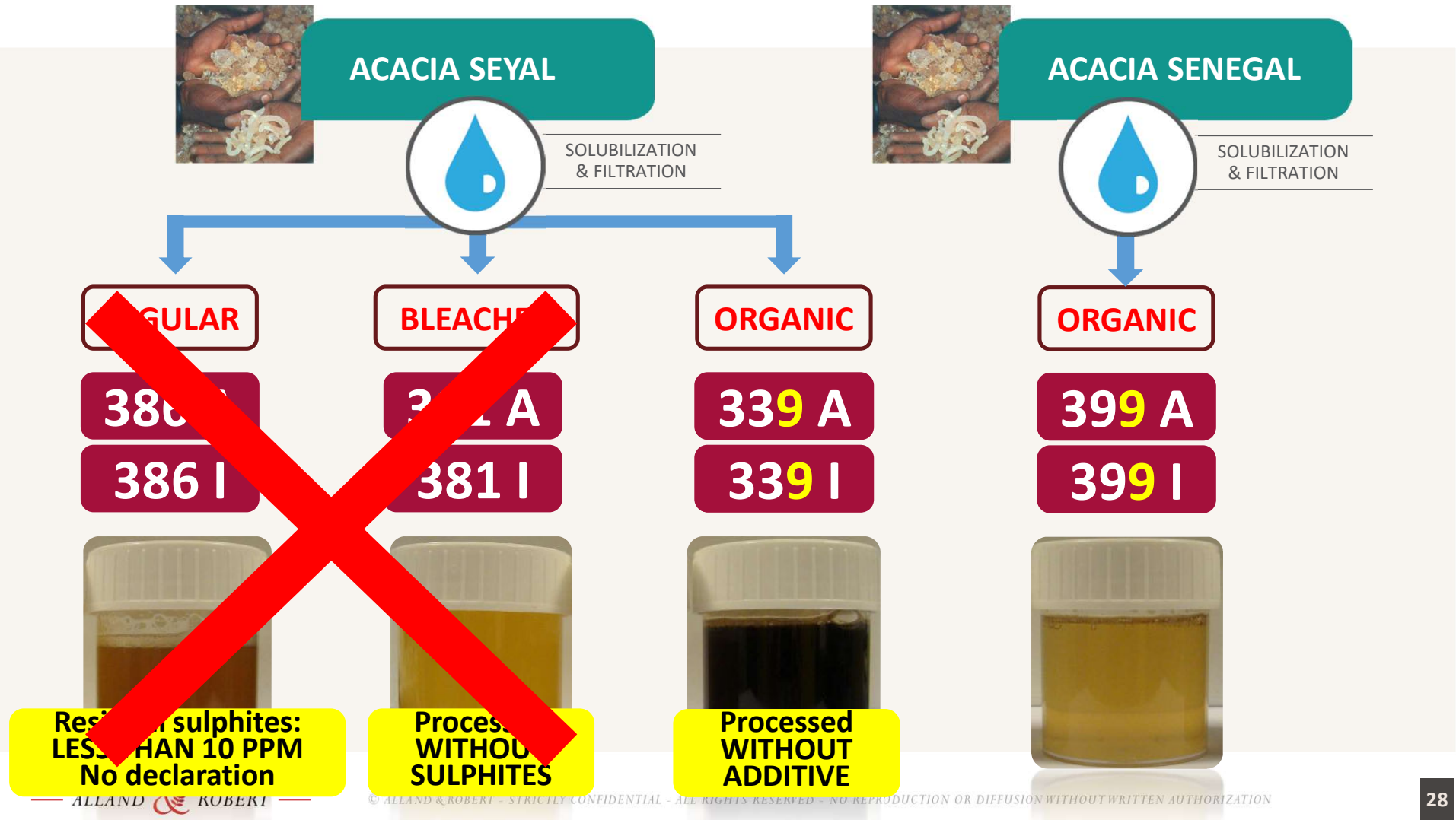
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