# Future Memories







## About Us



Essential has been **creating** and manufacturing flavours in **Australia since 1989.** 

We provide **tailored flavour** solutions to food, beverage and nutraceutical companies across the Asia Pacific.

Essential has operated in **Vietnam** since 2013. In July 2021, we launched our stunning Collaboration Centre in Ho Chi Minh City where our team offer sales, logistical and technical support to food and beverage manufacturers in Vietnam.

Our office in **Singapore** is just newly established and offers sales support to clients throughout South East Asia.

Essential can provide flavours in **liquid or powder** and in **synthetic**, **natural and organic** forms.

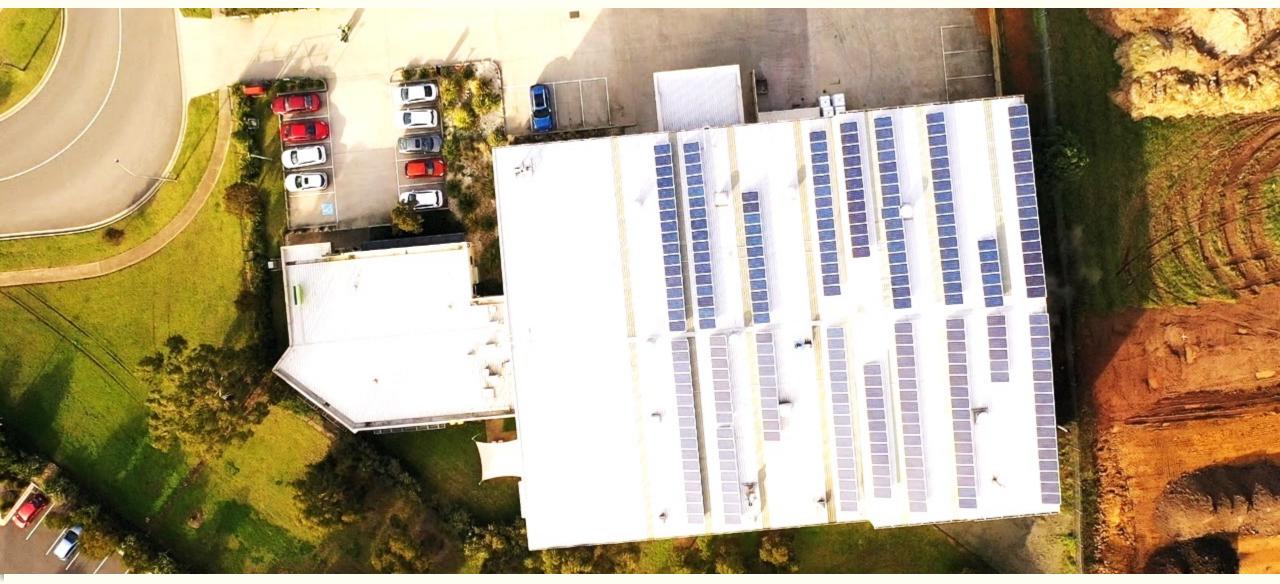
Essential covers **a wide variety of profiles** from Australian Natives, to classic chocolates, spices and every fruit imaginable.

Our dedicated technical and sales teams work collaboratively, allowing us to **quickly and effectively** respond to our customers' unique requirements. and using our global resources to demonstrate **on-trend concepts** that will inspire product development.

Essential – Your partner in taste!

