

**A journey towards...**

# **Planet F&F : perspectives on size, feedstocks, renewability**



**The following slides are part of a  
presentation given by Alain Frix at IFEAT  
2022 Conference in Vancouver, Canada, on  
October 10th 2022**

**Alain Frix, Allchemix Consultancy**

**[www.allchemix.com](http://www.allchemix.com)**

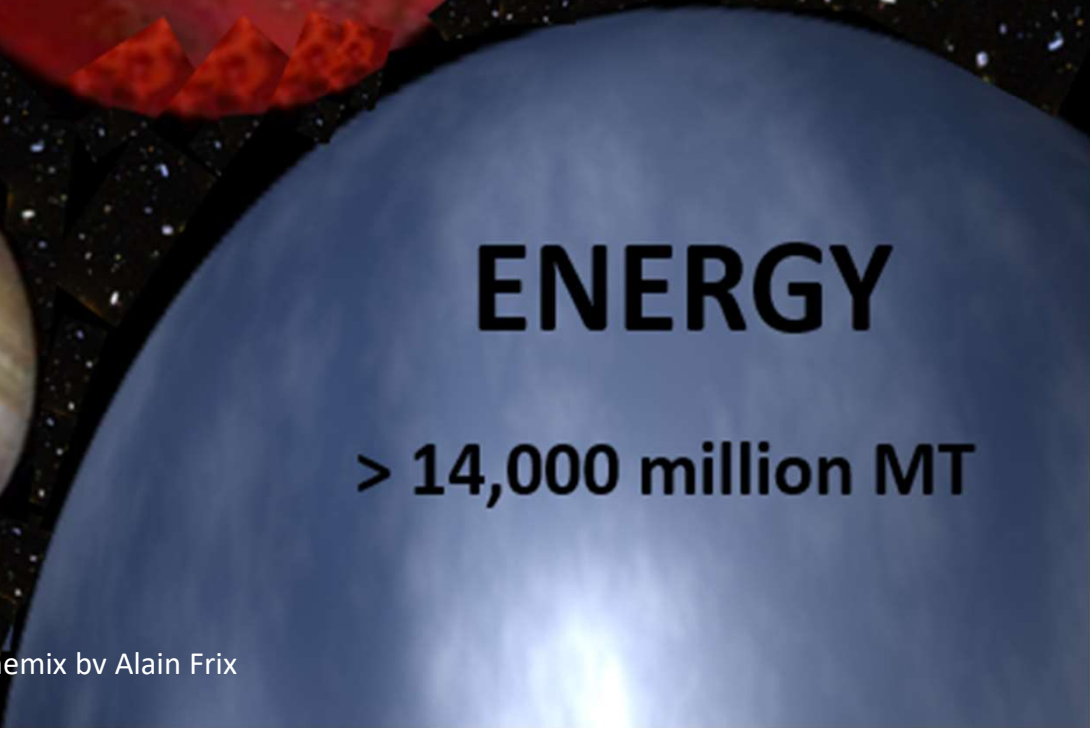
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**Whether synthetics or naturals,  
F&F feedstocks are mostly relatively tiny  
hydrocarbon molecules**

**Let's do some magic and put together the  
carbon requirements from various industries,  
and see how they compare.**



# Worlds of Carbon

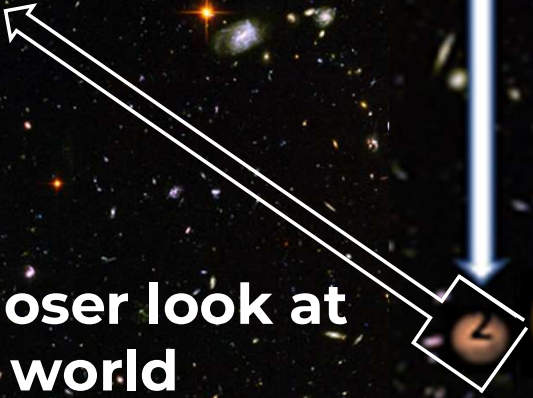




**F&F**  
<2 million MT

**COSMETIC**  
> 7 million M

**LAUNDRY**  
>30 million MT



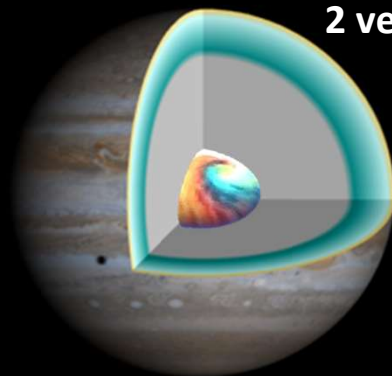
**Let's take a closer look at  
this little F&F world**

# F & F

## World of Flavours & Fragrances

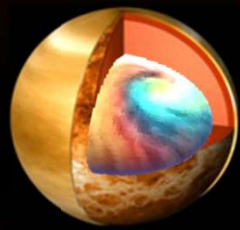
< 2 million MT  
33 billion USD

The F&F planet is made out of 2 very different worlds



Flavours

&



Fragrances

F&F  
< 2 million MT

COSMETIC  
> 7 million MT

LAUNDRY  
> 30 million MT

**Flavours**

**19 billion USD**

**Local,  
tradition**

**No REACH**

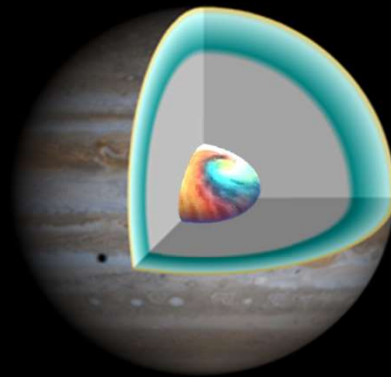
**Many # of  
ingredients,  
small  
volumes**

**F & F**

**World of  
Flavours & Fragrances**

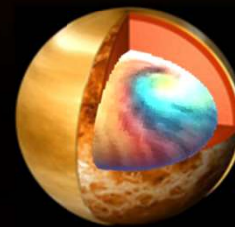
**< 2 million MT  
33 billion USD**

**2 very different worlds**



**Flavours**

**&**



**Fragrances**

**Fragrances**

**14 billion USD**

**Global,  
lifestyle**

**REACH etc**

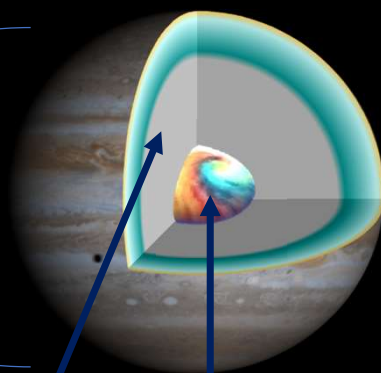
**Fewer # of  
ingredients,  
big volumes**

## Flavours

## Fragrances

Flavour Ingredients

**1,100,000 MT  
of ingredients**



Flavours "filler" ~ 940,000 MT =

- Fillers (Maltodextrine, Proteines) 200,000 MT
- Acid & salts & alcohol additives 140,000 MT
- Solvents 120,000 MT
- Sugars 80,000 MT
- Milk cream dairy 80,000 MT
- Vegetable oils & fats 70,000 MT
- Colors 50,000 MT
- Others 200,000 MT

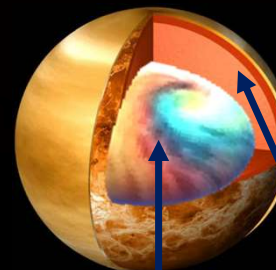
Flavour "core" =  
Aroma chemicals,  
Essential oils /  
natural extracts  
**160,000 MT**

Flavours

&

Fragrance Ingredients

**800,000 MT  
of ingredients**



Fragrance "core" =  
Aroma chemicals,  
Essential oils /  
natural extracts  
**580,000 MT**

Fragrances

Fragrance "filler" ~ 220,000 MT =

- Solvents 100,000 MT
- Alcohol / additives 75,000 MT
- Others / fillers 45,000 MT

Let's focus on the core of our industry :  
All naturals and all synthetic ingredients that have a smell or taste



160,000 MT

580,000 MT

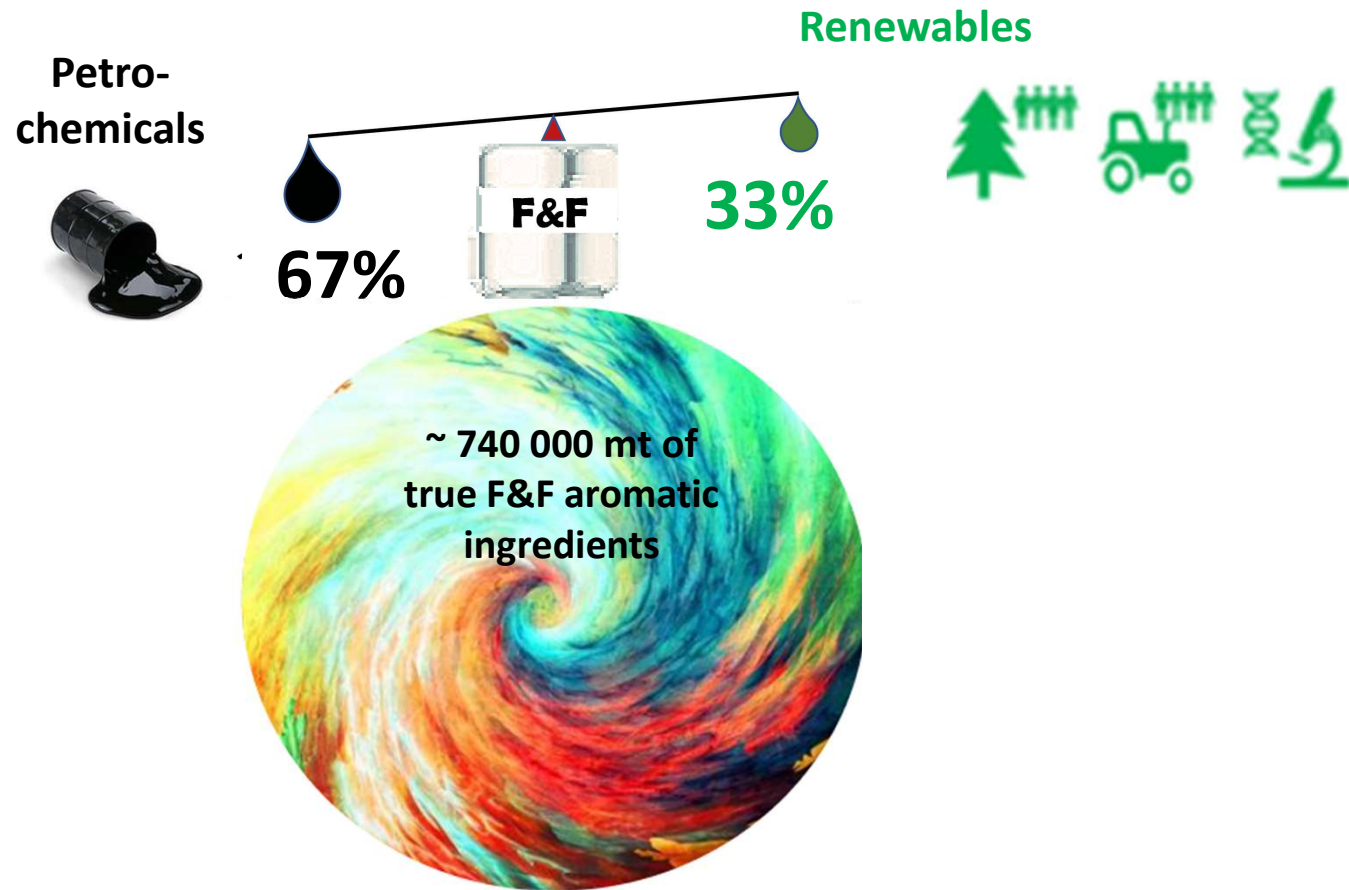
740,000 MT  
of key feedstocks



# Global odoriferous substances for F&F



**Where are these key aromatic feedstocks coming from ?  
How do they compare to each other ?  
How are they likely to evolve ?**





# Petrochemicals

~ 490 000 mt for F&F



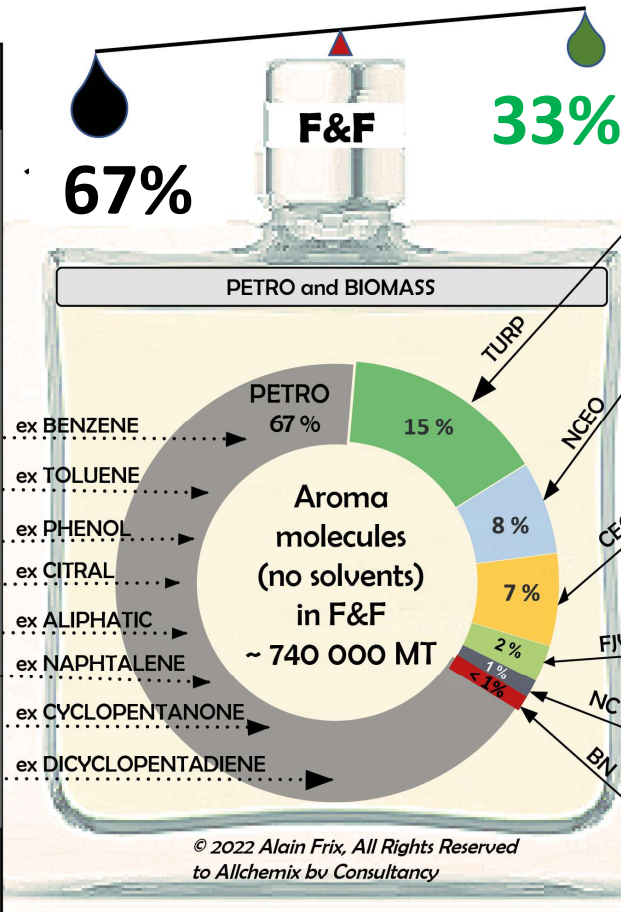
## Not Renewable

NON RENEWABLE

Petrochemical derivatives ~ 490 000 MT  
Most of perfumery materials are heavily depending on petrochemical raw materials. Lots of petrochemical materials face increasing price and availability challenges, due to global consolidation and capacity constraints at producers.