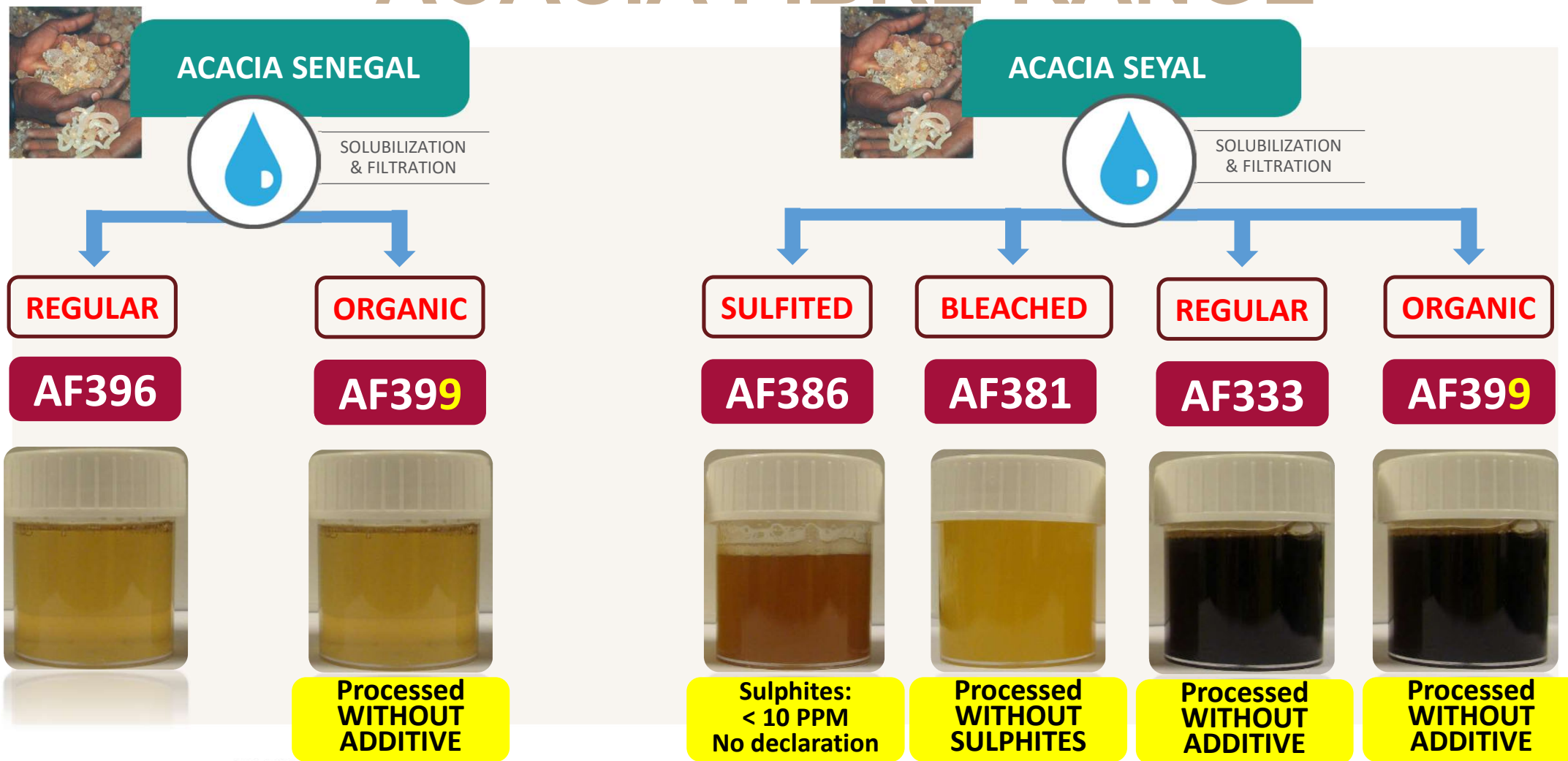
3. WHAT IS ACACIA GUM?

