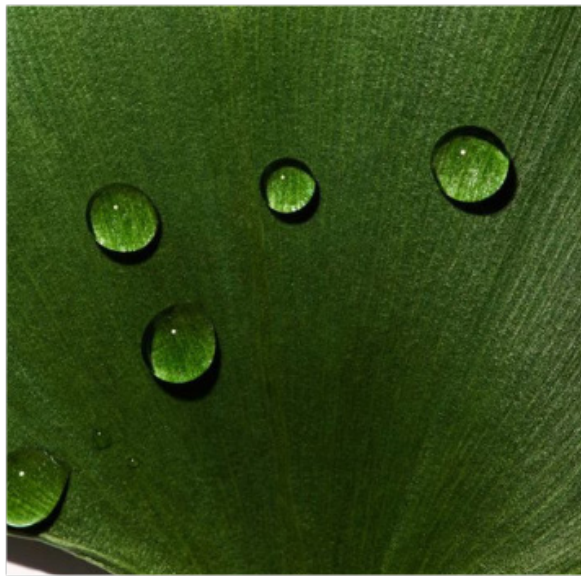
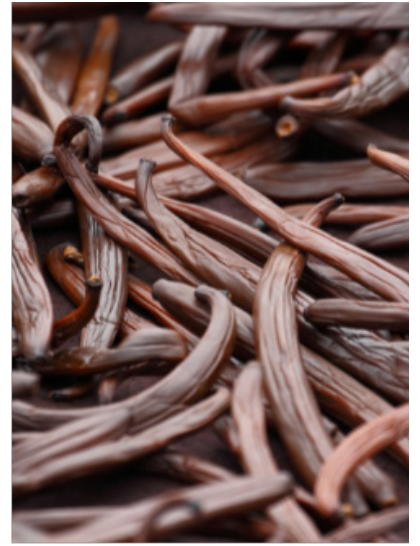




Market Report

Advanced Biotech

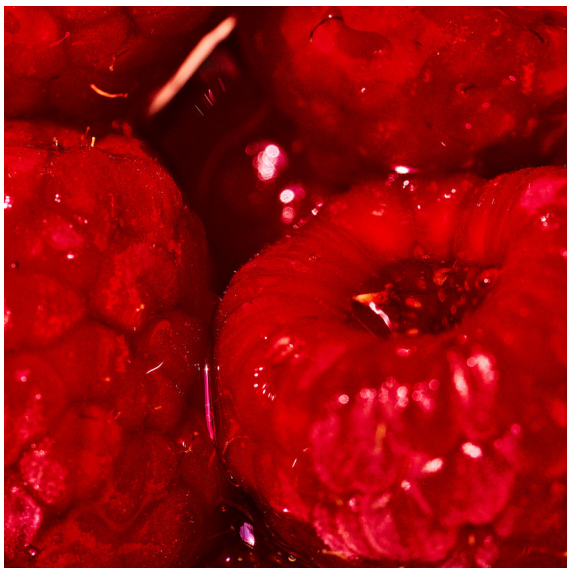
April 2024



inspired by nature

Our Mission

Innovating for a Sustainable Future

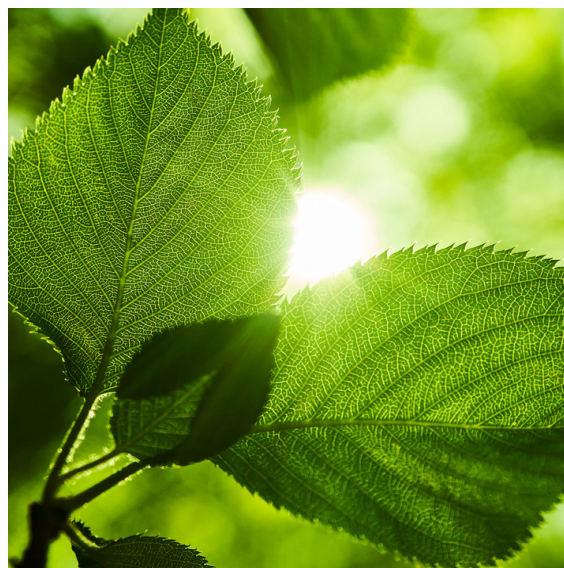


Ingredients

Advanced Biotech is dedicated to producing the highest quality flavor and fragrance ingredients that inspire and captivate the senses. Our extensive portfolio, comprising of natural, synthetic, and fermentation-derived molecules, is constantly evolving to meet the changing demands of our valued clients. Utilizing proprietary production methods and a customer-centric approach, we are committed to delivering exceptional ingredients that elevate formulations.