# Weight of aromatic ingredients for F&F



~ 250 000 mt for F&F

## Renewable

RENEWABLE NATURAL

Pine Terpene derivatives (TURP) ~ 115 000 MT

Non-citrus Essential Oils (NCEO) ~ 55 000 MT  
~ 105 000 MT Essential oils to F&F

Citrus Essential Oils (NCEO) ~ 50 000 MT

Fruit Juices, Veg Puree & other extracts (FIJVP) ~ 20 000 MT

Natural Chemicals (NC) ~ 7 500 MT

Biotech Naturals (BN) ~ 1 500 MT



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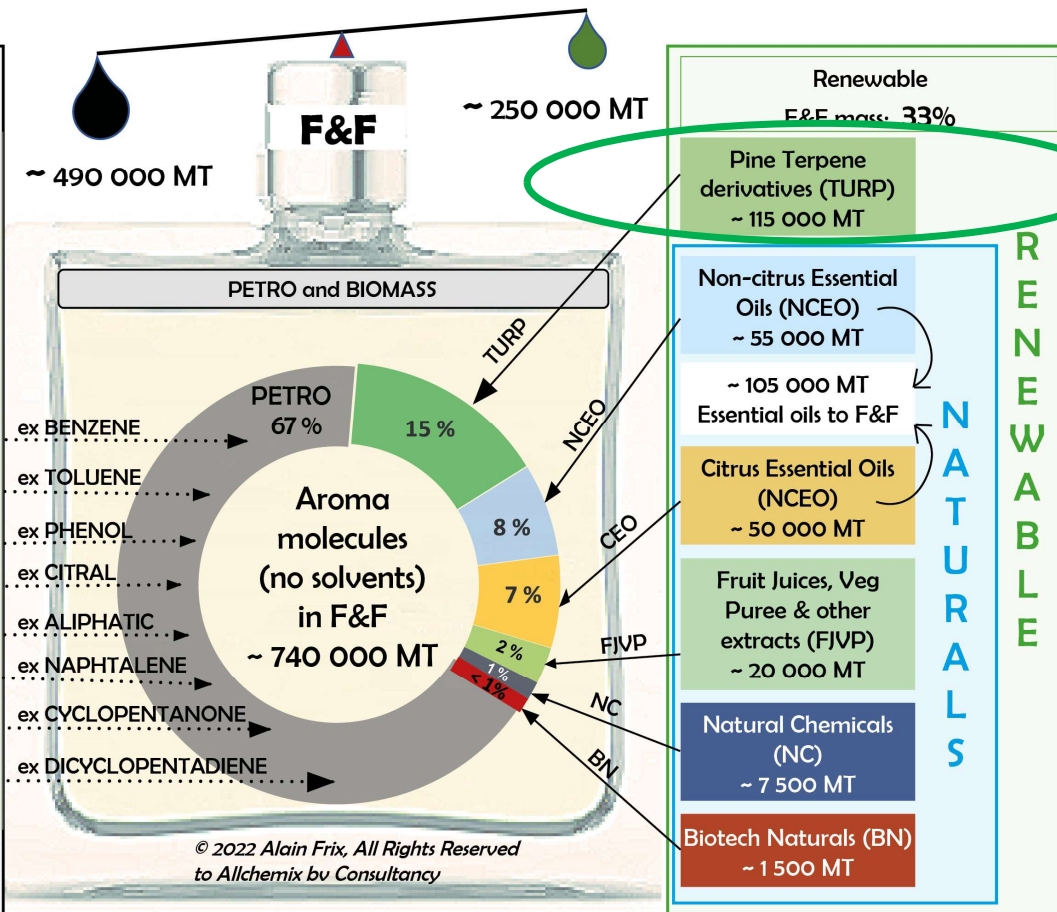
Often, synthetic and naturals complement each other, as they are not similar

**Non Renewable**  
F&F mass: 67%

**Petrochemical derivatives**  
~ 490 000 MT

Most of perfumery materials are heavily depending on petrochemical raw materials. Lots of petrochemical materials face increasing price and availability challenges, due to global consolidation and capacity constraints at producers.

**NON RENEWABLE**

Forest terpenes are derived from turpentine, extracted from Conifers such as Pine, Fir, Spruce, etc. This group of aromachemical is responsible for half of today's F&F renewability.

# Fragrance & Flavour Ingredients : Terpenes

F&F Forest terpenes (= F&F terpene ingredients derived from forest Turpentine)

and F&F Petro terpenes (= F&F terpene ingredients derived from Fossile fuels or fossile natural gas)

## NON RENEWABLE TERPENES

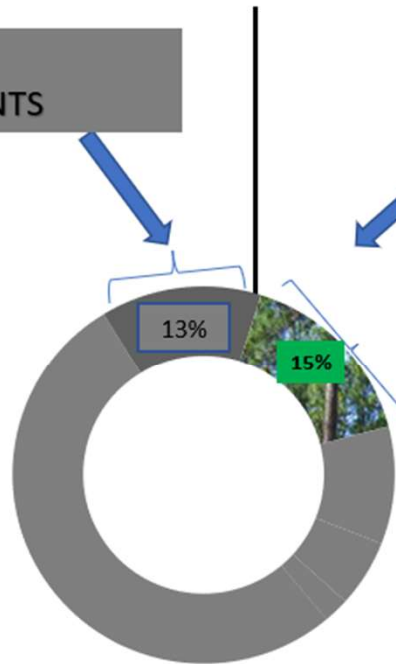
(= Petro-Terpenes)

READY TO USE F&F  
PETRO TERPENE INGREDIENTS

- Anethole
- Citral
- Citronellol
- Citronellyl nitrile
- ~~Dihydromyrcenol~~
- Geraniol & Nerol
- ~~IBCH~~
- ~~ICCH~~
- Hydroxycitronellal
- Ionone Alpha
- Ionone Beta
- Ionone Gamma methyl
- ~~iso E~~
- ~~Isobornyl acetate~~
- Lin acetate
- Linalool
- Menthol
- ~~Para cymene~~
- ~~Pine Oil & Dipentene~~
- ~~Pinenes~~
- ~~Terpineol & Terpinyl ac~~
- Tetrahydrolinalool
- Thymol
- ~~Woody SMC ex ACA der~~
- Others

CRUDE OIL

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Allchemix

## RENEWABLE FOREST TERPENES

(= Forest Terpenes)

READY TO USE F&F  
FOREST TERPENE INGREDIENTS

- Anethole
- Citronellol
- Dihydromyrcenol
- Geraniol & Nerol
- IBCH
- ICCH
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- Tetrahydrolinalool
- Woody SMC ex ACA der
- Others turpentine deriv

TURPENTINE  
CONSTITUENTS

# Fragrance & Flavour Ingredients : Terpenes

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## NON RENEWABLE TERPENES (= Petro-Terpenes)

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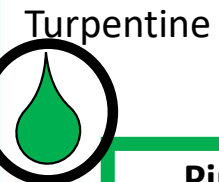
## RENEWABLE FOREST TERPENES (= Forest Terpenes)

READY TO USE F&F  
PETRO TERPENE INGREDIENTS

READY TO USE F&F  
FOREST TERPENE INGREDIENTS

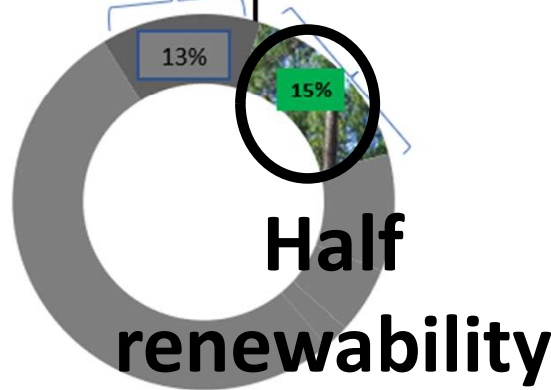
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Turpentine

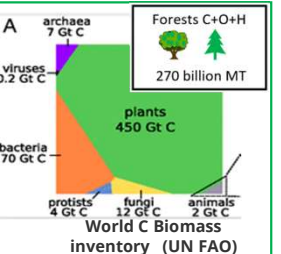
Pine Spruce Fir  
forests biomass



# What's behind the drop ?

# GLOBAL SOFTWOOD BIOMASS FLOW TO MARKETS

**Hardwood forests = 180 billion MT**  
**Softwood forests = 90 billion MT**



**CUTTING**  
**TAPPING**

Tapping : access 260,000,000 MT biomass trees alive, only resin collected

Tapping is somehow sustainable

collect < 900,000 MT oleoresin, avg yield 4 Kg per tree times year

Conifers dry biomass (average green biomass : 100% moisture content = 50% of weight is water)

- 42% cellulose (glucose long polymers) 3x longer than hardwoods
- 27% hemicelluloses net (crossed polymers various sugars)
- 28% lignin rigidity (polymers of phenylpropane units)
- 70% softwood VOC are terpenes, then hexanal..

**Softwood Fuel Cutting :** >200 000 000 MT (wet)

**Softwood Non Fuel Cutting :** > 800 000 000 MT (wet) trees cut to feed saw mills & pulp mills

~30% dead biomass stay in forest, decay → microorganisms → animal CO<sup>2</sup>

Stumps & roots: 17.2% biomass

Needles foliage: 2.8% biomass

Branches & tops: 11.2% biomass

Fuel wood: 165,000,000 MT

170,000 MT of stumps

Stump collection : dead wood stumps removed from forest land

285,000,000 MT Barky logs BL (68.8% biomass)

360 million MT de-bark logs

40,000,000 MT waste bark

80 million MT of chips

**Saw mills**

320,000,000 MT

42% yield

Lumber: 150,000,000 MT (construction, furnitures)

360 million MT de-bark logs

40,000,000 MT waste bark

80 million MT of chips

Saw-chips: 170,000,000 MT

Sawdust & shavings: 10,000,000 MT

Panels: Softwood Panel (OSB, Plywood, PB, FB) 80,000,000 MT (construction, furnitures)

Softwood Lumber: 150,000,000 MT (construction, furnitures)

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Softwood Panel (OSB, Plywood, PB, FB): 80,000,000 MT (construction, furnitures)

**Pulp mills**

65 million MT

23% Other Pulp mills

MECHANICAL PULP MILLS: Rearrangement of fibers, no extraction of components

SEMI-MECHANICAL Chemo-Thermo MILLS CTMP: Rearrangement of fibers, no extraction of components

ORGANOSOLV Cleaner tech, to be improved, Good cellulose and sulfur-free lignin separation

25 million MT

7% Sulfite Pulp mills

SULFITE MILL: More for Spruce, less for Pine, weaker fibers, 41% yield, lignin separation, but sulfur

240 million MT debarked wood

70% KRAFT Pulp mills

KRAFT PULP MILL: Cheapest, yield 43%, stronger fibers, but sulfur

NaOH + Na2S impregnation Cooking

alkaline digester

Separation of lignin from cellulose evaporating

Washing Bleaching

Washing Bleaching

Ligno-sulfonates: 3,000,000 mt

PULP strong cellulose: 100,000,000 MT

PULP 10,000,000 MT

Pulp = Cellulose Soft wood Paper: 140 000 000 MT

Methylcellulose: 100,000 MT

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Animal feed (pellet binders, Ca Na electrolytes, gut agents)

Construction (concrete) Agrochem (dispersing agent)

Pulp = Cellulose Soft wood Paper: 140 000 000 MT

Methylcellulose: 100,000 MT

Pharma (laxatives)

Asphalt & construction

Glycerol Ester of Abietic acid ~2000 MT

Other esters wood Resin >5,000 MT

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~17% GT Natural "gum" Turpentine 150 000 mt

~70% Gum Rosins (90% resin acid) 650 000 MT

10% water

**Bio chemicals**

**Biorefinery** ????

100,000 mt biofuel ?

240 million MT debarked wood

70% KRAFT Pulp mills

240 million MT debarked wood

70% KRAFT Pulp mills

KRAFT PULP MILL: Cheapest, yield 43%, stronger fibers, but sulfur

NaOH + Na2S impregnation Cooking

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Separation of lignin from cellulose evaporating

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Pine Resins 1,120,000 mt (Adhesives, ink, tires, coatings, sealants, sizing...)

480,000 mt TOR rOsins

Soap Detergents emulsifiers, mining, adhesives surfactants

Pine Resins 1,120,000 mt (Adhesives, ink, tires, coatings, sealants, sizing...)