Before spray drying... organic grades



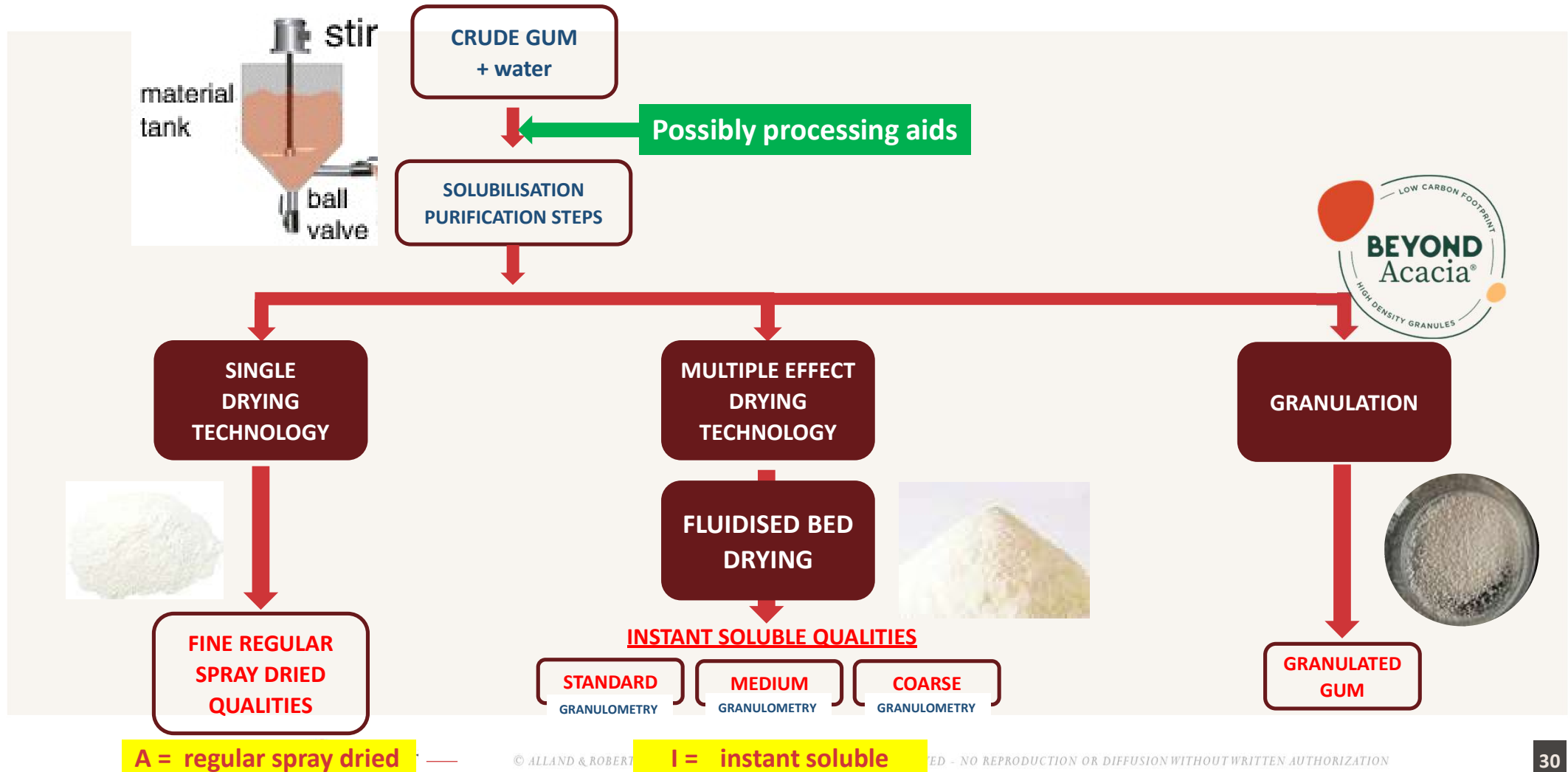
3. WHAT IS ACACIA GUM?

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?

NEW PRODUCTION AREA



Production
capacity :
+50% /year

32,000 t
+
2,500 t

Capacity
acacia gum
2025



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.



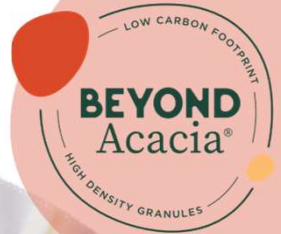
HIGH DENSITY

Technological excellence with the highest density and dispersion ability.



By using Beyond Acacia®, you can positively affect the planet and the environment while using a highly technological and expert product.

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



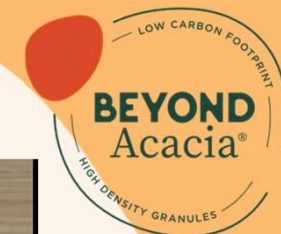
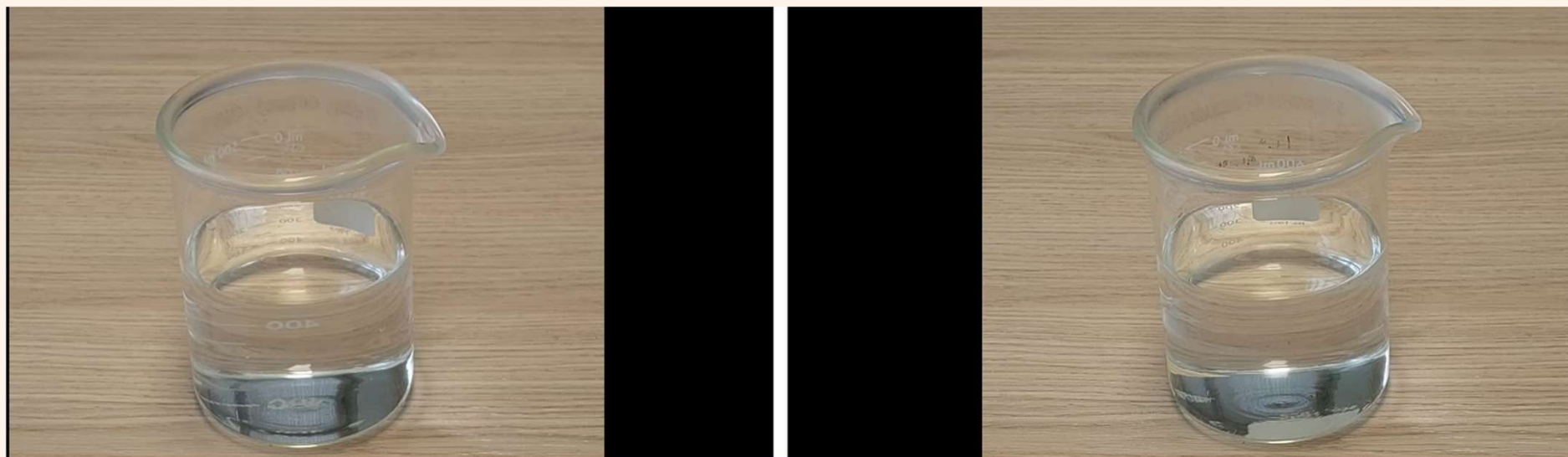