# Essential Headquarters - Melbourne, Australia





## Video: Welcome to Essential Flavours

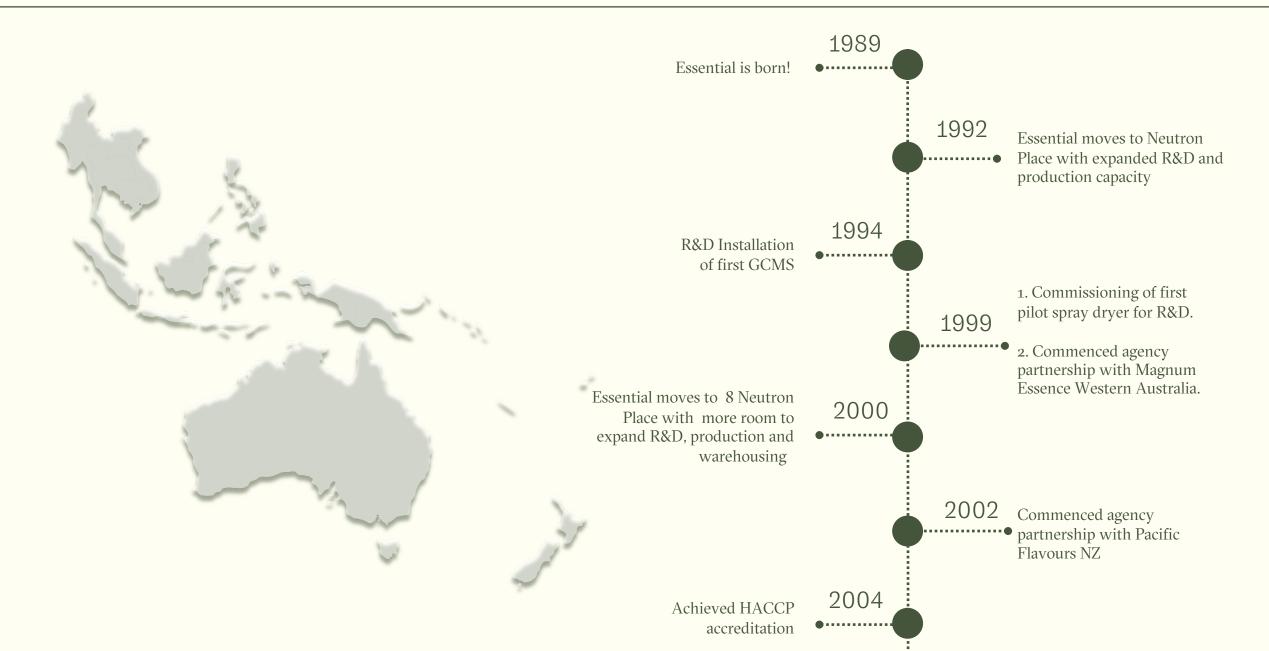


Click here to take a 90 seconds virtual tour of our site

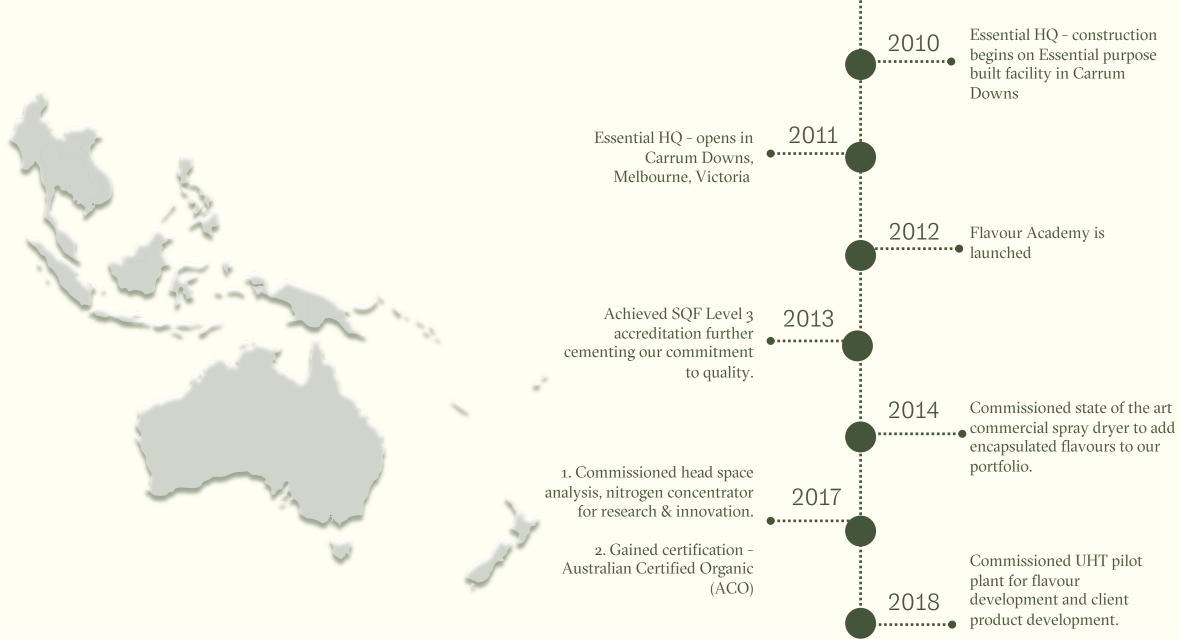


## Essential's Establishment In Australia & NZ



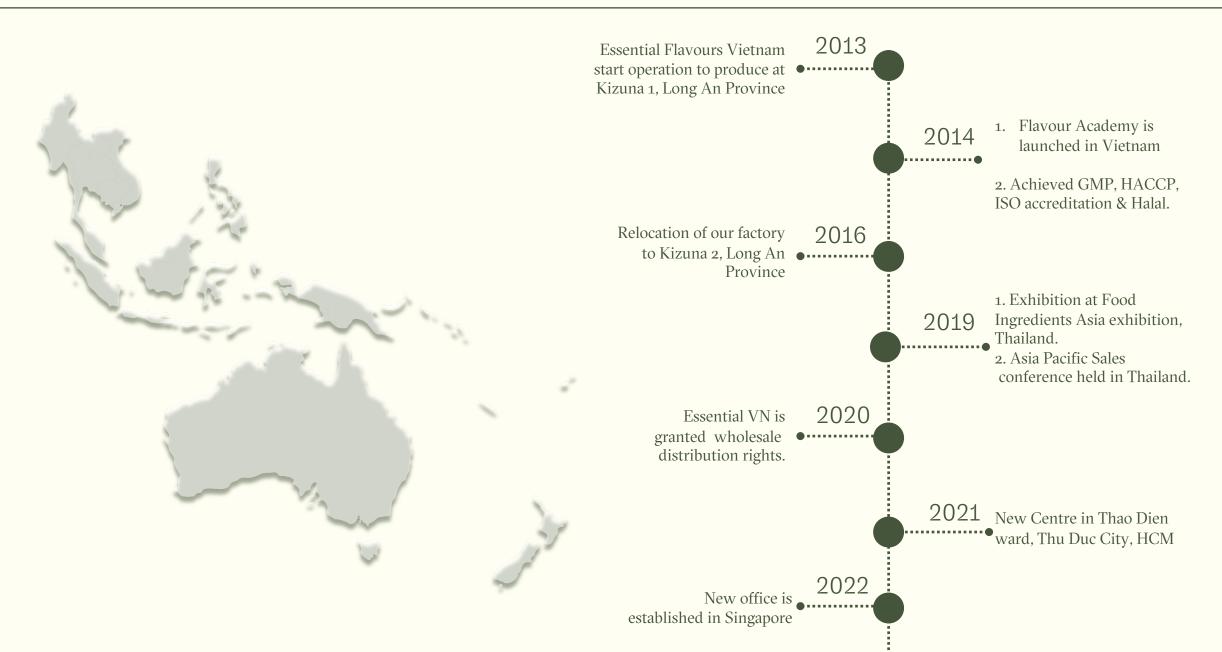






# Our Expansion In South East Asia

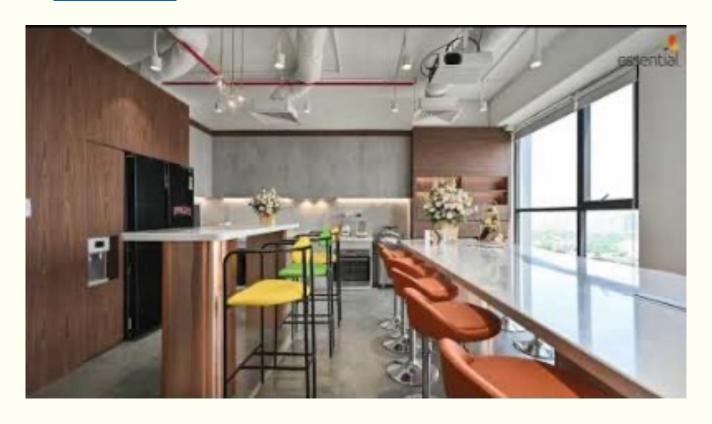




# Vietnam Collaboration Centre - Welcoming Clients



Click here to take a virtual tour of our Vietnam site



# Australian Laboratory upgraded





# Australian Laboratory upgraded

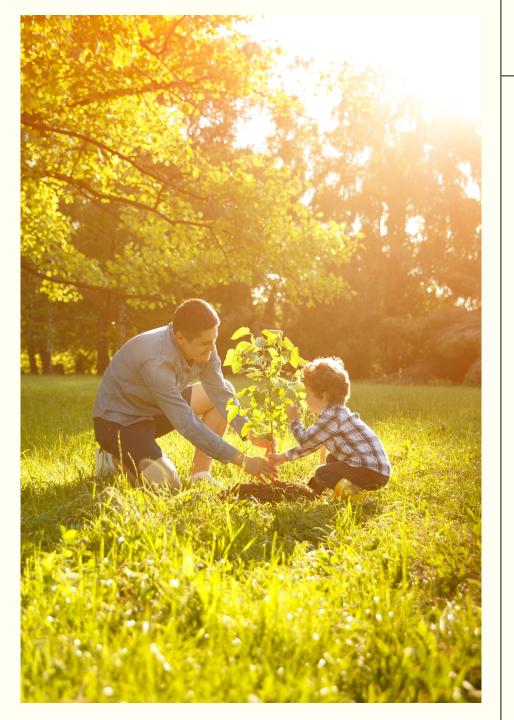




# Australian Laboratory upgraded







## What is new?



## **Commercial Spray Dryer - Completed**

Installation of a second Commercial Spray Dryer, which will double our manufacturing capacity. It is identical to our current dryer, which will ensure all products will be identical no matter which dryer is used.

## **Commercial Blender - Completed**

Installation of a 500LT double helix ribbon blender, allowing Essential to expand our portfolio of blended and plated flavours.

## Pilot Spray Dryer - Completed

Installation of a second pilot spray dryer for R&I. A larger model, this will be used for R&I trials, and larger production trial quantities.