Sustainability

With a legacy spanning over three decades, our commitment to fostering a future where innovation and environmental stewardship coexist continues to drive us forward. Sustainability isn't just a business decision for us; it's a conscious choice to lead the industry towards a greener and more responsible future. That's why we're excited to announce our investments in additional state-of-the-art fermentation equipment at our main facility, enhancing our production capabilities. Furthermore, we're proud to continue our support for Costa Rica Makes Me Happy, an organization dedicated to collecting and recycling over 220,000 pounds of plastic every month in Costa Rica. Lastly, the solar field installation at our new facility in Oneonta, New York, is nearing operational status, further solidifying our commitment to renewable energy sources.



Social Responsibility

Since our inception, it has been a central aspect of our mission to give back to the communities in which we operate. Our efforts include: supporting local schools, building education centers, participating in multiple charities as well as engaging in community outreach programs. ABT's ultimate goal is to make a positive impact in the lives of the people we serve.



Overview

Variables Impacting The F&F Market



Panama Canal Bottleneck

There are significant delays and disruptions in shipping caused by congestion. This bottleneck has arisen due to drought conditions, leading to lower water levels that impede the passage of vessels through the canal. The current situation underscores the challenges faced by the shipping industry and highlights the need for alternative solutions to alleviate traffic and ensure the smooth flow of goods through this vital waterway.



Red Sea Crisis

Heightened security risks and disruptions in maritime trade caused by attacks from Iran-backed militants in the region, have created volatility in one of the world's key trade routes. The Red Sea is strategically important as it connects with the Suez Canal, a vital artery for international trade. Continued prolonged disturbances could lead to further delays in shipping, driving up prices of goods.



China Headwinds

Stricter environmental controls and geopolitical tensions between China and the USA have led to delays and supply chain disruptions in the industry. As a result, the flavor and fragrance market continues to navigate through complex operational challenges.

Facilities

Continued Expansion

Manufacturing & Warehousing

Totowa, New Jersey USA
Oneonta, New York USA
Bremen, Germany
Osaka, Japan
Cuernavaca, Mexico

Agents & Distributors

Korea - Unique F&F
Brazil - Edijane Santos
Germany - ABT GmbH
Japan - Seikodo Ishida
Mexico - Olivia Vargas

New Building

Our new facility in Oneonta, New York is operational. Please reach out to your sales representative for additional information.



Customer-Centric Approach

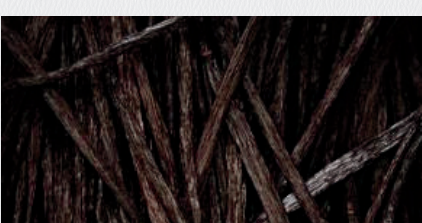
Advanced Biotech boasts a robust team of over 200 skilled employees, including a significant number of technical and research-based personnel. Our experienced customer service team, fluent in multiple languages, are dedicated to ensuring that our clients receive the highest level of support. In addition, our administrative staff works in tandem with our technical and manufacturing group, which ensures all aspects of our operations run efficiently and smoothly.

REGIONAL PARTNERS = GLOBAL SUCCESS





ingredient updates



Cassia Oil



OVERVIEW

Cassia is a genus of flowering plants in the family Fabaceae, which includes several species of trees and shrubs native to tropical and subtropical regions of Asia, Africa, and the Americas. Cassia is highly valued for its aromatic bark, carefully harvested, dried and steam distilled to create a well-regarded essential oil known as Cassia Oil. Esteemed for its distinctive flavor, Cassia Oil is a widely utilized ingredient in various culinary traditions worldwide.