Advantages in use

Wettability of gum acacia
in static conditions

Granulated

Standard Instant

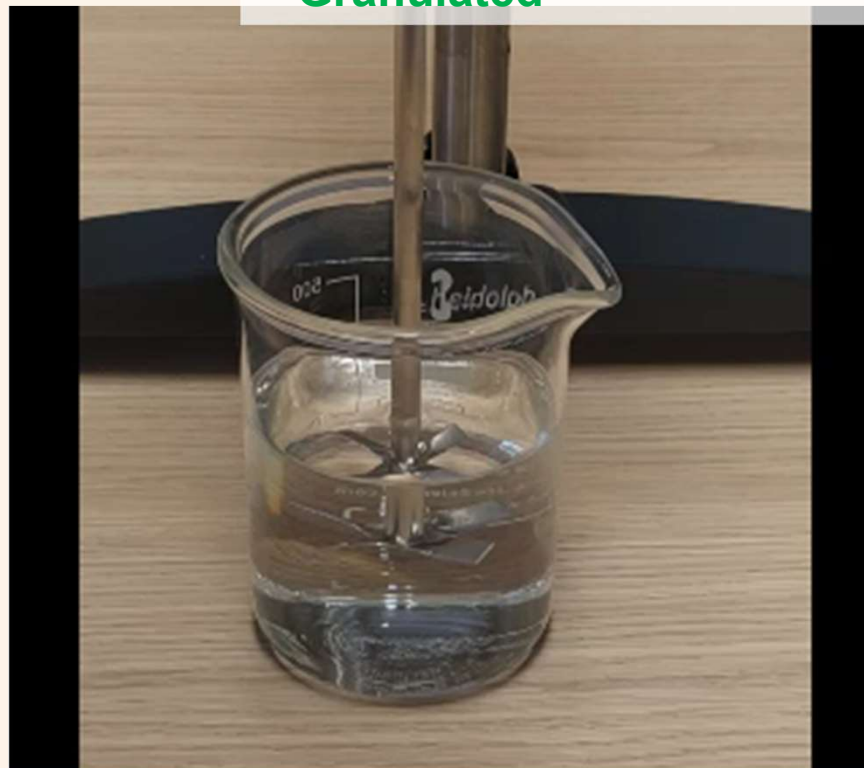


Excellent HYDRATION properties

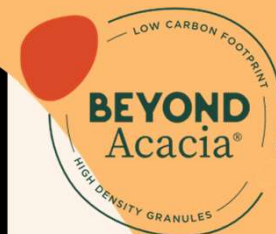
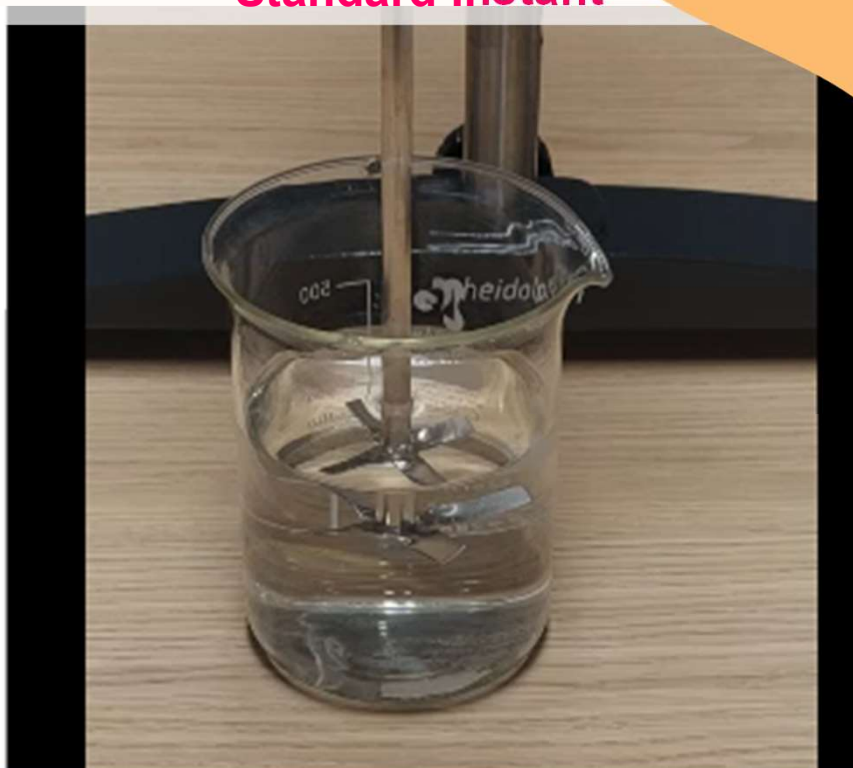