480,000 mt TOR rOsins

Soap Detergents emulsifiers, mining, adhesives surfactants

HVO 400 000 MT

60% yield

30%

CRUDE TALL OIL (1) (40 Kg/mt of pulp) 1,800 000 MT (40% rosin acids, 35% fatty acids, incl hydroxycarboxylic acids)

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Soap skimming +H2SO4 220503BD

2 000 000 MT Organics

Soap skimming +H2SO4 220503BD

2 000 000 MT Organics

60 000 000 MT lignin to furnace

BLACK LIQUOR 62 000 000 MT ORGANICS

60 000 000 MT lignin to furnace

BLACK LIQUOR 62 000 000 MT ORGANICS

SO<sup>2</sup> + H<sup>2</sup>S

<0.3% (of pulp) CST Crude Sulfate Turpentine 180 000 mt

SO<sup>2</sup> + H<sup>2</sup>S

<0.3% (of pulp) CST Crude Sulfate Turpentine 180 000 mt

Methanol < 700,000 mt

Acetic acid < 150,000 mt

Waste sludge 2% hexose <5,000,000 mt

Ethanol < 700,000 mt

Methanol < 700,000 mt

Acetic acid < 150,000 mt

Waste sludge 2% hexose <5,000,000 mt

Ethanol < 700,000 mt

Phytosterols 5 000 MT

CST 200 000 mt

Phytosterols 5 000 MT

CST 200 000 mt

F&F, Camphor, Polyterp, Solvents

Inks, Emulsifiers, Tackifiers

Paints, Cleaners, Linoleum

Phytosterols 5 000 MT

CST 200 000 mt

F&F, Camphor, Polyterp, Solvents

Inks, Emulsifiers, Tackifiers

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F&F, Camphor, Polyterp, Solvents

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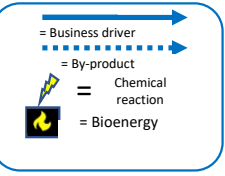
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(1) Some hydroxycarboxylic acids found in CTO :  
α- and β-glucosaccharinic, xylosaccharinic, lactic, 3,4-dideoxypentonic, 2-hydroxybutanoic, and glycolic acids

(2) Resin acids :  
• Abietic (35-52%)  
• Dehydroabietic (4-27%)  
• Palustric (10-12%)  
• Isopimaric (1-12%)  
• Neoabietic (4-10%)  
• Pimaric (1-7%)  
• Sandaracopimaric (0-3%)

# Fragrance & Flavour Ingredients

## FLOW FROM PINE FORESTS

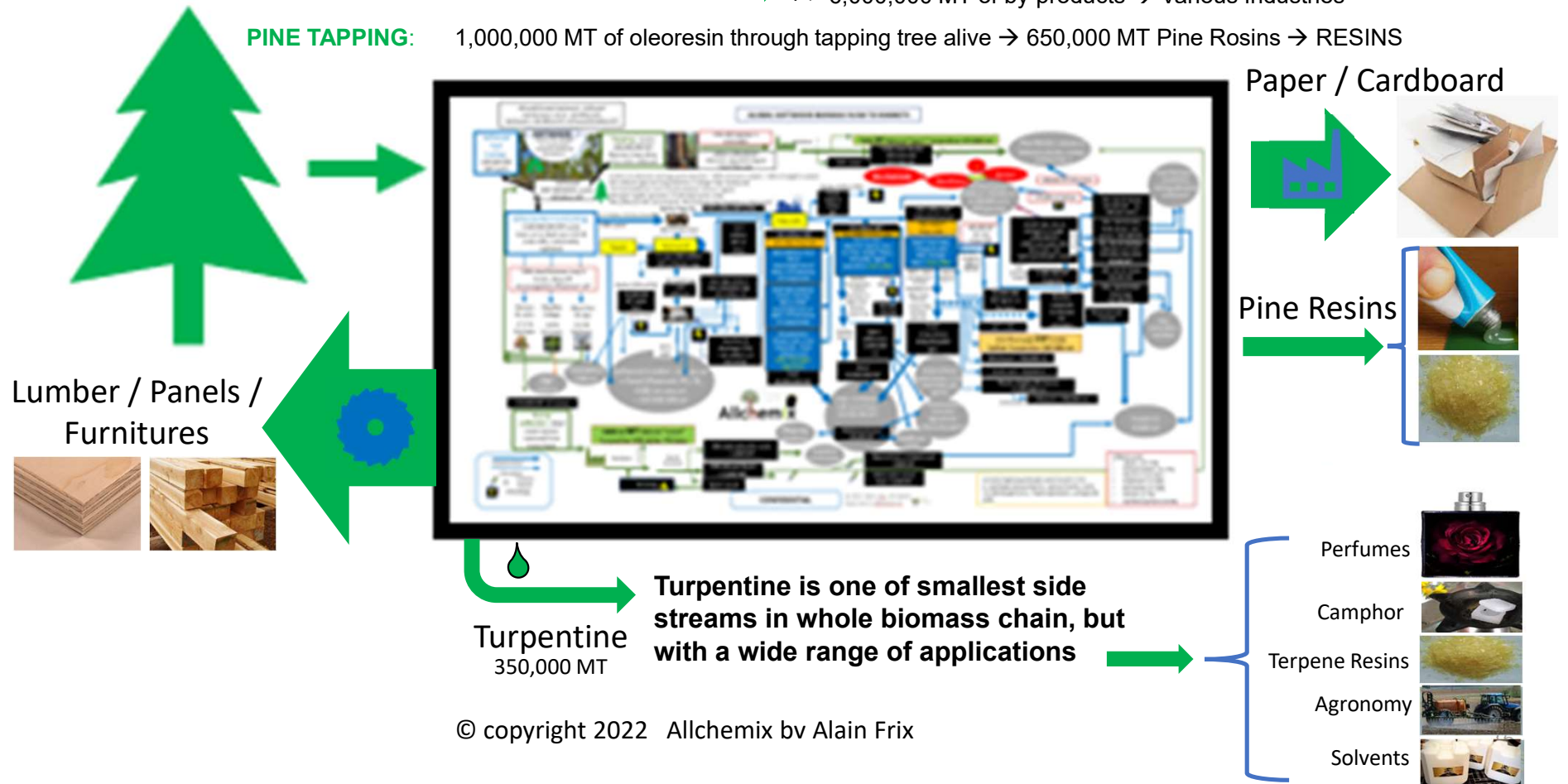
### CONIFEROUS FORESTS DRIVERS :

**SAW MILLS** : 350,000,000 MT of wood → 230,000,000 MT of lumber and panels → CONSTRUCTION & FURNITURE

**PULP MILLS** : 280,000,000 MT of wood → 140,000,000 MT of cellulose → PAPER AND CARDBOARD

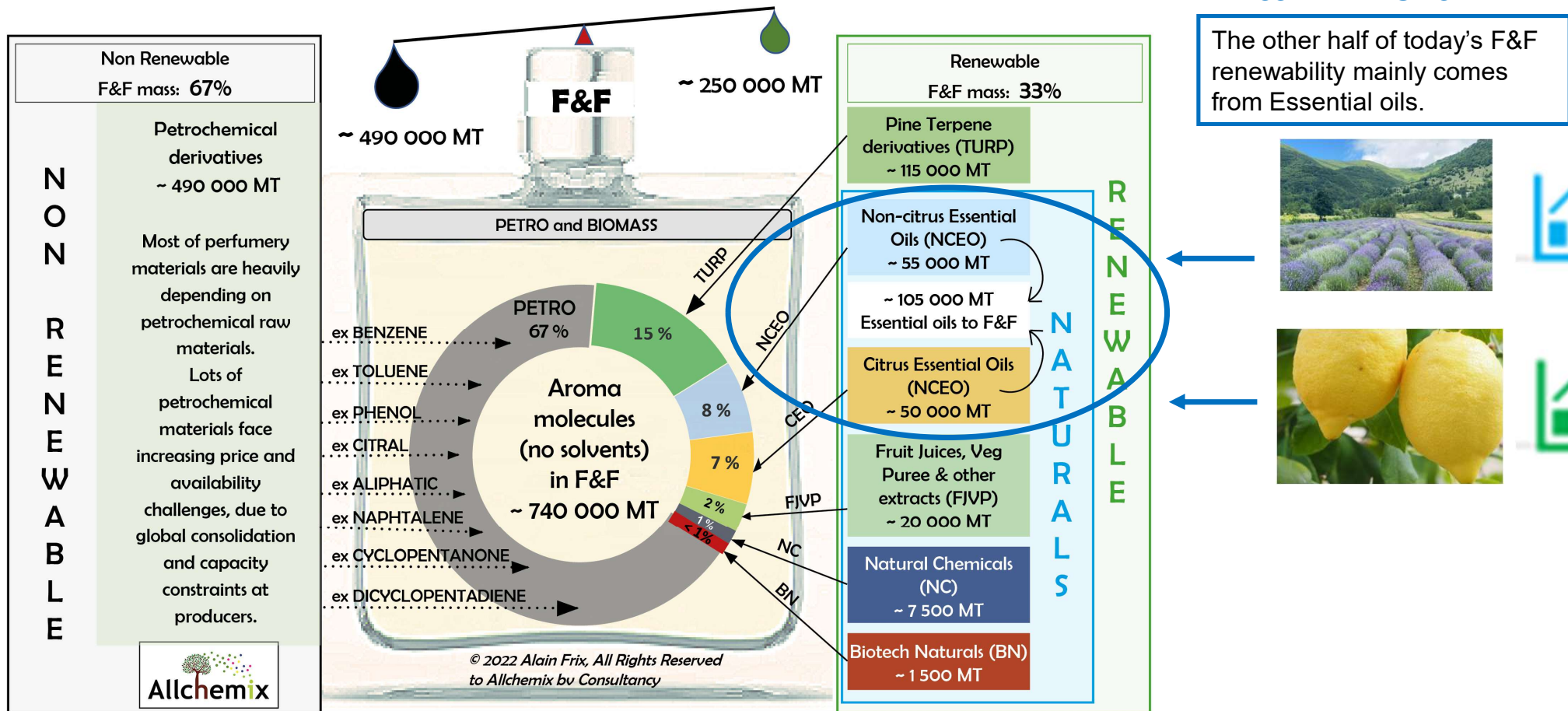
→ + > 6,000,000 MT of by-products → Various Industries

**PINE TAPPING:** 1,000,000 MT of oleoresin through tapping tree alive → 650,000 MT Pine Rosins → RESINS





# Fragrance & Flavour Ingredients



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# Fragrance & Flavour Ingredients



>227 COMMERCIAL ESSENTIAL OILS IN WORLD

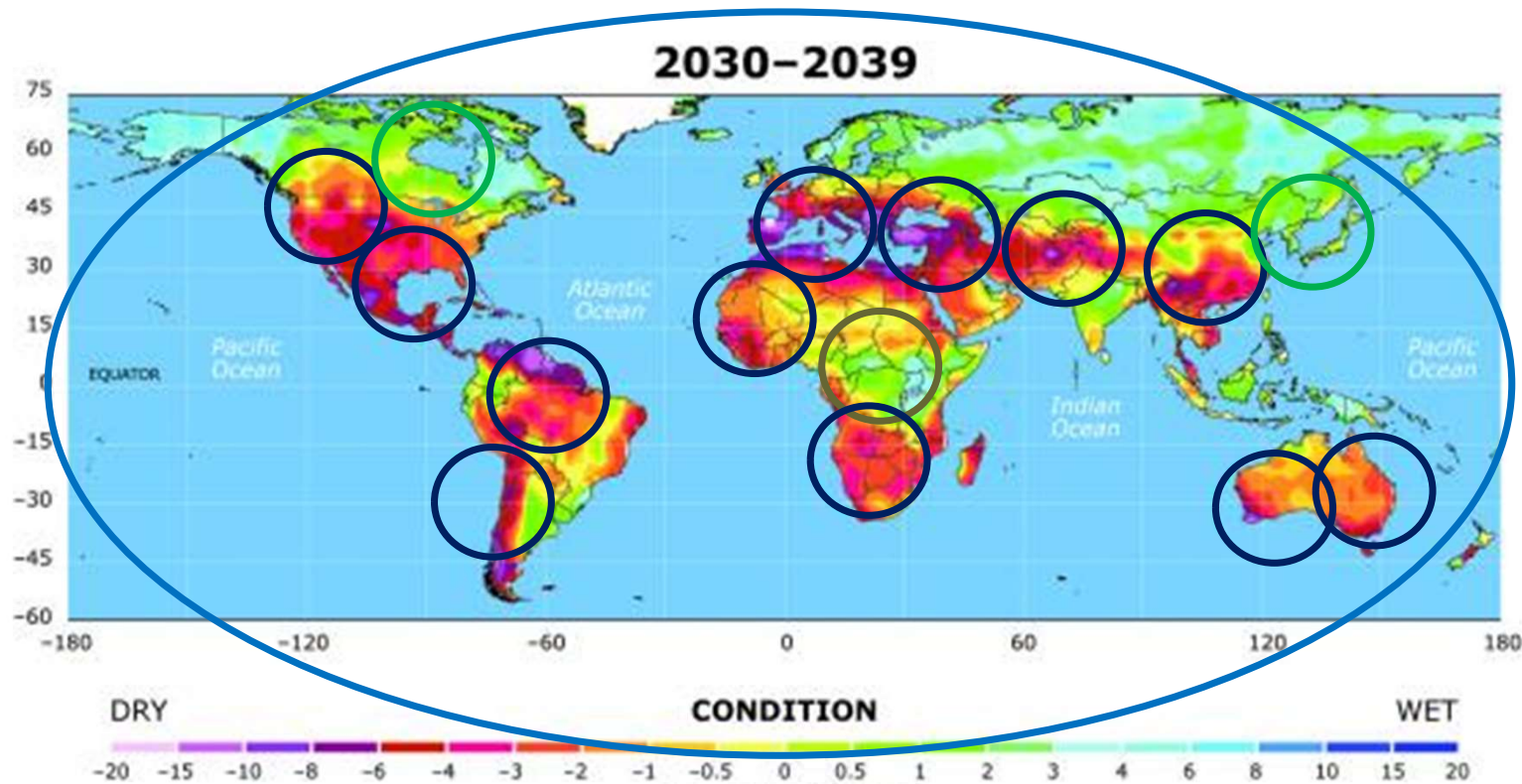
| AAA | All Essential Oil, concretes, absolutes, MD, & oleoresins | Countries   | Species                             | Abs   | Concret | Oil     | AT    | F&F     | FL | F&F&A | Others | ve pri |
|-----|---|---|-------------------------------------|-------|---------|---------|-------|---------|----|-------|--------|--------|
| -2  | aaaa total  |   | aaaa total                          | 6,353 | 7       | 156,922 | 6,923 | 138,760 |    |       | 17,753 |        |
| 1   | Dill seed, Indian   | India   | <i>Anethum sowa Roxb. ex Fl</i>     | -     |         | 9       | -     | 9       |    |       | -      |        |
| 1   | Dill weed   | USA, Russia, Egypt  | <i>Anethum graveolens L.</i>        | -     |         | 20      | -     | 20      |    |       | -      |        |
| 1   | <i>Elecampane</i>   |   | <i>Inula helenium L.</i>            | -     |         | 5       | -     | 5       |    |       | -      |        |
| 1   | Elémi resin Oil   | India, Philippines  | <i>Canarium luzonicum</i>           | -     |         | -       | -     | -       |    |       | -0     |        |
| 1   | <i>Ereoccephalus</i>                                      |   | <i>Ereoccephalus punctulatus L.</i> | -     |         | 50      | -     | 50      |    |       | -      |        |
| 1   | Eucalyptus cineol-type                                    | China, India, Australia, and some specific places in Africa | <i>Eucalyptus globulus Labill.,</i> | -     |         | 11,000  | 300   | 7,000   |    |       | 3,700  |        |