UPDATE

Market prices have been steadily trending down and we expect supply to remain stable.

AROMA:

Warm, Spicy, Woody

TASTE:

Sweet, Cinnamon, Dried Fruit

FEATURED PRODUCTS:

1395 BENZALDEHYDE EU NATURAL
1160 BENZYL ACETATE NATURAL
1181 BENZYL ALCOHOL NATURAL
3035 CASSIA OIL NATURAL
3016 CASSIA OLEORESIN NATURAL
1153 CINNAMIC ALDEHYDE NATURAL
1169 METHYL CINNAMATE NATURAL



Natural Pyrazines



OVERVIEW

Pyrazines are found in a wide range of foods and beverages, including coffee, cocoa, bread, cooked meats, roasted nuts, and popcorn. They are formed during cooking or roasting through a complex series of chemical reactions known as the Maillard reaction. Pyrazines can also be formed during fermentation, such as in the case of whiskey or brandy, where they are produced by the yeast as a byproduct of alcoholic fermentation.

UPDATE

Generally, leadtimes for certain materials have increased, but prices remain stable.

AROMA:

Smoky, Toasted, Nutty

TASTE:

Earthy, Roasted, Chocolate

FEATURED PRODUCTS:

1345 PYRAZINE MIXTURE NATURAL
 1346 2,5 DIMETHYL PYRAZINE NATURAL
 1347 2,3,5 TRIMETHYL PYRAZINE NATURAL
 1379 PYRAZINE COMPLEX (104) NATURAL
 1417 TETRAZINE NATURAL
 1417 PYRAZINE MIXTURE II NATURAL

1478 PYRAZINE MIXTURE III NATURAL
 1681 2 3 5 TRIMETHYL PYRAZINE HP NATURAL
 1711 2 ETHYL 3 DIMETHYLPYRAZINE NATURAL
 1712 PYRAZINE MIX VI NATURAL
 1718 2,5(6) DIMETHYL PYRAZINE NATURAL
 1799 PYRAZINE MIX IX NATURAL
 1497 2,6-DIMETHYL PYRAZINE NATURAL

Acetyl Methyl Carbinol



OVERVIEW

Acetoin contributes to the aroma and taste profiles of many foods and beverages, offering sweet, creamy, and buttery notes. We provide a range of products containing these compounds to meet the needs of our clients.

UPDATE

Supply is expected to be tight into Q2. Orders for most items are being confirmed beyond our standard lead times. Please contact your sales rep for detailed information.

AROMA:

Creamy, Butyric

TASTE:

Buttery, Rich

FEATURED PRODUCTS:

1183 ACETOIN LIQUID NATURAL
 1432 ACETOIN POWDER NAUTRAL
 2077 ACETOIN POWDER SYNTHETIC
 2240 ACETOIN LIQUID SYNTHETIC



Cornmint Oil

OVERVIEW

Cornmint oil is an essential oil that is derived from the leaves of the cornmint plant, also known as *Mentha arvensis*. The plant is a member of the mint family and is native to Asia and Europe, but is now grown in many parts of the world, including India, China, and the United States.

UPDATE

Due to market competition, prices for mint-derived products continue to decrease. Ample supply is available.



AROMA:

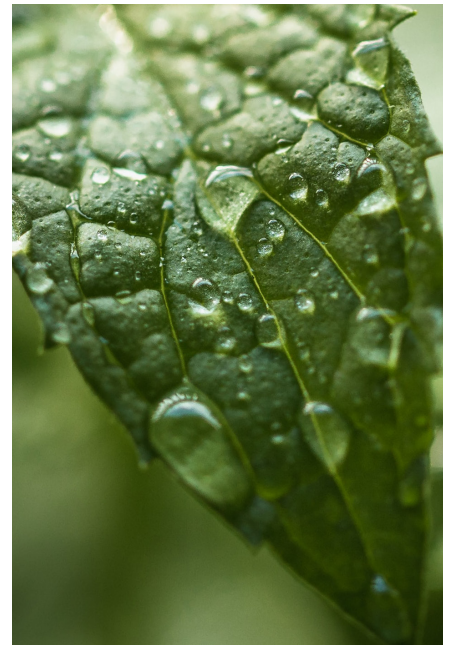
Mint, Herbaceous, Menthol

TASTE:

Peppermint, Cooling

FEATURED PRODUCTS:

1117 CIS 3 HEXENOL NATURAL
1100 CIS 3 HEXENYL ACETATE NATURAL
1101 CIS 3 HEXENYL BUTYRATE NATURAL
1716 CIS 3 HEXENAL 1% ETOH NATURAL
1702 CIS 3 HEXENAL 1% PG NATURAL
1701 CIS 3 HEXENOIC ACID 5% PG NATURAL
1118 CIS 3 HEXENOL 92-95% NATURAL
1102 CIS 3 HEXENYL 2 METHYL BUTYRATE
1104 CIS 3 HEXENYL CAPROATE NATURAL
1525 CIS 3 HEXENYL FORMATE NATURAL
1105 CIS 3 HEXENYL ISOVALERATE NATURAL
1107 CIS 3 HEXENYL LACTATE NATURAL
1103 CIS 3 HEXENYL PROPIONATE NATURAL



Clove Oil



OVERVIEW

Clove oil is a highly concentrated essential oil that is extracted from the flower buds of the clove tree, which is also known as *Syzygium aromaticum* or *Eugenia caryophyllata*. The clove tree is an evergreen tree that is native to Indonesia, but it is also grown in other tropical regions such as Sri Lanka, India, and Madagascar.

UPDATE

Due to the rainy season in the growing region, clove oil yield has diminished recently. Reduced supply may drive prices upward in the long-term. Short-term, we have ample supply and prices remain stable.

AROMA:

Warm, Spicy, Phenolic

TASTE:

Sweet, Medicinal, Minty

FEATURED PRODUCTS:

1145 VANILLIN EX EUGENOL EU NATURAL
 1446 METHYL EUGENOL NATURAL
 1553 METHYL ISOEUGENOL NATURAL
 1007 EUGENOL NATURAL



Aldehydes



OVERVIEW

Aldehydes are versatile compounds widely used in various industrial applications, including fragrance, flavor and pharmaceutical production. These compounds can be derived from various sources, both natural and synthetic. Natural sources include essential oils, fruits, flowers, and other plant materials.

UPDATE

Although ABT aldehydes are not derived from citrus, due to the global disruption in the market, we are steadily increasing our capacity to meet the surging demand for citrus product alternatives.

AROMA:

Citrus, Fresh

TASTE:

Green, Floral, Fruity

FEATURED PRODUCTS:

1248 ACETALDEHYDE NATURAL
1257 PROPIONALDEHYDE NATURAL
1074 BUTYRALDEHYDE NATURAL
1185 ISOVALERALDEHYDE NATURAL
1098 HEXANAL NATURAL
1147 HEPTANAL NATURAL
1040 OCTANAL NATURAL
1235 NONANAL NATURAL
1171 DECANAL NATURAL
1180 ALDEHYDE C-12 NATURAL





Furanones

OVERVIEW

Furanones are a class of organic compounds containing a furan ring fused to a ketone group. These materials can be found naturally in various foods, fruits, and plants. In addition to their natural occurrence, Furanones can also be synthesized through chemical processes. We offer a variety of furanone options neat or in solutions to give flexibility to your formula development.

UPDATE

We are seeing increased usage levels in both flavor and fragrance development, especially in Asia, resulting in increased production capacity. Pricing and inventory for all products remain stable.