#### **Collaboration Centre - Completion mid 2022**

A centre dedicated to collaboration with our clients and sharing our knowledge. This area is located next to our Applications Lab. It is also the access point for our future Sensory Laboratory. Enough space for over 20 people to attend Flavour Academy, training and tastings.

## **Sensory Research - Completion mid 2022**

6 sensory research booths, designed so that panellists have their own booth and have zero contact with supplier of samples. Also has odour control, adjustable lighting and with all results recorded electronically.

# **Essential's Clients and Partners**





Essential is a technically driven flavour house with its sights set on export to 25+ countries by 2025

## Essential's Values



We are our Community



We put the WOW into the mix



We are trusted to create



We think beyond our borders



We are solution focused



We share the love



# A selection of our extensive Flavour range



| Fruit<br>Flavours                         | Spice & Herb Flavours   | Savoury<br>Flavours  | Nut, Grain & Bean Flavours  | Dairy<br>Flavours  | Brown<br>Flavours   | Mint<br>Flavours                            | TasteMax <sup>™</sup><br>Flavours   |
|---|---|--|---|--|---|---|---|
| Berries Citrus Tropical Stone Fruit Melon | Chai Ginger Cinnamon Cardamom Lemongrass Aniseed Basil Clove Coriander Bunspice Herb Nutmeg | Cucumber Pumpkin Seaweed Carrot Smoke Mustard Balsamic Egg Mayonnaise Maple Bacon Mesquite Fatty Note Sweet Potato | Peanut Macadamia Black Bean Walnut Pistachio Pecan Sesame Hazelnut Almond Oat | Cheese Custard Milk Yogurt Greek Yogurt Butter Butter Cream Devon Cream Coconut Cream Cream Cheese | Vanilla Caramel Chocolate Toffee Coffee Honey Honeycomb Maple | Spearmint Peppermint Garden Mint River Mint | For enhancing, masking & blocking Sweetness Enhancer Acidity Masker Bitterness Masker Sweetness Blocking Protein Masker |

# A selection of our extensive Flavour range



**Australian Native** 

**Flavours** 

Aniseed Myrtle

Davidson Plum

Kakadu Plum

Lemon Myrtle

Wattle Seed

Lemon Aspen

Quandong

River Mint

Munthari

Wild Lime

Native Basil

Wild Rosella

Passion Berry

Dessert

**Flavours** 

Limoncello

Panna Cotta

Popcorn

Rocky Road

Banana Bread

Birthday Cake

Black Forest

Chocolate Fudge

Peanut Butter

Cookie Dough

Cheesecake

Biscuit

Alcohol

**Flavours** 

Blue Curação

Alcohol Booster

Jamaica Rum

Irish Cream Rum

Alcohol Toner

Beer

Bourbon

Brandy

Pink Gin

Asian

**Flavours** 

Rice

Bird's Nest

Taro

Dragon Fruit

Condensed Milk

Matcha

Black Tea

Ginseng

Soursop

Green Tea

Noni

Lotus Seed

Red Bean

Pomelo

Floral

**Flavours** 

Chrysanthemum

Elderflower

Orange Blossom

Hibiscus

Lavender

Musk

Rose

Wild Rosella

Lotus flower

Frangipani

Coffee Blossom

Marigold

Honey Myrtle

Organic

**Flavours** 

Chocolate

Vanilla

Coffee

Apple

Orange

Cream

Dark Chocolate

Elderflower

Golden Kiwi

Golden Syrup

Green Apple

Green Tea

Honey

# Explore our flavour brochures





## Research & Innovation Solutions



Essential have a team of experienced flavourists that can assist with any of the following:









With access to over 3000 flavour chemicals and extensive knowledge across chemical compatibility and carrier systems, our team can effectively develop a flavour unique to our customer's requirement.

While we understand the importance and invest heavily in flavour technology to enhance our matching ability, we also encourage our flavourists to use their personal flair when developing new flavours. We believe this balance of technology and art is what make Essential's flavours unique.



# **Product Application Testing**



Essential combines the leading knowledge and experience of our R&D team with global market trends to assist our clients in developing outstanding products including extensive experience with understanding the relationship between flavour, sweeteners and taste modifiers.

Our application laboratory has a range of equipment to simulate our clients processing conditions for various end uses.



Cereal & Snack foods



Non - alcoholic beverage



**Pharmaceutical** 



Sport Supplements



Health & Wellness



**Bakery** 



Alcoholic Beverage



Ice cream & dairy



Dairy Alternatives



Organic Products



# Specialised Equipment



Together with extensive knowledge and technical experience within our Flavour Creations Team, Essential Flavours has specialised flavour creation equipment as below to name a few:

## **GCMS**, Headspace Analysis And Nitrogen Concentrator

Used to assist in the development and replication of new flavours, as well as enhancing QC systems to ensure high quality standards of our raw materials and flavours are met at all times.