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Courtesy of Santanol

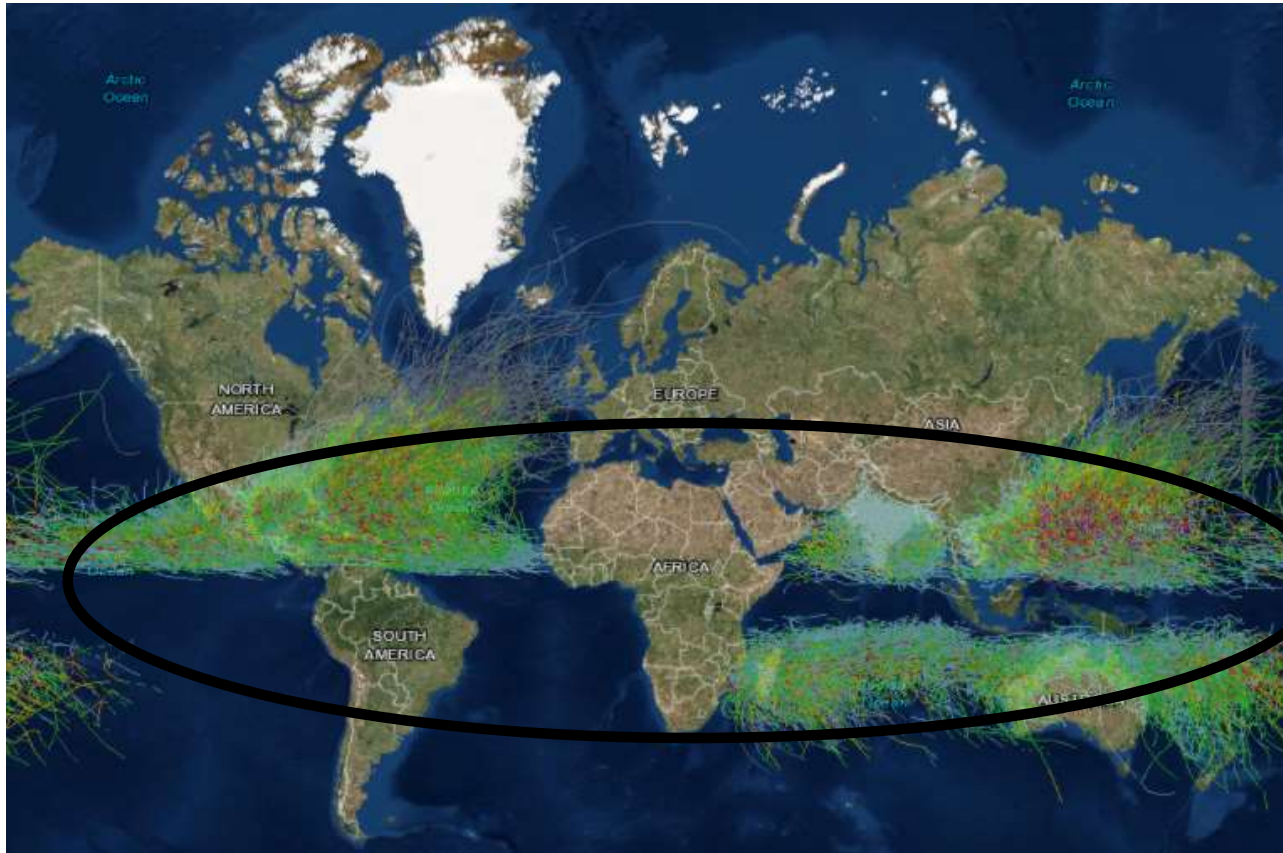
# Climate



Various areas are expected to suffer from structural water shortages. Impact on EO yield and composition are yet limited.

— This map illustrates the potential for drought by 2039, based on current projections of future greenhouse gas emissions. The map uses the Palmer Drought Severity Index, which assigns positive numbers when conditions are unusually wet, and negative numbers when conditions are unusually dry. A reading of -4 or below is considered extreme drought. Blue or green regions will likely be at lower risk, while those in the red and purple spectrum could face more unusually extreme drought. Courtesy Wiley Interdisciplinary Reviews, redrawn by UCAR

## Disruptive corridors of hurricanes, cyclones and typhoons.



**Routes of 6000 Hurricanes,  
cyclone and typhoon over  
last 150 years**

**Especially concerning for  
areas surrounded by sea  
surfaces**

Hurricane, cyclones, typhoons : impact routes of 6000 events over past 150 years

But also great achievements : example from arid savannah to plantations

### Kununurra, Australia



20 years of  
Patience  
Dedication  
Investment



Positive socio-economic impact

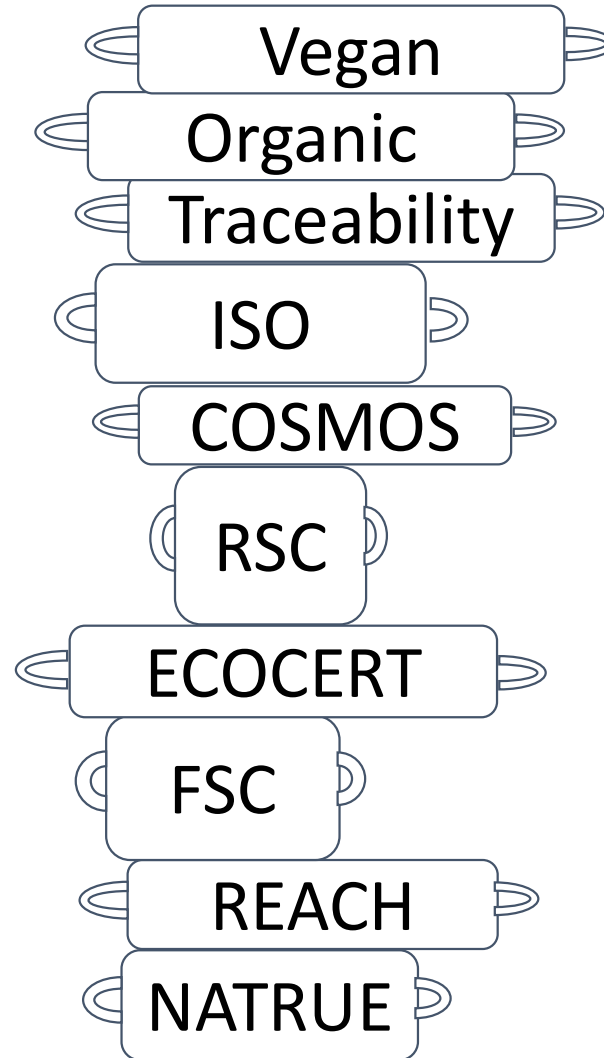
Ethical responsibility for all  
stakeholders including CGC



## Sustainability & Regulatory burden on farmers



Farmer ...or sherpa ?



## Key drivers of Sustainability : 3 diverging pillars



**Most initiatives aligned to UN's SDG 17 (Sustainable Development Goals 17)**

They refer to the need for cross sector and cross country collaboration in pursuit of all the goals by the year 2030



### Economical aspects

**R&D for more efficient products (C20 → C20)** - increased yields - energy savings - improved extraction techniques - responsible use of raw materials and finished products - reconsideration of current quality standards — increase reliability of naturals - short-distance value chain (local) economy - access to demand for sustainable products – legal (CITES)



### Environmental aspects

**carbon footprint (CO<sup>2</sup>+CH<sub>4</sub>)** - Renewable materials<sup>2</sup> - waste reduction - environmental toxic<sup>3</sup> – biodegradability<sup>3</sup> - water - reforestation - soil preservation - pesticides - biodiversity preservation - renewable energy - renewable irrigation - biodiversity preservation - fertilizers - climate change



### Social aspects

**Employment impact - profit sharing (Nagoya) - women empowerment / equal opportunities - rural populations** - health and safety - local traditions / cultural heritage - extended support of basic needs - access to genetic resources (Nagoya) - human rights

**OFTEN FORGOTTEN**

Often... ***Perfect sustainability is a myth***

...a very good carbon footprint comes at the cost of a reduced social support....

...a very good social footprint comes at the expense of environmental impact...

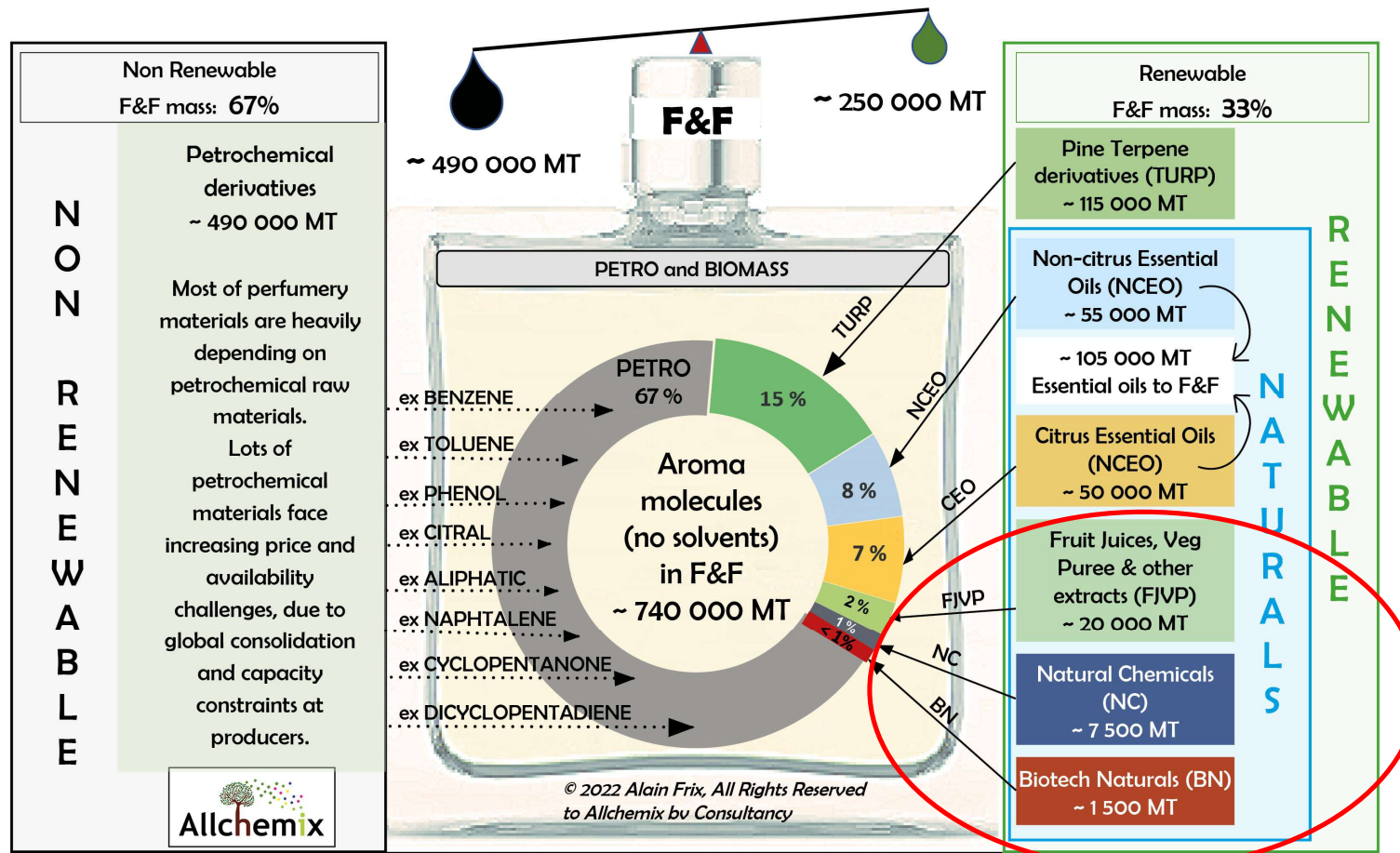
Difficult to excel on all 3 pillars (economic, environmental and social)



More than scores, it is progress that companies should seek: continuous improvement of its own internal framework, year after year, whether it is a producer of petrochemical derivatives, or agricultural products.