AROMA:

Sweet, Fruity

TASTE:

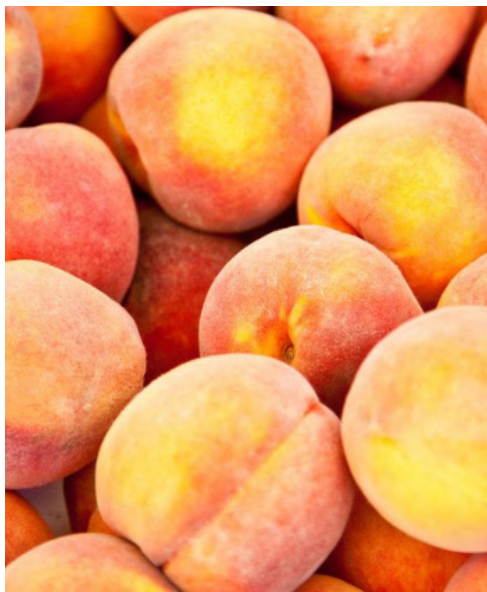
Caramellic, Nutty

FEATURED PRODUCTS:

1058 STRAWBERRY FURANONE NATURAL
 1352 CARAMEL FURANONE 1% ETOH NATURAL
 1411 MAPLE FURANONE 1% ETOH NATURAL
 1659 CHICORY FURANONE 5% ETOH NATURAL
 1327 COFFEE FURANONE NATURAL
 1545 WALNUT FURANONE NATURAL



Lactones



OVERVIEW

Biotechnology has long been viewed as the future of sustainability, bridging science with nature. With nearly three decades of experience, ABT pioneers fermentation technology to create cutting-edge solutions. Our current emphasis is on crafting Natural Lactones, versatile molecules that replicate the flavors and scents of coconuts, peaches, and florals. These ingredients, widely employed in dairy products, offer distinct fruity, creamy, and even cheesy notes, enhancing a variety of culinary creations, from milks and creams to confectionery delights.

UPDATE

We employ fermentation to produce our Lactones, utilizing a range of Natural Fatty Acids. Our ongoing commitment to innovation allows us to meet the increasing demand for fermentation-derived molecules. With stable and competitively sourced raw materials, we are well-positioned to continue serving our customers' needs.

AROMA:

Coconut, Peach, Milky

TASTE:

Sweet, Creamy, Fruity

FEATURED PRODUCTS:

1018 DELTA DECALACTONE EU NATURAL
1114 DELTA DODECALACTONE NATURAL
1124 GAMMA DECALACTONE EU NATURAL
1513 GAMMA DODECALACTONE EU NATURAL
1560 GAMMA NONALACTONE EU NATURAL
1190 GAMMA OCTALACTONE EU NATURAL
1435 GAMMA UNDECALACTONE EU NATURAL
1898 GAMMA HEPTALACTONE EU NATURAL



Common Esters

OVERVIEW

Esters are organic compounds formed by the reaction of an alcohol with a carboxylic acid, resulting in a distinctive fruity or floral scent and flavor. Due to their versatility and pleasant characteristics, esters are essential building blocks in creating a wide range of fragrances and flavors for various applications.

UPDATE

We've experienced freight challenges for shipments of Esters in the past. As a result, we have allocated extra lead time for their production and transportation. Please contact your sales representative for detailed information on specific items on our product list.

AROMA:

Floral, Fruity, Green

TASTE:

Sweet, Spicy, Fruity

FEATURED PRODUCTS:

1191 ETHYL ACETATE NATURAL
 1256 ETHYL ACETO ACETATE NATURAL
 1047 ETHYL BENZOATE NATURAL
 1045 ETHYL BUTYRATE NATURAL
 1143 ETHYL CAPRATE NATURAL
 1142 ETHYL CAPROATE NATURAL
 1179 ETHYL CAPRYLATE NATURAL
 1188 ETHYL CINNAMATE NATURAL
 1457 ETHYL CROTONATE NATURAL
 1203 ETHYL FORMATE NATURAL
 1178 ETHYL HEPTANOATE NATURAL
 1152 ETHYL ISOBUTYRATE NATURAL



Dairy Alternatives



OVERVIEW

Our dairy alternative compounds offer a versatile addition to your ingredient palette. These materials are ideal for most dairy flavor systems. As the market continues to grow and evolve, we are committed to provide innovative solutions to all of our valued clients.