Advantages in use

Granulated



Standard Instant



**Excellent dispersion and flowability
Less lumps, low energy, less foam**

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®

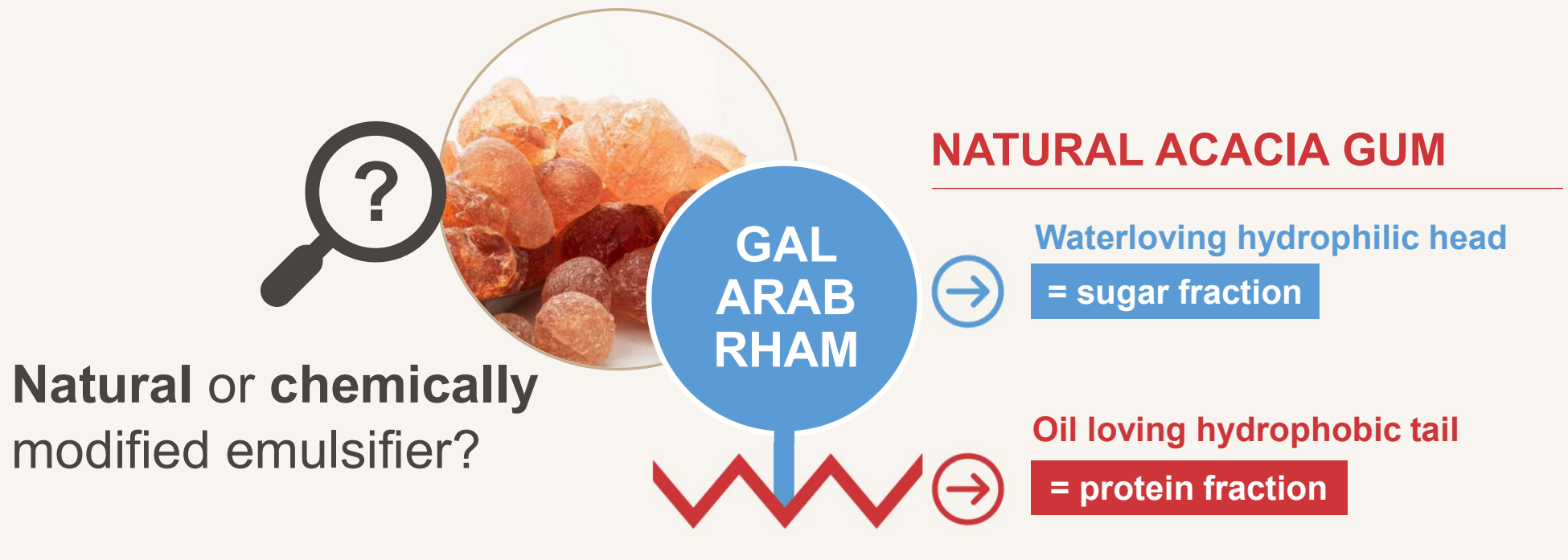
FUNCTIONALITY

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

4. APPLICATIONS

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

BEVERAGES

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

TENSIOACTIVE 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 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