# Overview of F&F Feedstocks

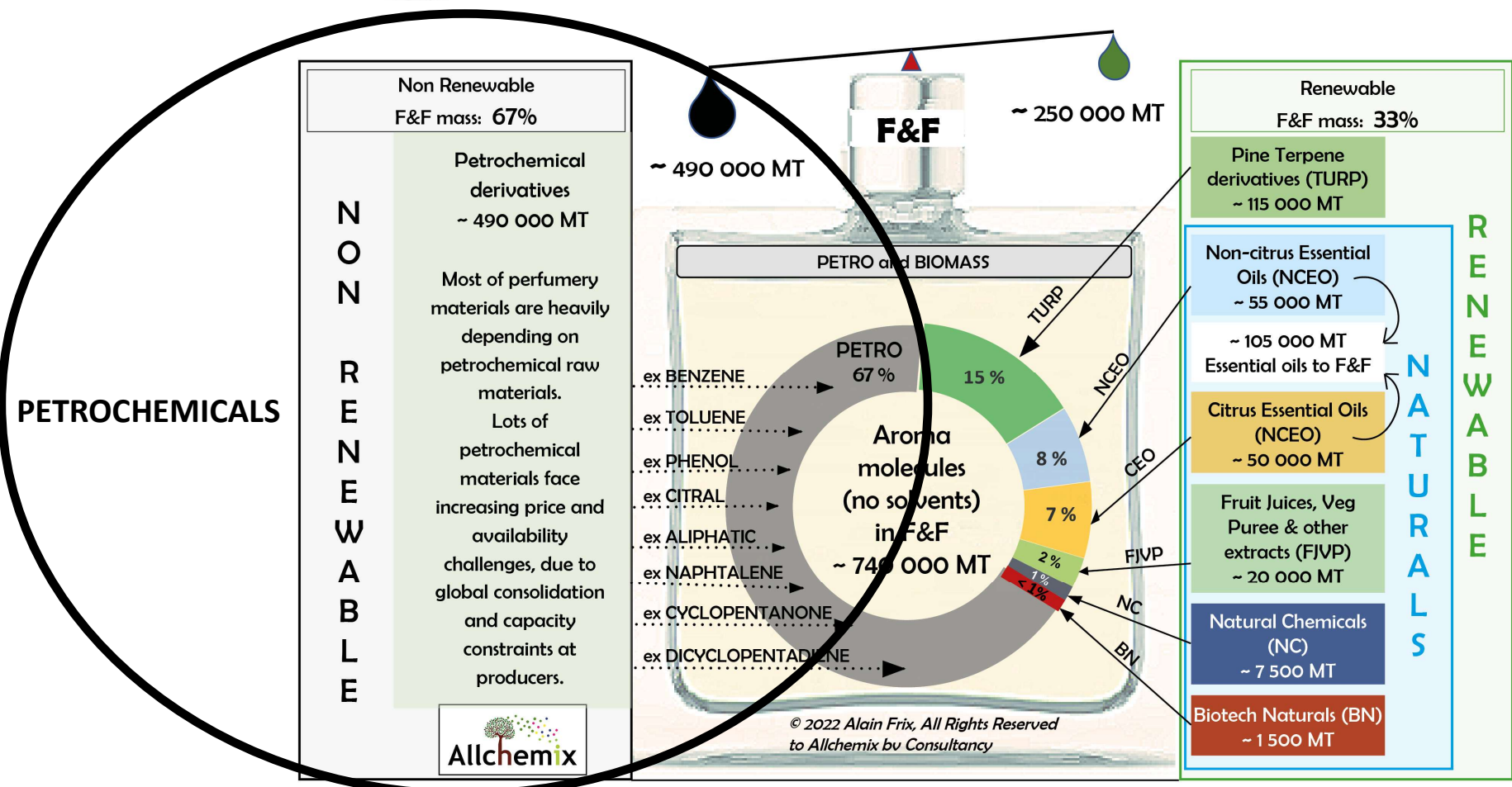


**OTHERS : SMALL to EXTREMELY SMALL...as Biotech is today**

# Overview of F&F Feedstocks

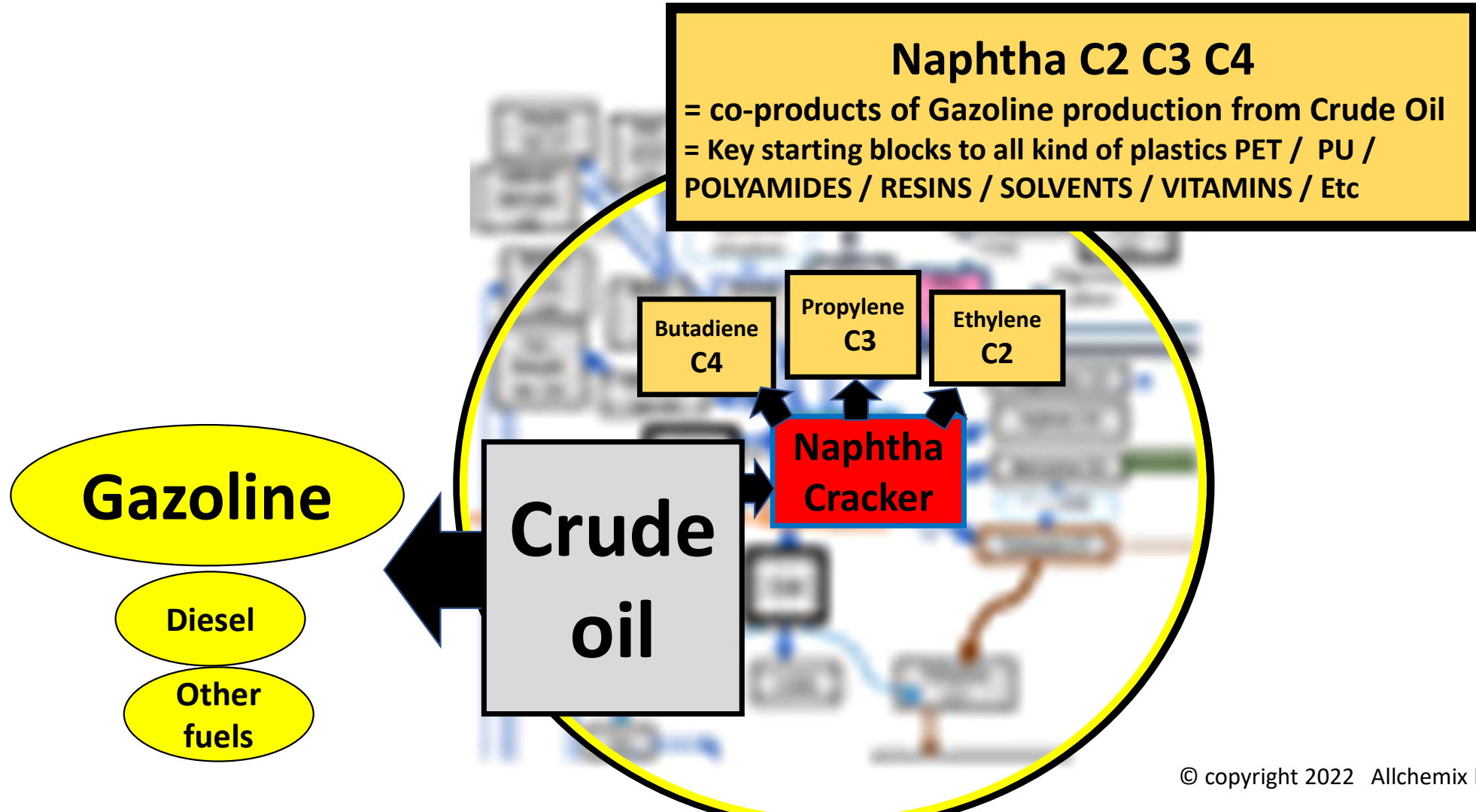


**Petro-chemicals**

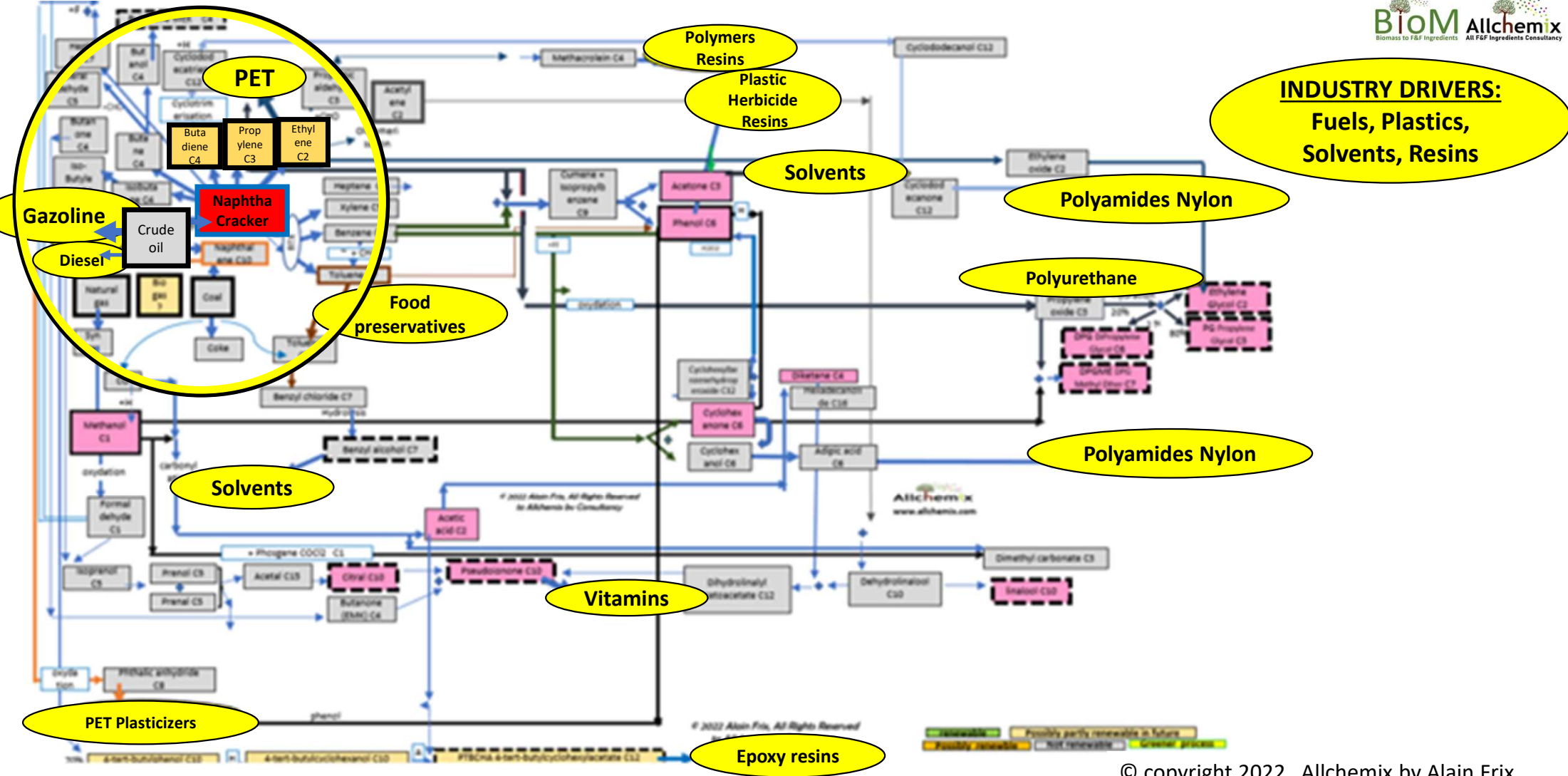




## Petro-chemicals



Petrochemicals are mainly designed for big industries such as Plastics, Textile, Adhesives, Solvents, Vitamins, etc. Such markets are more than 1000 times larger than F&F market, F&F will access those volumes made available in the petro chain



F&F Industry : over 2000 F&F ingredients are made from petrochemical route from Crude Oil Naphtha crackers. This represents 500,000 MT of F&F odoriferous materials = 67% of all F&F core ingredients