#### **Laboratory-scale Homogeniser**

Used for the development of new flavour emulsions suitable for both Still and Carbonated beverage applications to overcome the challenges around solubility, stability and regulatory requirements.

#### 2 X Pilot-scale Spray Driers

Used for the development and/or modification of new powder flavours and to provide trial sized orders for customer upscaling. These equipment also enables our flavour creations team to conduct series of trials to ensure that the most optimised flavour profile is achieved.



# Specialised Equipment



Together with extensive knowledge and technical experience within our Flavour Creations Team, Essential Flavours has specialised flavour creation equipment as below to name a few:

#### Microscope

Used for determining the size of the emulsion particles to determine stability and shelf life.

#### **Flash Point Tester**

Used to determine the volatility of flavours to ensure accurate advise for application suitability and safe transport mode.

#### Incubator

Used in conducting flavour stability and shelf life testing.

#### **Fumehood Cabinets**

Used when our Flavour Creations team are using highly volatile flavouring substances to ensure that the air in the laboratory is not contaminated with different aromas and our team's respiratory health is not compromised.

## Centrifuge

Used to separate different particles by using gravitational force and speed depending on particle size, density and viscosity of the sample. This is only used in a liquid medium.



# Specialised Equipment



In conjunction with the extensive knowledge and experience within our Flavour Creations Team, Essential Flavours has specialised product development equipment to test flavour suitability in various application mediums:

### **Laboratory-scale Industrial Ice Cream Maker**

This equipment is used to identify flavour suitability and provide accurate dosage level for ice cream application.

## **High Shear Mixer**

This equipment is suitable for a wide range of use from mixing, emulsifying, disintegrating and dissolving. Essential Flavours mainly uses this for beverage mixes preparation and starch/gum system mixing for slurry preparations.

#### **UHT Pilot Plant**

This equipment is used for testing of flavours to ensure the suitability and defining optimum dosage levels in high heat temperature process. This equipment is mainly used for application development and client testing with a minimum run size is 3 litres.

#### Oven

This equipment is mainly used to test flavour suitability and dosages in high heat process and longer time exposure to high heat.

## Meet Our Team





Tim Nielsen CEO

After complementing his undergraduate degree Tim worked in market and sensory research roles in Australia (with a focus on FMCG) and as business analyst for Apple in Europe. In 2007 {his father John poached him from Steve Jobs and}\* he joined Essential in an BDM role, and after completing his MBA at Melbourne Business School he took over the leadership of Essential.

His personal highlights during his time thus far at Essential are:

- Designing and building our facility in Melbourne
- Investing in the quality team to earn and keep Level 3 SQF
- Encouraging the R&I team to create the Flavour Academy™
- Expanding our business and flavour development focus to support growth in SE Asia
- Working with the operations team to install multiple spray dryers
- Achieving sales growth in every year he has been part of the essential team
- Having an amazing stand at FIA in 2019

During non COVID times Tim spends a large part of his time internationally, especially in SE Asia. Tim is a family man with two young girls and when he is not spending time with them he finds time for delicious food and wine with family and friends – always searching for the new flavour combination!

# **Operation Team**





**Darryl Taggart**Operations Manager

Darryl has been in the food manufacturing industry for more than 20 years in Australia. Prior to his management role, Darryl has spent time in various roles throughout the manufacturing industry from customer service, purchasing and scheduling.

Darryl joined Essential team in 2018 and is the Operations Manager. The Operations team covers customers service, order administration, production, delivery and Quality.

Darryl holds a Diploma in Lean Manufacturing.

Darryl Enjoys spending time online gaming and loves spending time with his Family relaxing at home. He enjoys watching the MotoGP and the Australian Rules Football.



Jane Lao Financial Analyst

As a dedicated and detail-oriented accounting professional, Jane has developed a high level of proficiency in all aspects of financial accounting, budgeting and forecasting for the past twelve years in wholesale and manufacturing.

She currently works as a financial analyst for Essential Flavours, conducting analysis of financial data to forecast revenue, analysing costs, expenses, and consolidate and analyse monthly results.

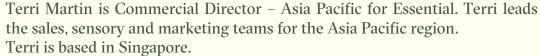
With her careful analytical mind she is able to provide robust modelling and reporting to facilitate management level decision making and support operations through analysis of key performance indicators and trends.

## Commercial





**Terri Martin**Commercial Director – Asia
Pacific



Terri started her career in London working in product development for luxury giant, Chanel. Returning to Australia Terri worked Kmart and then for Coles supermarkets as a Buyer / Category Manager before commencing with Essential Flavours. With a passion for product, trends and insights – Terri and her team work alongside food, beverage, pharmaceutical and supplement brands and manufacturers across Australia and Southeast Asia, helping them to capture changing consumer needs and innovate through flavour.