FILM FORMING PROPERTIES

COATING WITH SUCROSE

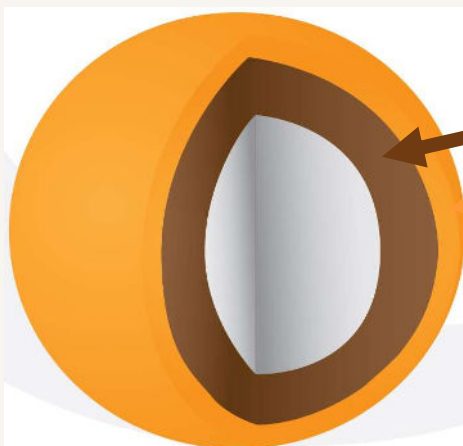
REGULAR COATING

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

4. APPLICATIONS

COATING

WITH CHOCOLATE AND SUCROSE

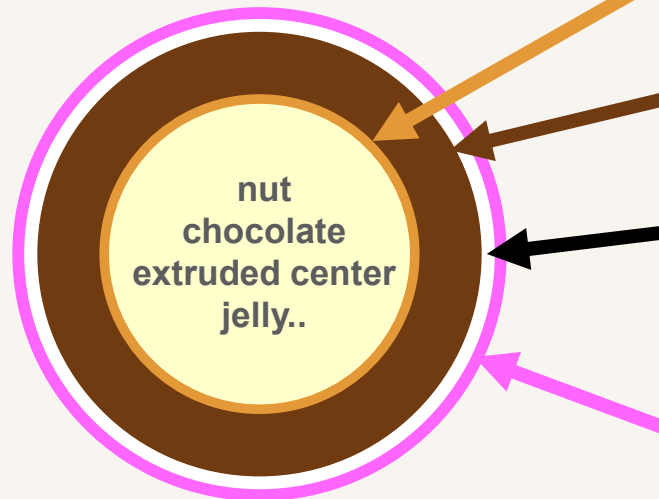
REGULAR COATING



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 : SENEGAL/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%

4. APPLICATIONS

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	36.5 Kg
Sorbitol (70% DM)	48.5 Kg
Water	15 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	54 – 60°C

4. APPLICATIONS

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 tanins



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.



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

HUNDREDS OF LAB TESTS IN ORDER TO REACH THE RIGHT TEXTURES

- 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)



GUMMIES



MARSHMALLOWS



MOUSSES

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

ALLAND & ROBERT

SPECIFICATIONS SYNDEO® GELLING

N° Spec. 1502013
Created on : 16.03.2023
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

Gummies: 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 0.1% 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,
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

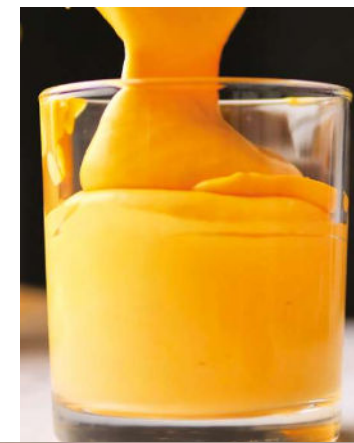
Instructions

- 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

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.

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



- Jellies
- Chewy candies whipped with gelatin
- 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

substitutes
formulation

NUTRITION



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.

**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

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

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

HEALTH

ALLAND & ROBERT

Explore the benefits of acacia gum on
GUT HEALTH

→ DOWNLOAD THE TECHNICAL PAPER



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
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NUTRITION

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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).



APPLIED RESEARCH IN COSMETICS

**Acacia senegal gum, Acacia seyal gum,
Sterculia gum ... and blends**

**= combination of Sterculia and Acacia gums
properties properties of the Acacia gum.**

➡ **DEMECARE BLEND - Cream**

➡ **DEMECARE BLEND - Gel**



NEW RANGE OF NATURAL GUMS



WHAT ARE NATURAL GUMS? INTRODUCING ACACIA AND KARAYA GUMS

ACACIA GUM

Acacia gum is an exudation of the acacia tree obtained by cutting the trunk or branches. There are 2 varieties of acacia gum: senegal and seyal, which have different functional properties.

KARAYA GUM

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

ACACIA GUM

- Biodegradable
- Vegetal
- 100% natural
- Organic

Sustainable

- Texturing agent
- Film-forming agent
- Emulsifier

KARAYA GUM

- Biodegradable
- Vegetal
- 100% natural
- Organic

Sustainable

- Texturing agent
- Film-forming agent
- Emulsifier

INCI: STERCULIA URENS GUM

Karaya gum has received the maximum rating according to the ISO 16128 Standard (which defines the ingredients of natural and organic cosmetics).

- Strong water absorption capacity
- Gelling agent – thick to fluid texture
- Hot or cold dispersion (facilitated in the presence of glycerine or ethanol)
- Stable over a wide pH range (4 to 10)
- Shear thinning gels
- Good resistance to temperature variations
- Newtonian fluid

ACACIA GUM

- Biodegradable
- Vegetal
- 100% natural
- Organic

Sustainable

- Texturing agent
- Film-forming agent
- Emulsifier

INCI: ACACIA SENEGAL GUM and ACACIA SEYAL GUM

Acacia gum has received the maximum rating according to the ISO 16128 Standard (which defines the ingredients of natural and organic cosmetics).