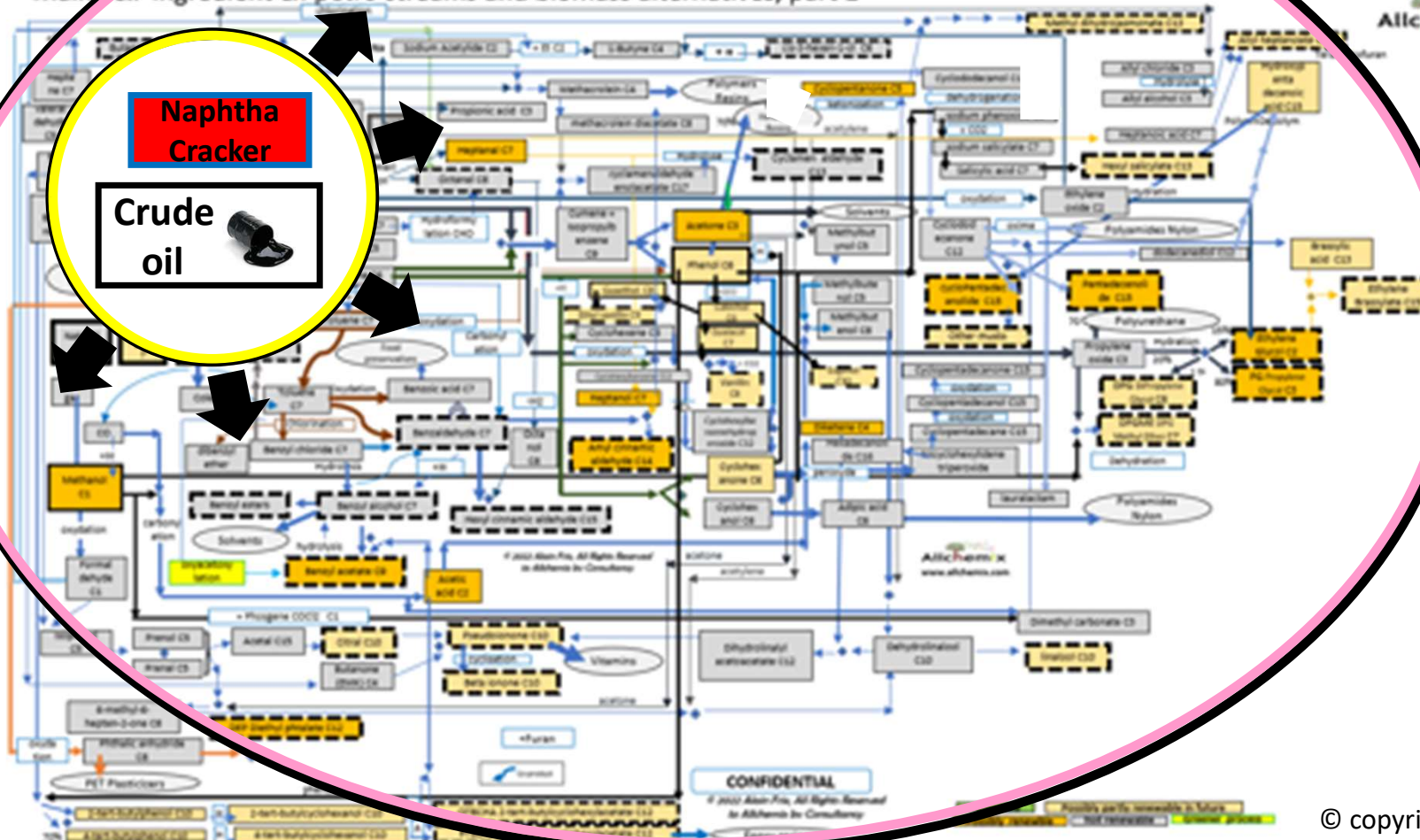
Main F&F ingredient ex-petro streams and biomass alternatives, part 1



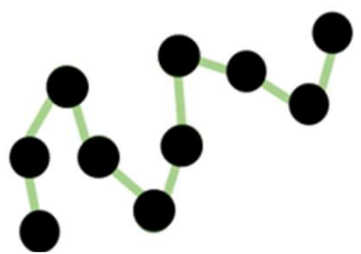
Naphtha  
Cracker

Crude  
oil

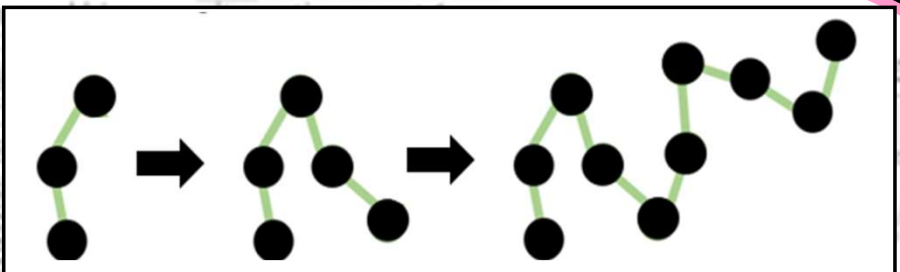
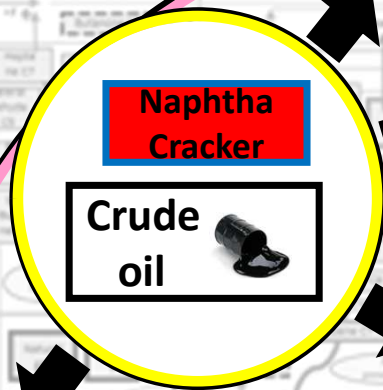
PETROCHEMICAL  
DERIVATIVES TO F&F  
~ 67% of F&F  
ingredients



