



In a nutshell: Consulting services of Allchemix BV, a company managed by Alain Frix:

- Alain Frix has 33 years of experience and an extensive network in F&F ingredients, unique expertise in renewable ingredients
- Commercial and Technical knowledge (MBA, Solvay School + Master in Molecular Biology, ULB University)
- Covering >200 renewable ingredients : essential oils, turpentine and turpentine derivatives, biotechnology (**BioM**)
- Covering >200 petrochemicals ingredients (>50% of F&F industry in volume) (**Allchemix BV**)
- Familiar with the largest CGC users of F&F ingredients and various Haute Couture Perfumery Houses
- Access to an extensive network (purchasing, sales, technical, regulatory, perfumers & flavourists).
- Past Chairman of IFEAT, UK and active advisory member on various companies and association boards.

- **Merge, Alliances and Acquisitions**
 - o Commercial due diligence to assess best product and company fit in various sectors
 - o Valuation of business entities, 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 and Advisory Board**
 - o Strategic thinking, Industry overview and company dynamics, thinking outside the box.
 - o History on what failed in F&F and why
 - o Combination of all above, with an extended network, is a solid base to provide advisory board services
- **Sales & Marketing, Product Development**
 - o Market intelligence and trends, evaluation of realistic market opportunities
 - o In-depth mapping of Producers, Product mapping on Synthetics, Essential Oils, Forest products, Biotechnologies
 - o Facilitating commercial access to some potential clients
 - o Exploring new Extraction techniques, access to Olfactory Receptors based technologies, etc.
- **Sourcing & Sustainability**
 - o Production of Realistic Sustainability Scorecards with 22 indexes, and recommendation on feedstock impact
 - 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 does the Consultancy work ?

Allchemix & BioM provide customized advice in a direct and confidential manner, while adhering to ethical behaviour such as described in Allchemix BV Code of Ethics and Operational Conduct (see below). 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 with the necessary confidentiality, provides valuable expertise and contacts across markets and industries such as Forestry, Biomass, Petrochemicals, Essential oils, Biotechnology, F&F compounders, Cosmetics, Olfactory receptor diagnostic tools, etc. Examples of some analysis are shown below.



Raw mat Costs 40 year Excel Data Ingredients Links between naturals & petrochemicals Helicopter view and ingredients flows Sustainability scorecards

Allchemix BV Code of Ethics and Operational Conduct : Committed to support 10 key Principles

Allchemix BV is a one-man business, has no employees other than the owner himself, and does not use third parties to prepare its services. Allchemix BV supports :

1. Transparency: Allchemix BV is committed to ensuring transparency in all decision-making that has an impact on customers, society and the environment.
2. Compliance with laws and regulations: Allchemix BV undertakes to comply with the laws, regulations and other legal obligations in force in all countries in which it operates, particularly with regard to human rights and environmental and labour laws.
3. Respect human rights: Allchemix BV undertakes to use its sphere of influence to promote the rights set out in the Universal Declaration of Human Rights.
4. Working together with mutual respect : Allchemix BV is committed to behaving in a professional manner with its customers, and to establishing professional relationships based on mutual trust, respect and human dignity.
5. Respect for the environment: Although Allchemix BV is limited to Services and does not produce any materials, it is committed to protecting the environment.
6. Respect property rights : Allchemix BV is committed to respecting the property rights of others.
7. Confidentiality: Allchemix BV undertakes to protect the confidentiality of information within the scope of its duties.
8. Anti-corruption: Allchemix BV condemns corruption in all its forms and complies with anti-corruption regulations & policies in force in the country of application.
9. Conflict of interest : Allchemix BV endeavours to avoid any situation or activity that could lead to potential conflicts of interest.
10. Compliance with competition law : Allchemix BV undertakes to comply with local laws and regulations designed to prohibit anti-competitive practices, including price fixing and bid rigging, and to promote open and fair competition.

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..