- Easily dissolved in hot or cold liquid
- Solubilisation up to a 40% concentration
- Fluid texture, Newtonian behaviour
- Stable over a wide pH range (4 to 10)
- Resistant to temperature variations
- Newtonian fluid

TO EACH COSMETIC, ITS OWN GUM

THE DemeCare RANGE	Texture	Tightening effect	Adhesion agent	Binding agent	Emulsion stabiliser	Thickening agent	Film-forming agent	Opacifier	Stain	Moisturising effect
Acacia senegal I	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia senegal S	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia senegal IO	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia senegal SO	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia seyal I	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia seyal S	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia seyal IO	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Acacia seyal SO	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sterculia Gum	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sterculia Gum O	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Blend Acacia senegal I / Sterculia Gum	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Blend acacia senegal IO / Sterculia gum O	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

I: Instant soluble S: Spray-dried O: Organic

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

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

The DemeCare® range developed by Alland & Robert consists of twelve products made from two natural gums: karaya gum and acacia gum, which itself can come from two different varieties, Acacia senegal gum, which is the most used in cosmetics and Acacia seyal gum. The name of the range was chosen for its readability and ease of pronunciation internationally. The first part of DemeCare® comes from Demeater, the name of the Greek Goddess of the Earth, and underlines the range's natural aspect. In fact, natural gums are tree exudates: products that come directly from the land, which have not been chemically modified either by Alland & Robert or at any time during the manufacturing process. The 'Care' suffix conveys the notion of caring, attentiveness and trust in others.

