Advanced Biotech

2021 Flavor & Fragrance Report
Advanced Biotech is a leading manufacturer and supplier of natural flavoring ingredients & botanical extracts for the Food & Beverage, Cosmetic and Personal Care industries. With over 27 years of experience in fermentation, processing, and extraction, we are constantly developing new, innovative, and functional products for today’s competitive marketplace. We at Advanced Biotech pride ourselves in our ability to cater to our customers’ specific needs while maintaining our focus on integrity, honesty, and the commitment to high-quality product standards. We proudly offer our high-quality flavor and fragrance ingredients on both a local and global level.
Our Response

COVID-19

Although the COVID-19 situation is still fluctuating globally, factories in China will continue to produce as long as raw materials are available. However, due to an increase in demand and a limited number of cargo containers leaving China due to the pandemic, freight prices have increased by at least 200%, causing shipping delays to Europe and the US.

We are closely monitoring the guidance of the World Health Organization and the Centers for Disease Control regarding the spread of the virus. Our focus is to ensure we meet customer needs while doing our part to maintain the safety of our clients and employees.
Our Products
High-Quality, Natural, and Sustainably Sourced
The fall harvest fell short of expectations, causing prices to surge 25-30%. Due to an increase of demands, it is expected that the market price will remain at current levels until the next crop. ABT utilizes Cassia oil to produce many popular ingredients including Cinnamic Aldehyde, Benzaldehyde and Methyl Cinnamate.
Demand has outpaced production for bitter almond oil within the past few years and it is predicted that pricing will remain high.

Massoia Bark Natural

The interest in unique ingredients like massoia bark is surging as consumers continue to search for new, global foods. As manufacturers struggle to keep up with demand pricing will likely remain high for this product.

Garlic Oil Natural

Consumer interest in garlic oil remains strong and the supply is plentiful.
Demand and prices remain stable as more manufacturers begin to produce ethyl acetate.

Naturally fermented butanol is short in supply due to the shutdown of several fermentation factories. Prices for butanol is varied, and could see a significant price surge if demand outpaces production.
Heliotropine Natural
ABT CODE# 1199

The availability of raw materials for the production of heliotropine has increased over the last 3 months. Prices have decreased 15-25% as demand increases.

Damascenone Natural
ABT CODE# 1663

Although there is currently a limited availability of enriched fusel oil, ABT has ample supply for 2021.
Maltol Natural
ABT CODE# 1094
Prices have fallen as more manufacturers begin to produce maltol. Prices are expected to remain stable for the remainder of the year.

Furanone Natural
ABT CODE# 1058
Supply from China is expected to increase due to a larger production capacity. Prices have decreased compared to 2020 levels.

Acetic Acid Natural
ABT CODE# 1126
Normal fermentation production has resumed and larger quantities are now available on the market.
Caproic Acid Ex Fermentation

The demand for caproic spiked again in 2020 due to factory shutdowns and raw material issues. However, prices have remained relatively stable.

Cis Hexanol Natural & Derivatives

The manufacturing of naturally derived mint has resumed, and fermentation is slowly being introduced into the market. ABT has sufficient stock of all these products.
Natural Lactones

Delta Decalactone EU Natural
ABT CODE# 1018

Delta Dodecalactone EU Natural
ABT CODE# 1114

Gamma Decalactone EU Natural
ABT CODE# 1124

Gamma Dodecalactone EU Natural
ABT CODE# 1513

Gamma Nonalactone EU Natural
ABT CODE# 1560

Gamma Octalactone EU Natural
ABT CODE# 1190

Gamma Undecalactone Chiral EU Natural
ABT CODE# 1435

ABT Totowa Fermentation production will increase by 300% in 2021
While pricing for eugenol prices remain stable, the demand for natural vanillin ex clove oil is increasing. ABT will ramp up production in 2021 to meet consumer demand.

Vanillin Ex Eugenol Natural

Vanillin Ex Ferulic Acid Natural

ABT CODE# 1495

Demand for ferulic acid derived materials are on the rise. Prices are stable as more manufacturers begin to produce ferulic acid to meet the rising demand for vanilla ingredients.

Vanillin Ex Turmeric Natural

ABT CODE# 1496

Prices remain stable as raw materials have been steady and plentiful.
Many of our clients have moved away from conventional vanilla extracts due to fluctuations in price and availability. While demand still exceeds production, prices remain relatively stable.
All the vanilla bean notes without the cost. We challenge you to taste the difference!

Natural Vanilla Extract Enhancers

Vanilla Extract 1X Enhancer
Bourbon Type
ABT CODE# 6208

Vanilla Oleoresin Substitute
ABT CODE# 6096

Vanilla Extract 10X Enhancer
ABT CODE# 6204

Vanilla Extract 10X Enhancer #2
ABT CODE# 6209

“All the vanilla bean notes without the cost.” We challenge you to taste the difference!
As the demand for pure vanilla extract remains very strong, large retailers are increasingly shifting their focus towards natural flavors and clean labels. Products naturally sweetened with vanilla have become a popular trend among health-conscious consumers and manufacturers are constantly innovating to keep up with demand. Although the price for naturally derived vanilla flavoring ingredients is on the rise, trends in health and wellness will make it so manufacturers remain unlikely to switch to artificial solutions. Demand for natural vanilla remain strong despite price increases.

As an alternative to vanillin ex ferulic acid, ABT has developed pure natural vanillin that is FDA/TTB approved and at a cost effective price.
<table>
<thead>
<tr>
<th>New Natural Molecules and Extracts</th>
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<tbody>
<tr>
<td>AMBRETTOLIDE NATURAL ABT CODE# 1710</td>
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<tr>
<td>GREEN BELL PEPPER PYR 5% PG NATURAL ABT CODE# 1826</td>
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<td>4 VINYL GUAIACOL 1% ETOH NATURAL ABT CODE# 1806</td>
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