

# Allchemix & BioM : consultancy specialized in F&F ingredients



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## Allchemix and BioM consulting services benefits :

- 30 years extensive network and experience, at various multinationals, unique expertise in ingredients
- Commercial and Technical knowledge (MBA, Solvay School + Master in Molecular Biology, ULB University)
- Covering 500 renewable ingredients : essential oils, turpentine and turpentine derivatives, biotech (**BioM**)
- Covering 1000 petrochemicals ingredients ( >50% of F&F industry in volume) (**Allchemix**)
- Familiar with the largest users of F&F ingredients (P&G, Mondelez, Colgate, Mars, Henkel, PMI, Givaudan, Firmenich, IFF, Symrise, Mane, Takasago, Robertet), and various Haute Couture Perfumery Houses)
- Access to an extensive network (purchasing, sales, technical, regulatory, perfumers & flavourists). Alain Frix is Past Chairman of IFEAT, UK and sits on IFEAT board. He is also active in Sustainability Committee of PCA, USA.
- Allchemix and BioM = 1 employee = the owner = Alain Frix ---> Full confidentiality for customers is guaranteed.

## Consultancy Services :

- **Sales & Marketing, Support to Product Development**
  - o Market intelligence and trends
  - o Product mapping on Synthetics, Essential Oils, Forest products, Biotech
  - o Competition analysis
  - o Market Opportunity Assessment
  - o Facilitating access to sell to various F&F manufacturers and multinationals
  - o Exploring new Extraction techniques, access to Olfactory Receptors based technologies, etc.
- **Strategic Support**
  - o Strategic thinking, Industry overview and its dynamics
  - o Brainstorming, thinking outside the client's box.
  - o History on what failed in F&F and why
  - o Commercial due diligence on specific companies (acquisitions)
- **Sourcing**
  - o Renewability assessment of current portfolio, and competitive environment
  - o Sourcing rare products, sourcing more renewable products
  - o Migration of Essential Oils : mapping enabling new contingency plans (new module)
  - o Agroforestry in Central Africa (new module)
- **Advisory Board**
  - o Combination of all above, with extended network, is a solid base to provide advices to customers
  - o Advisory Board services are subject to non-conflict with current assignments of Allchemix/BioM

## How do Allchemix & BioM work ?

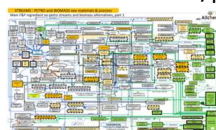
Allchemix & BioM provide customized advice in a direct and confidential manner. Customers can benefit from regular video calls, clear ad hoc reports with detailed product data, as well as overviews of companies and market dynamics. More than a dozen of multinational clients and medium-sized companies already rely on Alain Frix consulting services, he accompanies you, and provides valuable access and contacts across markets such as Forestry, Biomass, Petrochemicals, Essential oils, Biotechnology, F&F compounders, Cosmetics, Olfactory receptor diagnostic tools, etc.

### Examples of reports :

Detailed analysis (data)



Interactions biomass/petro



Helicopter view F&F ingredients



**Active global Membership :** **SFP** (Société Française des Parfumeurs), **VALBIOM** Belgium (Biomass valorization), **PCA** (Pine Chemicals Association in USA : Forestry derivatives from conifer biomass), **SEPAWA** (Europe's widest association for Soap, Perfumery, Detergent and Cleaners), **DGP** (German Society of Perfumers), and **IFEAT** (The International Federation of essential Oils and Aroma Trades) which he chaired for several years and for which he currently chairs IFEAT's Scientific Committee besides being involved in various science and educational projects.



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