Terri holds two degrees from Monash University, Australia, multiple certificates in Wine studies from WSET. Terri is also a graduate of the Melbourne University Asialink Leaders Program for 2020 and is currently studying Diploma of Competitive Systems and Practices (LEAN). Terri's favourite flavour is Wattleseed.



**Suika Watermelon** Fresh, ripe juicy watermelon EI 38465



**Cheesecake** Creamy, yoghurt, biscuity EI 35676



**Tiramisu**Creamy, coffee with alcohol, cocoa, burnt sugar notes
EI 32857



**Munthari** Green, fruity, fleshy Australian Native EI 31676



**Wattleseed**Toasted, nutty, caramel,
floral honey, slightly creamy, vanillic
EI 29237



**Pastry**Baked, buttery, creamy
EI 35756



**Cold Brew Coffee** Smooth, roasted, caramellic coffee EI 39356



**Pink Lemonade**Confectionery, citrus, sweet
EI 32296



**Baked**Brown, toasted, buttery.
EI 29856



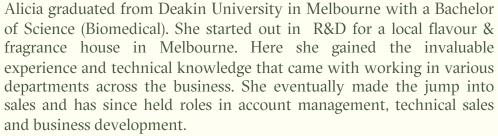
**Earl Grey** Spicy, floral, woody tea type EI 28107

## Commercial





Alicia Roberts
Sales & Sensory
Manager



She joined Essential in 2016 and leads the Sales and Sensory team in Australia. With her natural friendly and bubbly personality, Alicia loves collaborating, delivering market insights and trends, and meeting the specific needs of Essential's clients.

In her spare time, she loves spending quality time with her family and friends, traveling and especially exploring new foods and flavours, playing a game of soccer or curling up a with good book.



**Chocolate Mint** 

Cocoa, nutty, malty, sweet, Cool fresh peppermint EI 26916 - Powder



Nashi Pear

sweet, juicy, floral, fruity, fleshy EI 38277



**Lemon Meringue Pie** 

Peely, citrus, pastry, baked, cooked EI 38826



**Pink Gin** 

TAR 12818948 T1



#### **Pavlova**

Sweet, creamy, sugary pavlova EI 27417



## **Speculaas**

creamy, spicy, brown, biscuit EI 35696



#### Trifle

Baked, sweet, creamy, sherry EI 38586



## **Peppermint Tea**

fresh, peppermint style EI 20575



#### **Cold Brew Coffee**

Smooth, roasted, caramellic coffee EI 39356



## Omija (Korean Berry)

Tart, berry, fruity, herbaceous, woody EI 38577

## Commercial Team - BDM





Rachel Kilby
Business Development
Manager

Rachel graduated a double degree from Deakin University in Melbourne with a Bachelor of Food and Nutrition Science and a Bachelor Commerce Majoring in Marketing. She is also currently completing her Masters in Human Nutrition.

Rachel started her career in the software industry as a client and software support team leader and nutritionist, quickly becoming extremely passionate about providing her clients knowledge, support and assistance to grow their organizations.

Rachel manages sales across QLD and Tasmania. With her love for sport, supplements, flavours and food in general, Rachel is always thrilled to be working alongside clients to deliver incredible flavours for whatever product or project they may be working on. Her cheerful nature and lust for knowledge support Rachel's love for providing presentations, insights and knowledge to her clients.

In her free time Rachel is an aspiring triathlete with dreams to one day complete a full distance ironman.



**Dark Chocolate**Rich, dark chocolate
EI 38006



**Coffee**Subtle roasted coffee with caramel milky notes, malty, nutty EI 25766



**Honeycomb**Burnt sugar, vanillic, butter, caramel, toffee, condensed milk EI 31256



**Ginger**Earthy, mature, spicy, dry
EI 9276



**Old fashioned lemonade** Creamy, subtle, lemonade style EI 4375



**Strawberry**Fruity, juicy strawberry, confectionery, ripe, sweet, fresh, floral, berry EI 25776



**Lemon Myrtle**Green, tart, confectionery style, peely, citral, fresh, herby
EI 27436



Caramel
Vanilla, caramelised sugar,
creamy, sweet
EI 29216



**Mixed Berry**Astringent, blackberry/blueberry, ripe, forest berry
EI 22556



**Chai Spice**Sweet spices, characteristic of chai tea
EI 7436 - Powder

## Commercial Team - BDM





Vaughan Gough Business Development Manager

Vaughan is a UQ food technology graduate with over 12 years of industry experience across R&D, QA, procurement, powder handling, beverage and bakery to name a few. He has also held positions in business management and advisory for Custom Foods and the ACO. Vaughan is passionate about Food Science, finding win:win solutions and helping people grow.

Currently, Vaughan is in charge of expanding Essentials partnerships in Victoria, New South Wales and New Zealand.



