

**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 >200 renewable ingredients : essential oils, turpentine and turpentine derivatives, biotech (**BioM**)
- Covering >200 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, DSM-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 :**

- **Merge, Alliances and Acquisitions**
  - o Commercial due diligence to assess best product and company fit in various sectors
  - o Valuation of businesses, creative solutions and prospects under confidentiality protocols
  - o Discussions with various equity companies, as well as private investors
  - o Organization of meetings to foster M&A dynamics according to client requirements
- **Strategic Support**
  - o Strategic thinking, Industry overview and company dynamics, thinking outside the box.
  - o History on what failed in F&F and why
- **Advisory Board**
  - o Combination of all above, with extended network, is a solid base to provide advices to customers
- **Sales & Marketing, Product Development**
  - o Market intelligence and trends, evaluation of realistic commercial opportunities
  - o In-depth competition analysis, including hidden strengths and weaknesses
  - o Product mapping on Synthetics, Essential Oils, Forest products, Biotechnologies
  - o Facilitating access to sell your ingredients to various F&F manufacturers and multinational CGC
  - o Exploring new Extraction techniques, access to Olfactory Receptors based technologies, etc.
- **Sourcing & Sustainability Scorecards**
  - o Production of Realistic Sustainability Scorecards with in-depth assessment of feedstock impacts.
  - o Renewability assessment of client's current portfolio, and how to improve it.
  - o Sourcing of rare products, sourcing more renewable products, diversification of biomass derivatives.
  - o Impact of climate change : mapping and anticipation of migration of some naturals.

**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.

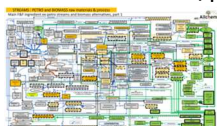
More than a dozen of multinational clients and medium-sized companies already rely on Alain Frix consulting services, he accompanies you, and provides valuable access and contacts across markets such as Forestry, Biomass, Petrochemicals, Essential oils, Biotechnology, F&F compounders, Cosmetics, Olfactory receptor diagnostic tools, etc.

Examples of reports :

Detailed analysis (data)



Interactions biomass/petro



Helicopter view F&F ingredients



**Active global Membership :** Allchemix is an active member of various prestigious associations : **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, Detergent and Cleaners), **DGP** (German Society of Perfumers), **COSMED** (French Cosmetic Association for SME), and **IFEAT** (The International Federation of Essential Oils and Aroma Trades) which he chaired for several years. Alain is currently member of IFEAT's Scientific Committee, which he managed for six years; he now deals with various scientific and educational projects.