UPDATE

Some products within this segment are subject to stringent shipping requirements, particularly due to hazardous properties. During the spring and summer months, we utilize additional shipping measures in order to maintain optimal product integrity.

AROMA:

Butyric, Creamy

TASTE:

Nutty, Rich, Sweet

FEATURED PRODUCTS:

1165 ACETYL PROPYNYL NATURAL
2025 ACETYL PROPIONYL SYNTHETIC
1540 BUTTER ENHANCER NATURAL
1686 BUTTER BOOSTER OS NATURAL
1318 BUTTER ACIDS TYPE NATURAL
1475 BUTTER DERIVATIVES TYPE NATURAL
1319 BUTTER ESTERS TYPE NATURAL



Wintergreen Oil

OVERVIEW

Wintergreen oil is an essential oil that is derived from the leaves of the wintergreen plant, which is also known as Gaultheria procumbens. The small evergreen shrub grows in forests and mountainous regions.

UPDATE

Prices have remained stable, ample supply available.

AROMA:

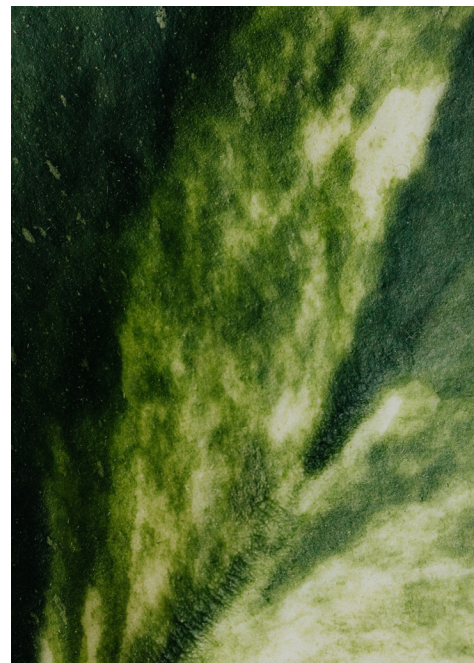
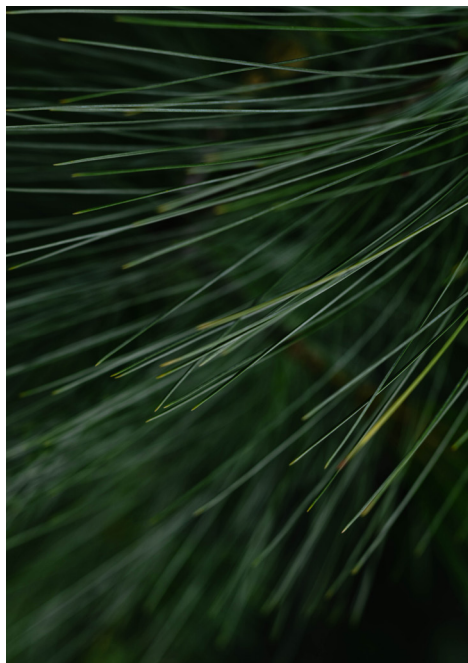
Minty, Woody, Green

TASTE:

Wintergreen, Fresh, Sweet

FEATURED PRODUCTS:

1194 METHYL SALICYLATE NATURAL



Wood Isolates

OVERVIEW

Wood isolates are complex mixtures of chemical compounds that are found in wood-derived materials. These compounds are responsible for the distinctive aroma and flavor of different types of wood, and they can be isolated and purified to create concentrated extracts or oils.

UPDATE

Prices and inventory will continue to be stable as long as raw materials remain in good supply.

AROMA:

Woody, Earthy, Sweet

TASTE:

Spicy, Smoky, Toasted

FEATURED PRODUCTS:

1170 CYCLOTENE NATURAL
1361 CYCLOTENE HYDRATE
1036 GUAIACOL NATURAL
1094 MALTOL NATURAL
1529 VANILLIN EX GUIACOL

Food Essential Oils



3018 GINGER OIL NATURAL

Prices remain stable and are expected to stay firm in the short term.