Portello



Mandarin



**Dark Cherry** 



**Cherry Delight** 



**Concord Grape** 



**Choc Malt** 



Pepper berry



Coconut



Peach



**Raspberry Cola** 

## Commercial Team - BDM





Rosie Lam
Business Development
Manager

Rosie completed Linguistics Bachelor Degree at Vietnam National University Ho Chi Minh City. With outstanding academic achievements, she was offered a chance to work as a sales admin in The French global Corporation Flavour House After 2- year valuable working experience directly with flavourist and lab technician, she found that she also had the ability of serving and giving the values for the customers. She underwent many trainings in one of the most professional corporation and efforts to make her dream come true. As the results, she gained the promotion with the new position "Sale Coordinator".

She joined Essential Team in 2018 with the same enthusiasm and is currently holding the position of BMD. Being a representative of Melbourne Team in Vietnam, with warm heart and realistic thinking she never stops trying to collaborate, discover and transfer all market insight, trend, new technic, support as well as analysis to Vietnamese customers and factory to promptly meet the customer's demands.

She is keen on traveling with trying new things such as cuisine, meeting interesting people and accessing to diverse cultures.

Her most favourite quote: "If you never try, you will never know."



**Watermelon** Fresh, juicy, sweet watermelon EI 34607



Pandan
Cooked pandan leaf, creamy,
sweet coconut
EI 35037



**Hibiscus**Fresh, floral and fruity
EI 34447



**Pear**Crisp, ripe, juicy, fruity
EI 23657



**Jasmine** True-to-type, floral, green EI 35477



**Acai** Fruity, floral, ripe, berry EI 35667



**Cashew Fruit** Over-ripe, pungent, fruity, tropical EI 35297



**Cream Butter**Tart, sweet butter, creamy
EI 35337



**Pink Guava**Fresh, fruity, juicy
EI 35667



**Cappuccino**Roasted, coffee, nutty, burnt, creamy
EI 8975

# Commercial Team - Customer Service & Marketing





**Nga Dang**Customer Service Executive



**Buu Ly**Marketing Executive

Nga is a Customer Service Executive at Essential. She currently handles part of Essential's customers across Australia and Asia.

With nearly 10 years of experience working for some of the world's leading shipping lines and freight forwarders in various roles of customer service, inside sales as well as logistics officer, Nga has gained a great deal of invaluable experience and skills to be a competent customer service executive.

She joined Essential in June 2020 and since then she's been keeping updating her knowledge about flavour industry as well as relating industries in order to meet the specific needs of Essential's clients as well as to deliver the best services to our customers.

In her spare time, she loves spending quality time with her family and friends, taking scenery photos, travelling and especially exploring new foods and cultures

Buu is Marketing Executive for Essential. Buu manages Essential's creative materials, marketing content, consumer insights and researches new product trends.

Buu has worked as a senior marketer for 5 years in Vietnam with more than 3 years of experience in the marketing of beverages and flavours for multinational companies. She is passionate about bringing ideas to life. Buu keeps up to update with product innovation, trends and insights to support her team in both Australia and South East Asia regions.

Buu is continually building on her knowledge within flavour industry and it's application to beverage, bakery, confectionery, dairy and health + wellness products.

... and her favourite flavour is Lilly Pilly.





**Holly Ann Patley**Senior Flavourist

Holly started her career in flavours on the applications side, which sparked an interest in how flavours are actually made. Thereafter, she moved into the area of flavour creation.

She has been employed in the food industry for over 30 years. The majority of this time was spent as Flavourist with some major Flavour Houses in different parts of the world.

As flavourist training involves many years of in-house training and learning the signature aroma and taste of the range of chemicals, extracts and substances used in creating a flavour, Holly has a memory library accumulated over the term of her employment.

She keeps updated with new developments and changes in legislation by her association with international and local food technology and flavourist organisations.

A personal interest in good food and wine reinforces the enthusiasm behind her creation of appetising flavours.









Wendy Thu Le
Junior Flavourist

Wendy graduated from Polytechnic University in Vietnam with a Bachelor of Engineering in Biotechnology and Chemistry. She started out as researcher and product developer for confectionery manufacturing groups in Vietnam. During 10 years of product development, she has gained extensive experience in application techniques in the food industry. One of them is the types of aromas and that is when she is interested in the flavour of food. From there, she decided to enter the food flavouring industry.

She has been working and trained at a leading Flavour House in Europe. Here, she learned about a variety of natural and synthetic raw materials to plant extracts. Along with her passion and acumen in sensing flavours and working experience with major Flavouring Houses, she decided to join Essential in 2018 as a junior flavourist but also as a market coordinator for Vietnamese market. She always learns and understands new techniques and product trends in the Flavour and Food industries. Wendy loves to cook delicious traditional Vietnamese dishes for the family. It helps balance her life and always maintains and inspires her with new aromas.