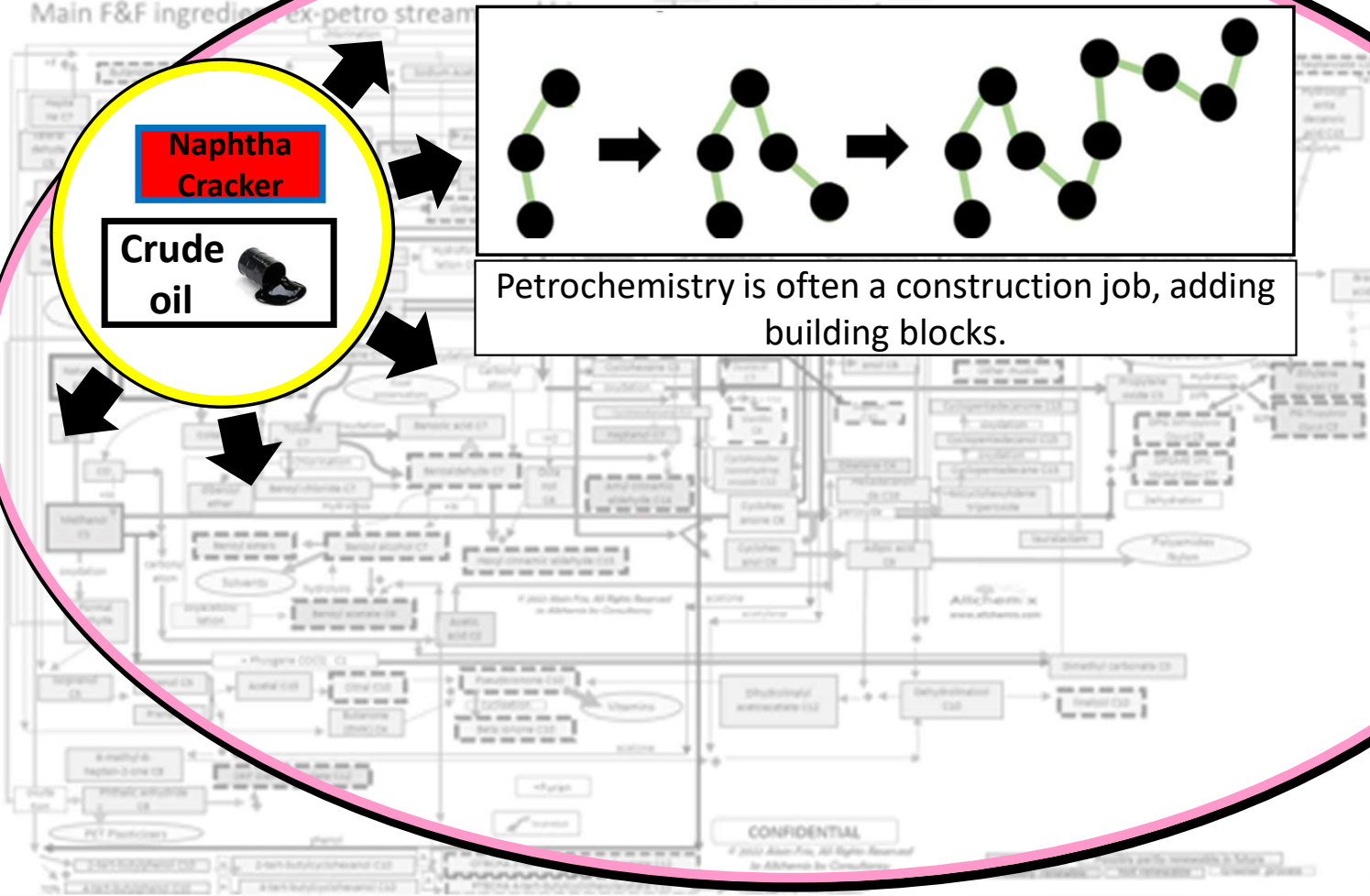
CONFIDENTIAL



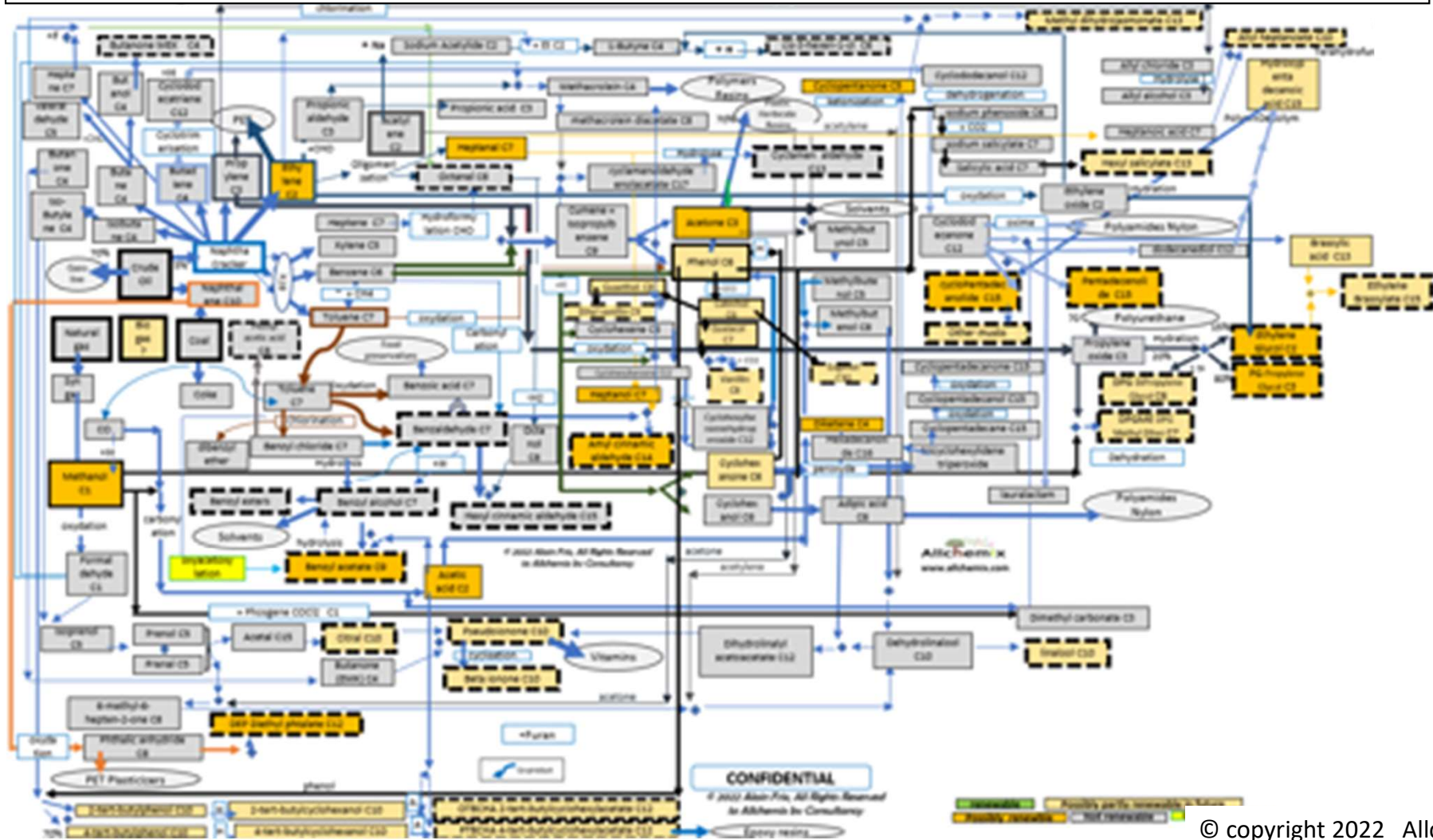
Main F&F ingredients ex-petro stream



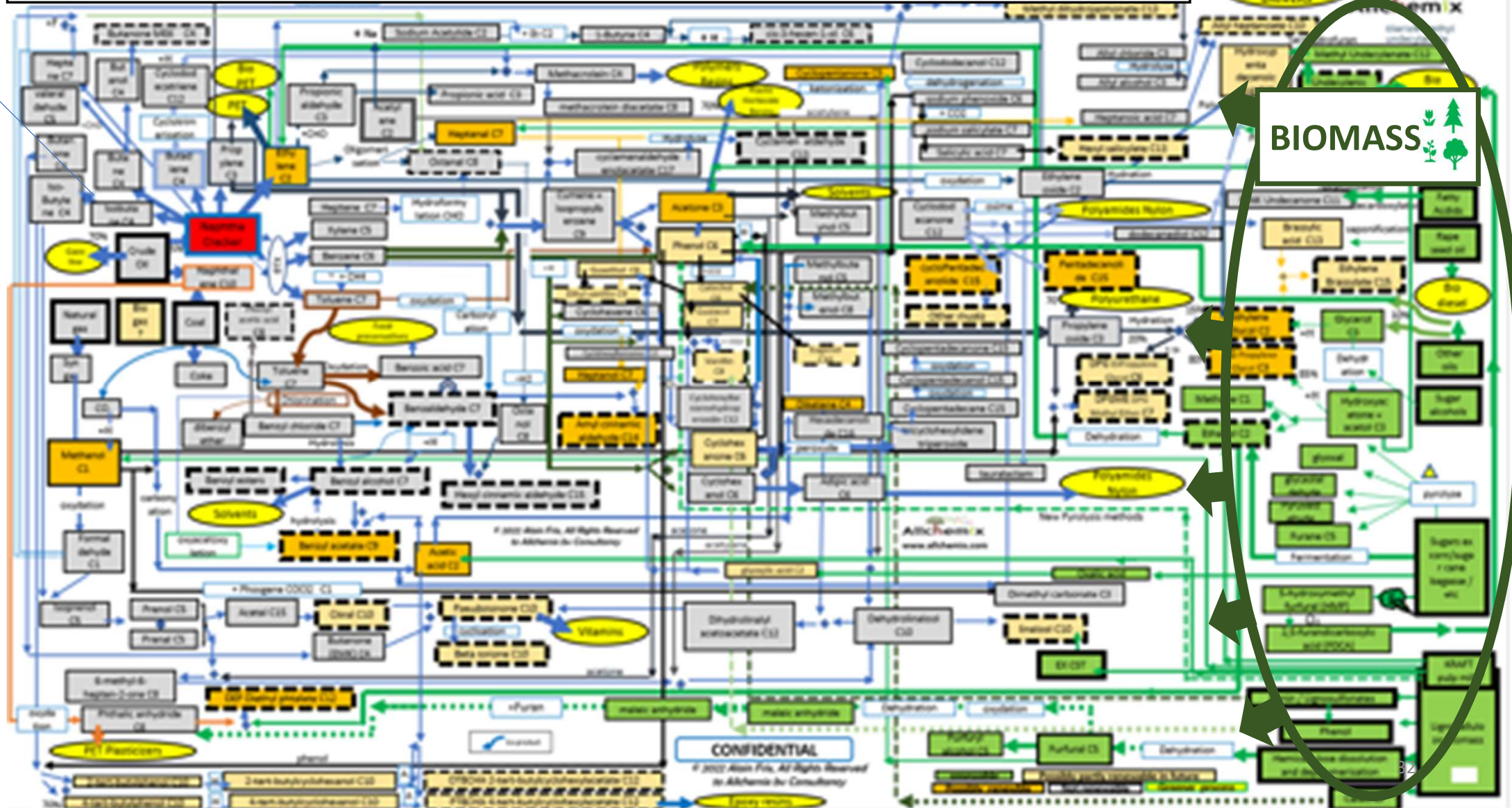
Petrochemistry is often a construction job, adding building blocks.



Petrochemicals have an history of more than 150 years, they provide many F&F molecules at low cost



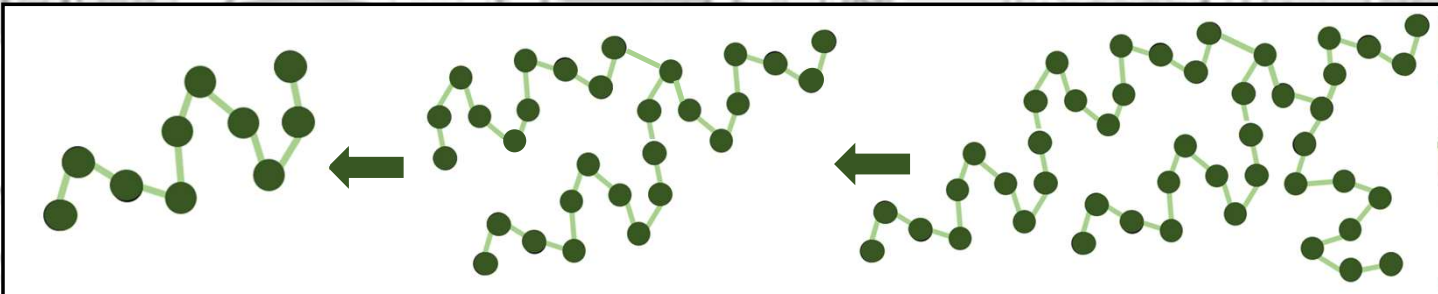
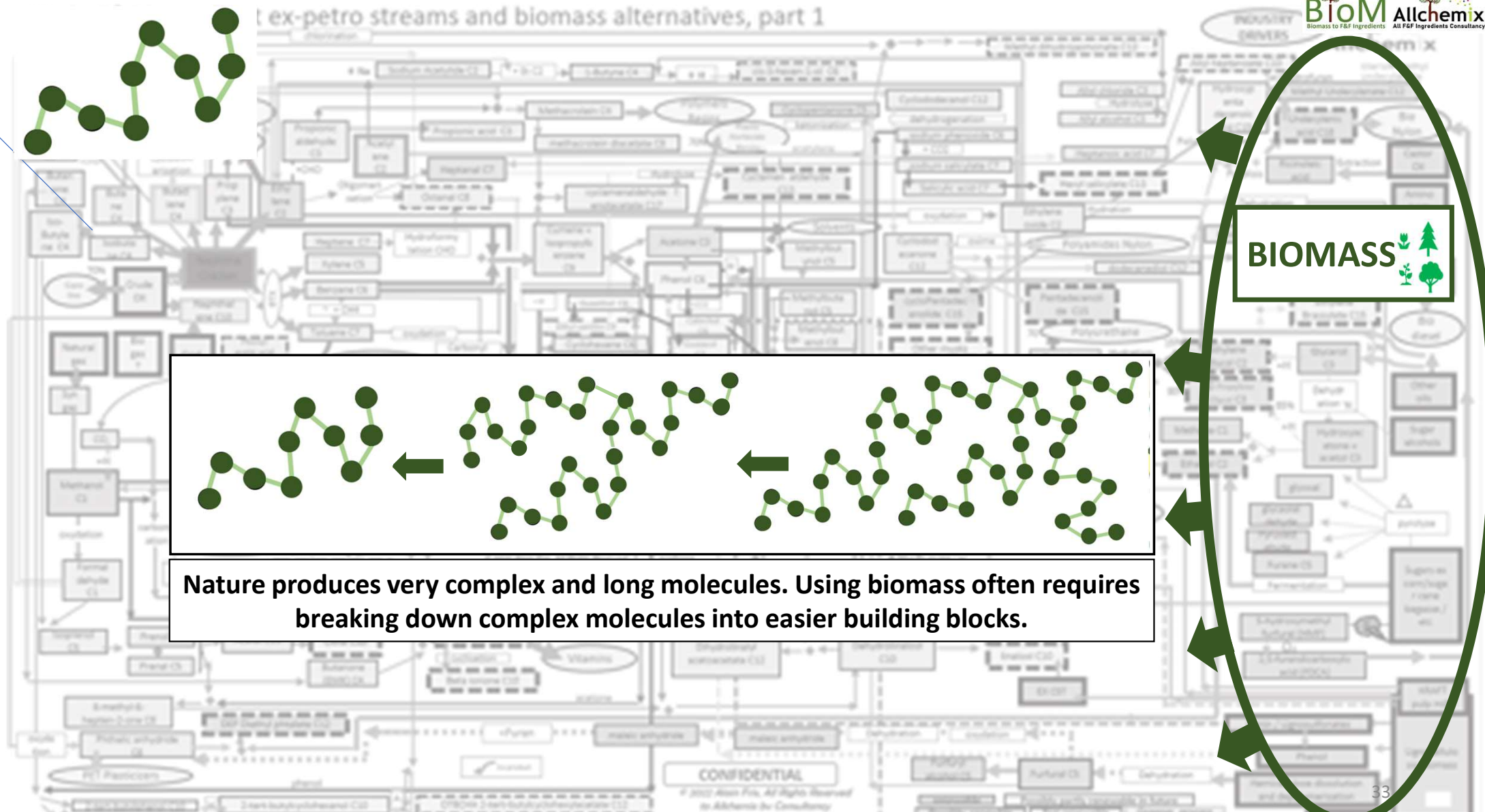
Over last decade, increased interest for chemical building blocks from BIOMASS



BIOMASS



# ex-petro streams and biomass alternatives, part 1

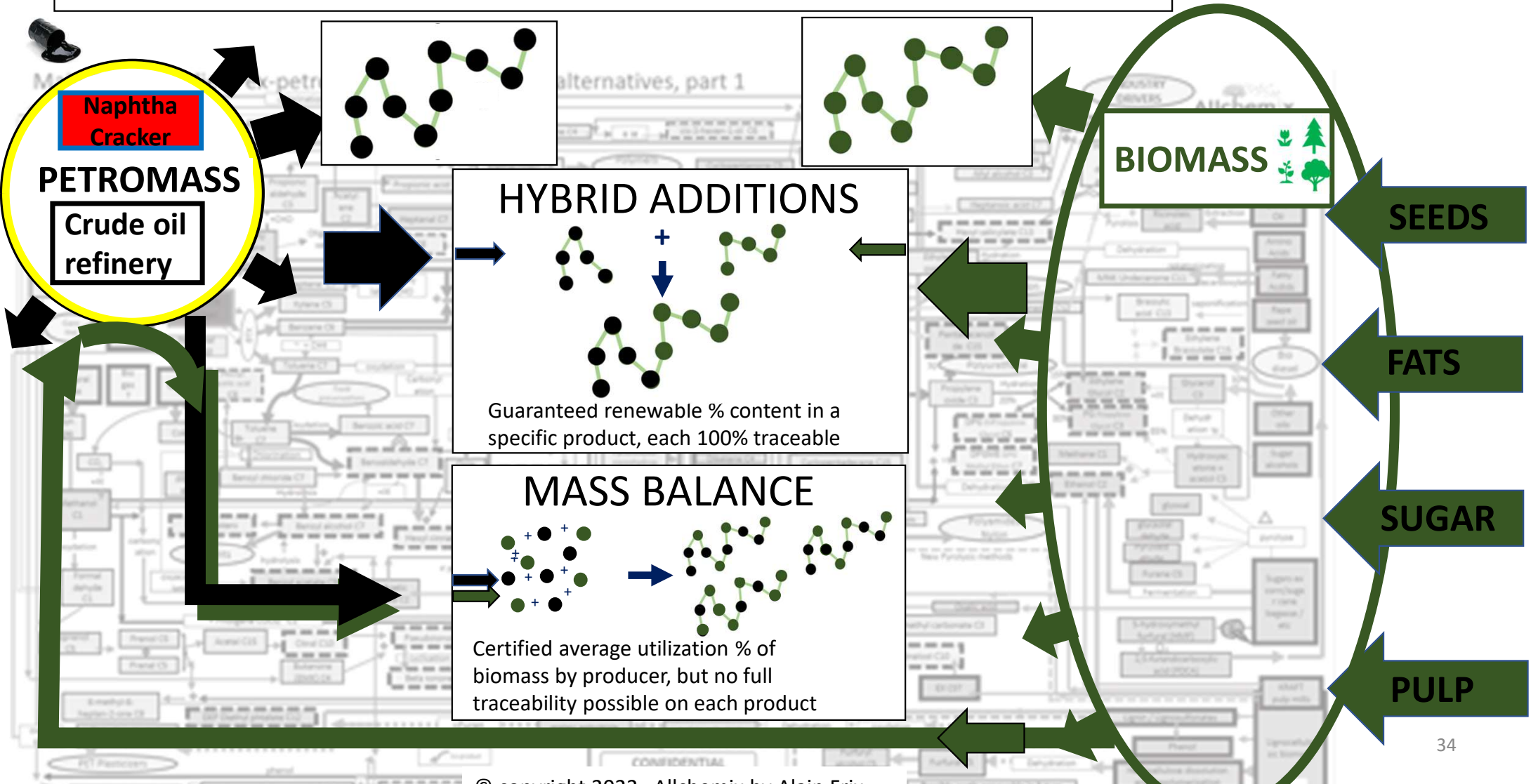


**Nature produces very complex and long molecules. Using biomass often requires breaking down complex molecules into easier building blocks.**