AROMA:

Spicy, Camphoreous, Woody

TASTE:

Peppery, Citrus, Bitter



3010 GARLIC OIL NATURAL

Prices are rising due to lower than expected yields.

AROMA:

Savory, Sulfurous, Bitter

TASTE:

Umami, Nutty, Sweet



3009 MUSTARD OIL

There are challenges in the supply chain due to instability in Ukraine.

AROMA:

Tangy, Vinegar, Spicy

TASTE:

Spicy, Sweet, Pungent



3022 HORSERADISH OIL NATURAL

We have maintained a stable supply of this ingredient over an extended period.

AROMA:

Sulfurous, Sharp, Earthy

TASTE:

Spicy, Vegetative, Green



3001 ONION OIL NATURAL

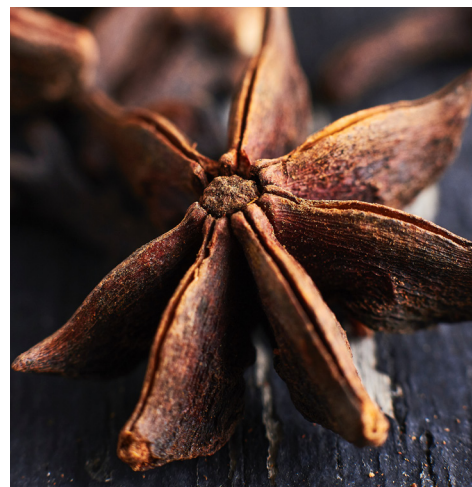
Product is readily available and we do not forecast any shortages in the near future.

AROMA:

Alliaceous, Sulfurous, Earthy

TASTE:

Savory, Vegetative, Sweet



3013 ANISE STAR OIL NATURAL

Raw materials tightening, prices could start trending upwards in the coming months.

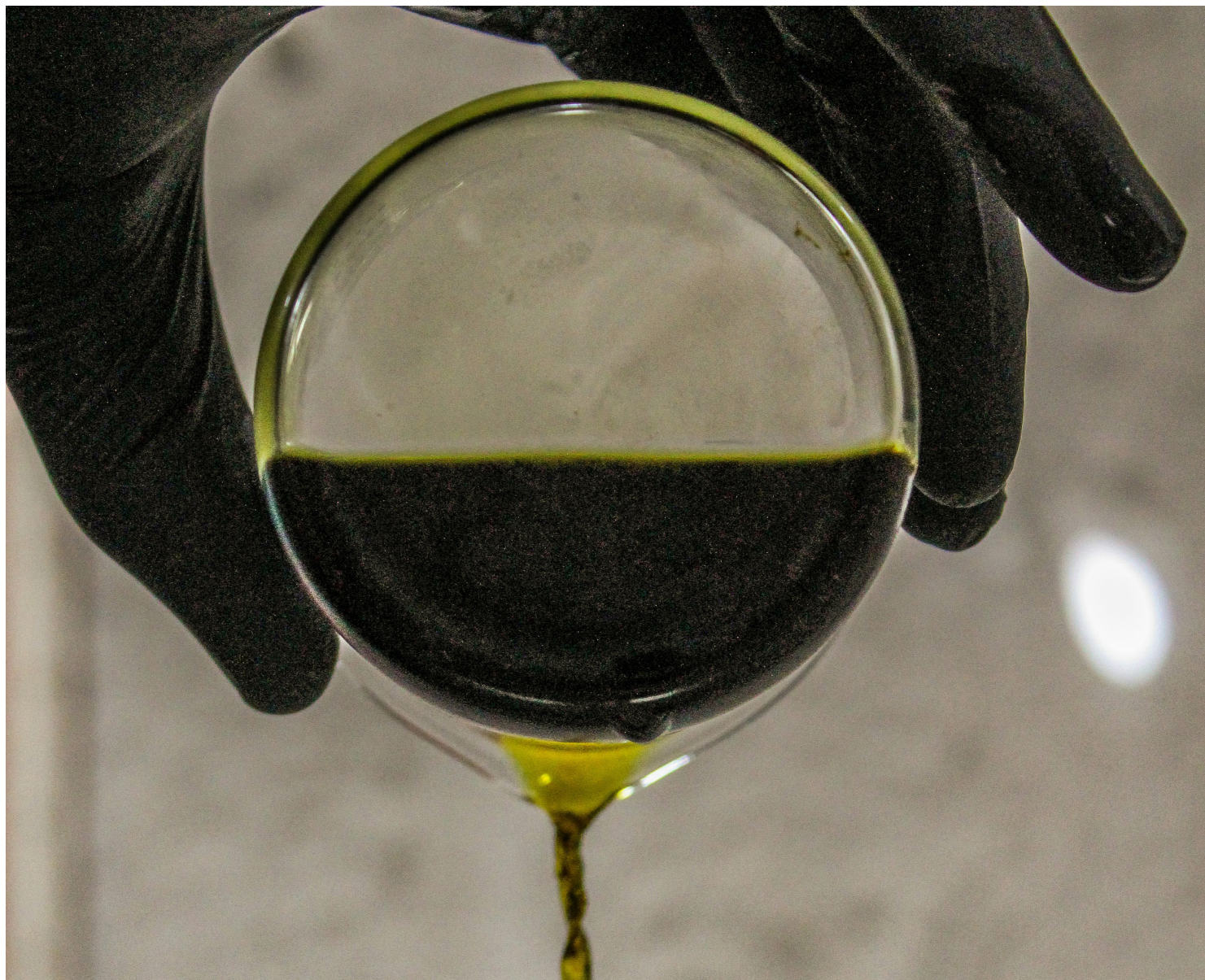
AROMA:

Phenolic, Warm, Fennel

TASTE:

Sweet, Licorice, Spicy

Blends



OVERVIEW

At Advanced Biotech, our ability to produce custom blends enables us to have the flexibility to accommodate varying batch sizes and production timelines according to customer needs.

UPDATE

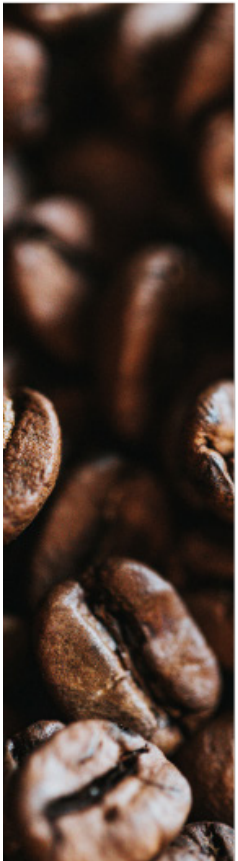
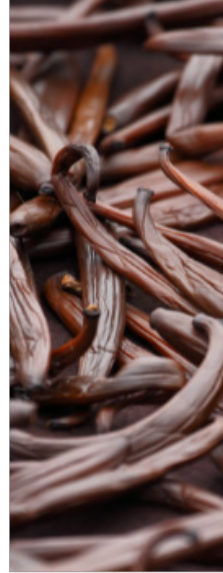
We are not experiencing any supply issues with these items. All products are made to order, please allow leadtimes beyond our standard.

FEATURED PRODUCTS:

1251 QUESOTE 10% ETOH NATURAL
 1521 QUESTOTE 10% TEC NATURAL (SULFUROL)
 1197 PHENYL ACETALDEHYDE 10% ETOH NAT.
 1337 2 METHYL 3 FURANTHIOL 5% OS NATURAL
 1655 2 ACETYL PYRAZINE 5% ETOH NATURAL
 1325 2, 4 DECADIENAL 10% ETOH NATURAL
 1806 4 VINYL GUAIACOL 1% ETOH NATURAL
 1148 ACETALDEHYDE 50% IN ETOH NATURAL
 1663 BETA DAMASCENONE 1% ETOH NATURAL
 1276 BETA IONONE 50% ETOH NATURAL
 1139 FERMENTONE 1% ETOH NATURAL
 1075 FURANONE 20% PG NATURAL



Stay in Touch



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