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



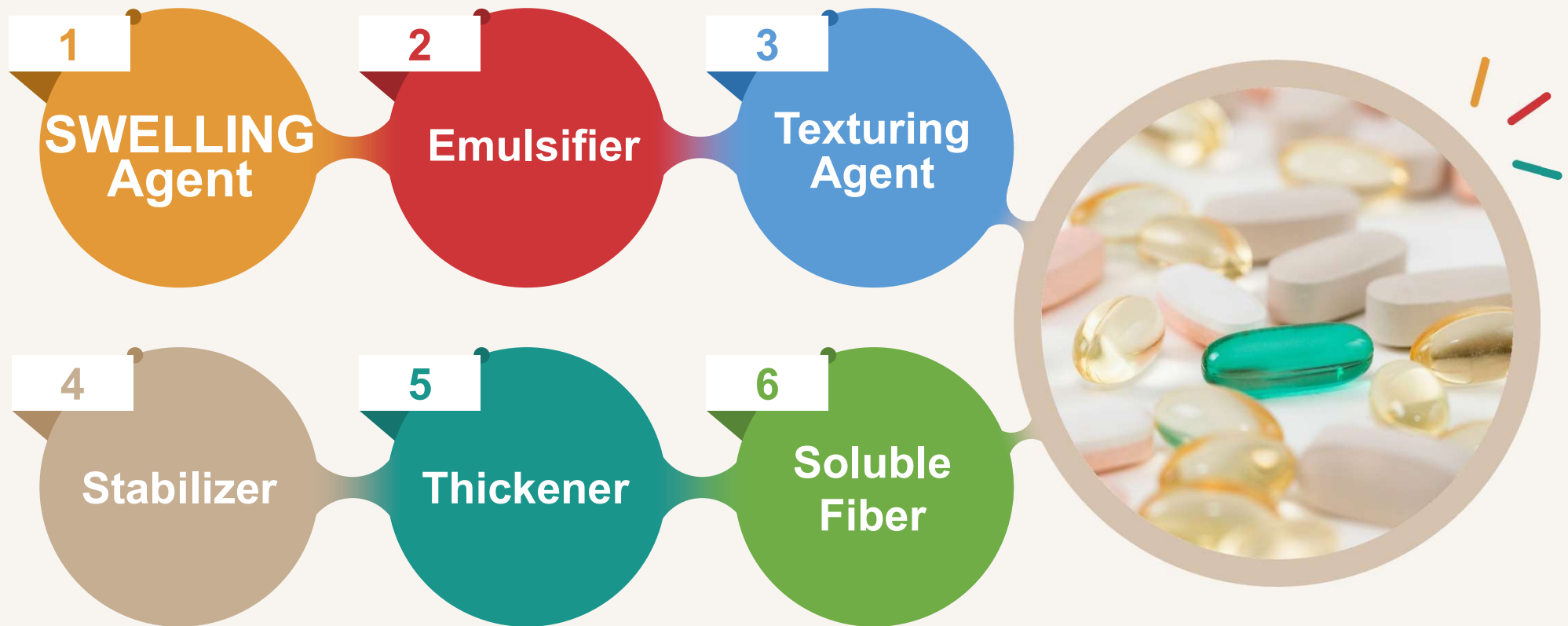
4. SYNERGY WITH OTHER
HYDROCOLLOIDS

5. MUCILAGE
IN WATER

6. LOW CALORIFIC
VALUE

6. WHAT IS KARAYA GUM?

FOR PHARMA & COSMETICS



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

> **INGREDION - TIC GUMS**

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

> **ISC**

ACACIA GUMS FROM COMPETITION

- > **NOREVO**
 - > Quickgum
- > **DRYTECH**
 - > Aragum
- > **WILLY BENECKE**
 - > 4 figures : 4764 – 4699 ...
- > **AGRIGUM**
 - > AgriSpray and AgriRapid
- > **KERRY**

8. MARKETING & COLLABORATION

NEWSLETTERS, SOCIAL, & DIGITAL

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



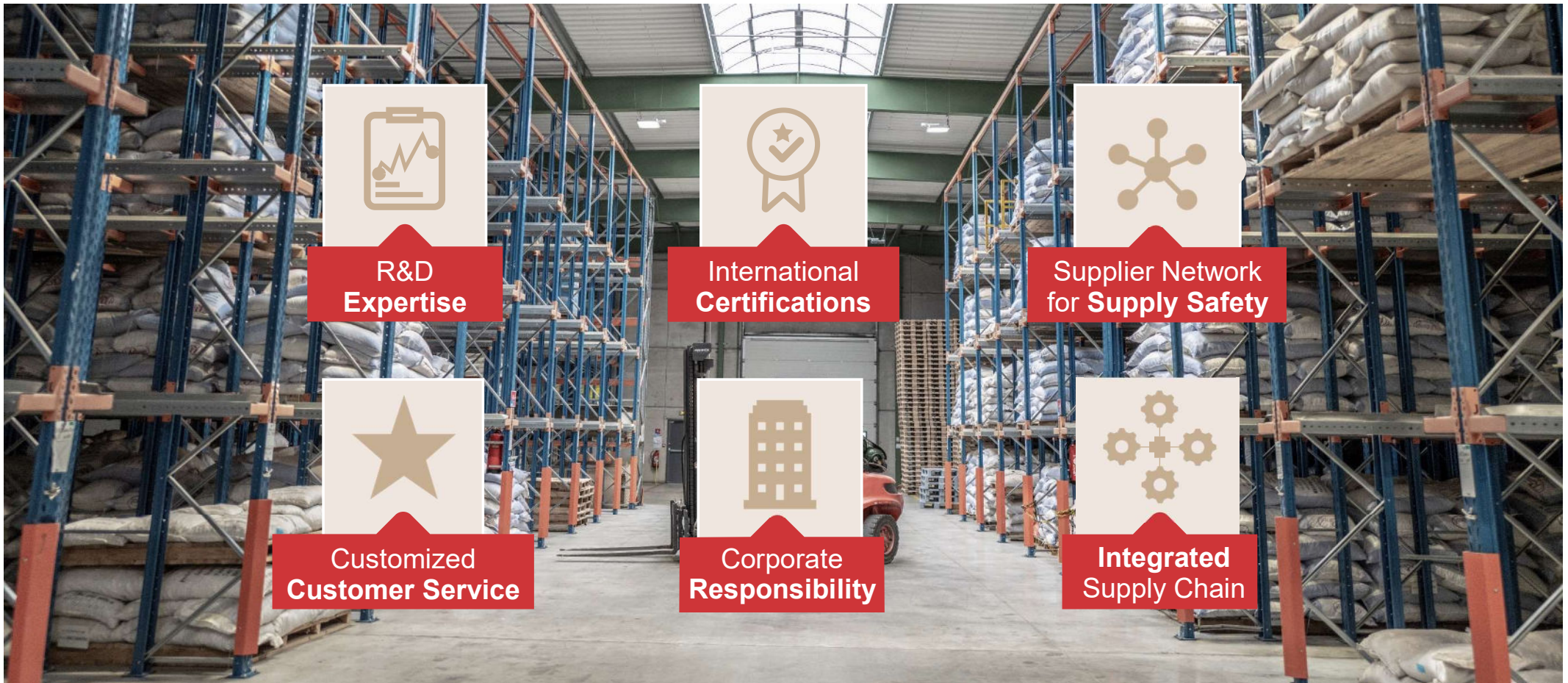
@allandrobert



Alland & Robert

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CONCLUSION: OUR EXPERTISE





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