CONFIDENTIAL

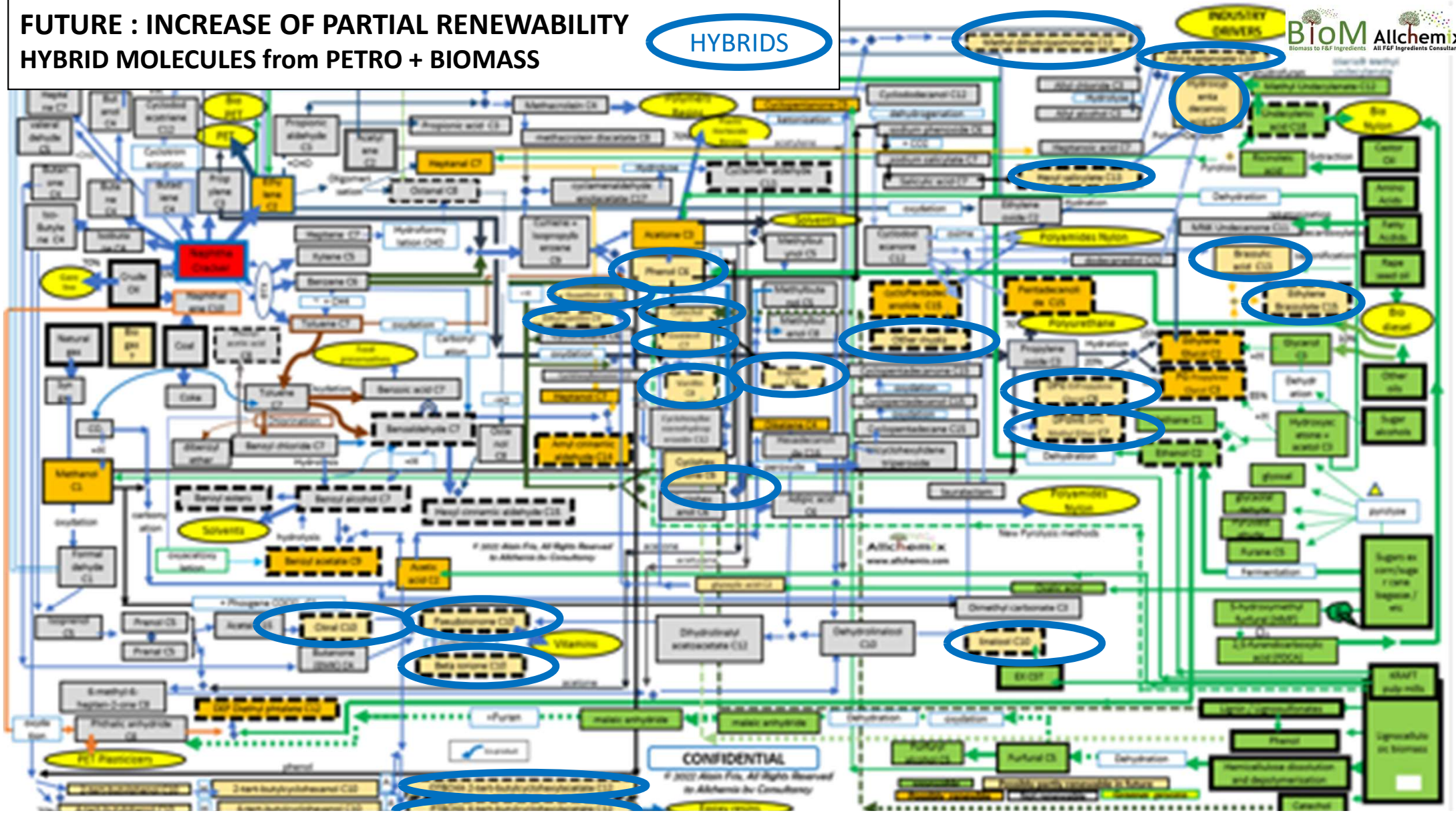
**FUTURE : INCREASE OF PARTIAL RENEWABILITY**

**HYBRID MOLECULES from PETRO + BIOMASS, DIFFERENT CONCEPT THAN MASS BALANCE**



**FUTURE : INCREASE OF PARTIAL RENEWABILITY**  
**HYBRID MOLECULES from PETRO + BIOMASS**

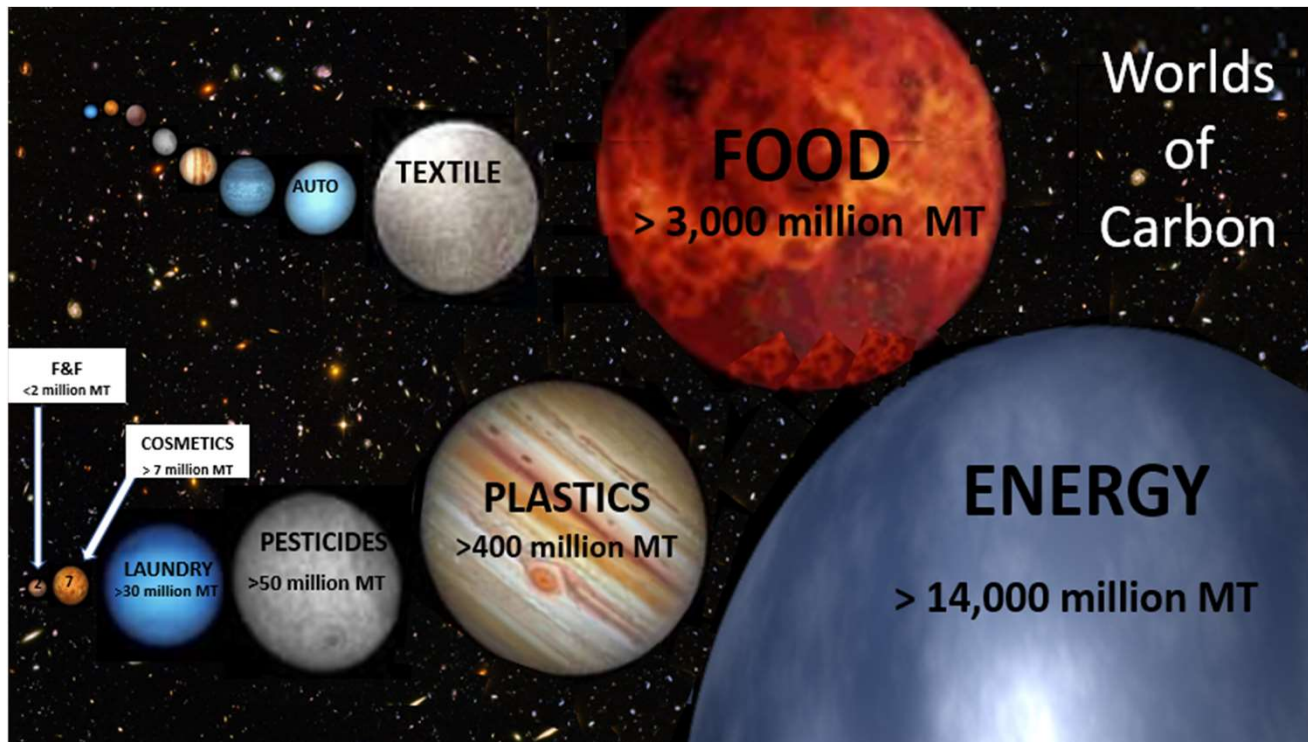
HYBRIDS



# Biomass is not endlessly accessible...

World industries's appetite for more renewables is just starting :

**What to expect: In the growing struggle to obtain biomass feedstocks, it is essential to better understand the dynamics of other industries, and create partnerships where possible.**



Where will the biomass move ?

More information available on free article in free **IFEAT World magazine**

July 2022 <https://ifeat.org/2022/07/ifeatworld-july-2022/>

Also freely available on [www.allchemix.com](http://www.allchemix.com)

## F&F INGREDIENTS: A CHANGING MARKET

BY ALAIN FRIX, FOUNDER, ALLCHEMIX BV

The F&F industry is probably one of the most complex industries, as it involves art, science and culture, combining the intricacies of nature and human ingenuity.

F&F INGREDIENTS: A CHANGING MARKET

### AN ELEGANT AND IMPORTANT INDUSTRY

Each of the products which compose our palette, be they natural or man-made, will drive people to purchase consumer goods which contain them: a fine perfume, a child's lollipop, a cosmetic, a detergent for clothing, an incense stick to inspire, a refreshing beverage on a hot summer's afternoon. Indeed, flavours and fragrances evoke a large spectrum of emotions, invisible partners in reassurance, seduction, appetites, relaxation and meditation, a conjunction between well-acting and well-being.

The F&F industry is not only about stimulating emotions, but also a significant provider of work and income to over ten million farmers worldwide as well as other people involved in transforming natural feedstock into a highly diversified offering of perfumes and flavour materials. Equally important are those technicians who spend their lives creating new synthetic molecules which have apparently been "forgotten by nature", carrying out research guided by scientists in chemistry, biology, physics and finally IT. All these materials will fit the magician's hat of those perfumers and flavourists who can assemble these olfactory colours into a quantum of happiness.

Whether synthetics or natural, F&F aroma ingredients are mostly relatively tiny hydrocarbon molecules. Solvents, Ethers, carrier agents, preservatives or other products which do not contribute to odour or taste are excluded from the definition of aroma ingredients. Furthermore, from an ingredient standpoint, there is no universal rule - as long as regulation permits - that a fragrance ingredient should become a flavour ingredient and vice versa.

### QUANTIFICATION OF THE F&F INDUSTRY

Many articles provide F&F industry turnover without a good indication of volumes. Moreover, turnover estimations are always subject to the price volatility of ingredients and therefore a weak indicator in volatile markets. Nature produces a biomass of hydrocarbons, it does not produce bi-dollar or bio-euro. To assess F&F renewability and sustainability factors, it is necessary to estimate volumes, as a key indicator helping us to think proactively where and how to source material in the future - those pools of hydrocarbons that we will continue to tap for both synthetic and natural odouriferous substances.

### COMPLEXITY OF F&F INGREDIENTS

There are over 1,500 main types of fragrance ingredients and over 3,000 main types of flavour ingredients. Generally, each product type is available in different commercial grades or purities. Very often further specifications are required, involving detailed analysis of all components according to dozens of parameters. Manufacturers need to guarantee perfect product performance and safety in their application, and the absence of traces that could create off-notes (human sense of smell can detect traces with a very low odour threshold). It is unusual to see the same

aroma ingredient being prominent in both F&F industries, often a major ingredient used in fragrances - dihydromyrcenol for example - will have a much smaller, even negligible presence in flavours. And vice versa, a sizeable flavour ingredient, such as vanillin, will likely be present only to a smaller extent in fragrances. Besides, both markets comply with different regulations (REACH for fragrances, but not for flavours, food versus skin allergens, etc.). From a structural standpoint, the fragrance market is quite globalised, while the flavours

market is much more fragmented and relies more on local producers of ingredients. Cultural customs start with food and tradition, the taste of your first spoonful will constitute the first steps of a long cultural journey. Quite likely, as a result, flavours reflect ethnicity even more than fragrances do. The combination of all of the above explains why the F&F world is extremely complex and this complexity is further increased with issues related to raw material availability.

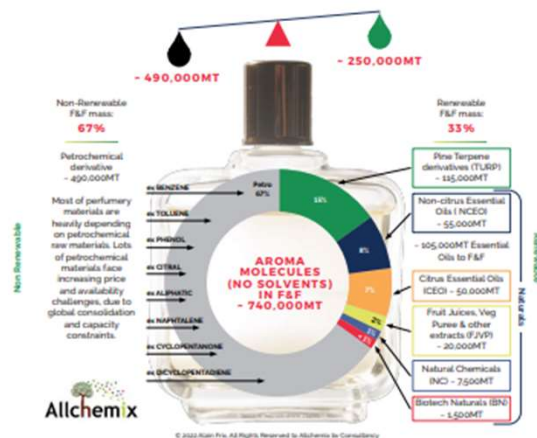
### CERTIFICATES, REGULATIONS AND CASUALTIES

In recent years, further requirements such as renewability, traceability, sustainability programmes, organic or vegan nature and compliance with the rules of a myriad of other certifying bodies have added a sizeable burden and complexity. These additional constraints have proven to be very demanding to many small producers, as they lack the personnel or expertise to complete the paperwork being requested. Ultimately many small players discontinue or sell their business to larger entities, which are facing continued consolidation themselves. The pond of F&F companies is being drained at an alarmingly fast rate as a result of excessive and often unnecessary regulations.

### SOURCES FOR F&F INGREDIENTS AND ESTIMATION OF USAGE LEVEL

For this study, the aroma ingredients are classified into five main categories or segments. They are interconnected in complex streams of materials and these will evolve as the F&F market is exposed to new stimuli from consumer demand, regulations, technology and biomass availability. The calculations which follow are estimations of a substance's aromatic components following correction referring to all

FIG 1. SOURCES OF F&F AROMA INGREDIENTS



F&F INGREDIENTS: A CHANGING MARKET

masses being expressed as 100% pure products (Figure 2).

**Turpentine derivatives (TURP):** Turpentine is a renewable product extracted from pine trees, as a by-product from the tree tapping resin, as well as a by-product from cellulose (lignin) production. Most of the turpentine derivatives used in F&F are chemically transformed and therefore considered synthetic by regulatory bodies. About 115,000 MT of turpentine derivatives end up as ingredients in the F&F world, which equates to about 15% of the total F&F aroma feedstock. Other industries also consume turpentine derivatives such as agrochemicals, polyterpene resins, solvents, pharmaceuticals and camphor. More industries will look toward turpentine derivatives as a

source of renewable feedstock in the future.

**Essential oils and extracts (NCEO-CEO):** All are natural and renewable products. In some rare cases, extracts might be chemically transformed into other ingredients to become renewable synthetics. There is a global biodiversity of essential oils, with an excess of 300 commercial essential oils, providing vital resources to both developed and less developed countries. About 105,000 MT of essential oils are used in the F&F trades each year. As their production provides work to millions of farmers, they are by far the biggest socio-economic contribution of our industry. Although essential oils are primarily geared towards the

F&F industries, there are increasing applications in the aromatherapy, pharmaceutical, organic phytoessential products and other ancillary industries.

Other extracts such as fruit juices and vegetable purees (FVP): these are almost exclusively used in flavours and are much less concentrated than their corresponding essential oils. The use of fruit juices and vegetable purees and other extracts is quite sizeable in flavours, roughly equivalent to about 20,000 MT of pure aromatic component.

**Natural chemicals (NC) and biotechnology naturals (BN):** These chemicals are produced complying with either US or EU natural chemical protocols. An