**Frangipani** Strong floral, sweet, honey EI 34767



**Soursop** Ripe, fruity, fleshy, tart EI 35567



**Cashew**Over-ripe, pungent, fruity, tropical
EI 35297



**Watermelon**Fresh, juicy, real sweet watermelon
EI 34607



Pandan
Cooked pandan leaf, creamy,
sweet coconut
EI 35037



**Pink Guava** Fresh, Fruity, Juicy EI 35667



**Noni** Cheesy, ripe, fruity EI 35087



**Bird Nest** Sweet, nutty, caramelic, sugary EI 35367



**Lotus Flower**Floral, lotus flower tea, powdery
EI 35077



**Brown Sugar**Strong brown sugar profile, sweet, slightly buttery
EI 35577





Vinh Nguyen
Trainee Flavourist

Vinh joined Essential in 2015 initially in the role of Quality Control Officer. This introduction to the flavour industry highlighted his ability to rapidly grasp concepts and practical applications of flavour ingredients. His enthusiasm and good aroma memory soon enabled him to broaden his function within the company. Under the supervision of Essential's Senior Flavourist Vinh has progressed from compounding of formulations to now actually developing original concept flavours. Vinh now routinely receives projects that involve the creation and/or modification of flavour profiles. Vinh is constantly updating his knowledge and enjoys investigating new raw materials. He has discovered an ability that he may never have been aware of if he had not taken a position in the Flavour Industry.



**Strawberry** Creamy, fruity, candy EI 34546



**Brown Sugar** Strong brown sugar profile, sweet, slightly buttery EI 35577



**Watermelon**Fresh, juicy, real sweet watermelon
EI 34607



**White Grape** Fruity, Juicy, white grape EI 35647



**Frangipani**Strong floral, sweet, honey
EI 34767



**Pink Guava** Fresh, Fruity, Juicy EI 35667



**Noni** Cheesy, ripe, fruity EI 35087



**Papaya** Tropical, ripe papaya EI 36367



**Soursop**Ripe, fruity, fleshy, tart
EI 35567

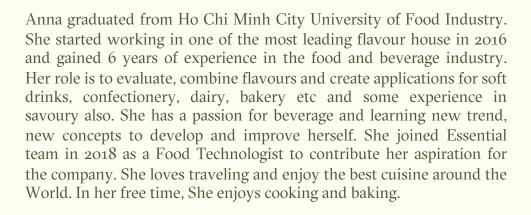


**Calamansi** Fresh, fruity, citrus EI 31335





**Anna Nguyen**Food Technologist





**Banana Flavour** Ripe, Fleshy, Fresh Ei 22787



**Passionfruit Flavour** Fresh, Juicy Passionfruit Ei 20507



**Kiwi Fruit Flavour** Green, Fleshy, Mils Astringency Ei 4237



**Kumquat Flavour** Fresh, Citrus, Peely Ei 7695



**Honey Flavour** Sweety, Waxy, Less Floral Ei 20667



**Blueberry Flavour** Berry, Juice Style, Sweet Ei 8617



**Watermelon Flavour**Green, Fresh Note,
A Little Young Peeply
Ei 34607



**Tamarind Flavour** Tart, Jammy Tamarind, Sweet Ei 28887



**Guava Flavour** Fleshy, Ripe, Sweet Ei 5847



**Grape Flavour**Jammy, Fruity, Sour
Ei 8717

# Food Safety & Regulation















SQF

Certification

SQF Food Safety Code
For Manufacturing:
Edition 8. Certified
HACCP Based Food
Safety Plans. Excellent
Grading (100%)

Halal Certification

We are registered with HCAA with many of our flavours already certified.

Kosher Certification

We are registered with Kosher Australia, with many of our flavours already certified. TGA Standards

Many of our flavours are registered with the TGA to be utilized in a range of different medicinal applications.

Organic

Certified

We have achieved
Organic certification
with the ACO, USDA
and have an extensive
Organic Flavour Range.

# Client Support: Foundation Flavours





Click here to explore

#### **Foundation Flavours**

- A range of flavours that are readily available for our clients.
- R&D Faster turnaround time of samples to assist with internal timelines and efficiencies. Wide range of natural, synthetic, liquid and powder flavours to help create and inspire innovation.
- Regulatory All technical documentation available including SDS, PIF Forms, technical data sheets, Halal certifications, kosher certifications and TGA.
- Purchasing Low minimum order quantities, short lead times, value pricing to address cost considerations.

#### **Samples**

- At Essential we take samples seriously as we know how critical they are to your product development.
- We have a dedicated sample team to ensure timely and accurate despatch of samples.



## Production



Essential's flavours are proudly developed and manufactured in Melbourne, Australia.

- We actively work with our clients to meet their requirements including MOQ, cost & lead times.
- All raw materials are tested thoroughly by our GCMS analyst and examined by our well-trained sensory panel.
- All finished product is tested thoroughly by our QC Team and our well- trained sensory panel.

# Client Support & Workshop









Flavour Academy live online workshops Flavour Academy has been specifically designed by Essential to bring the world of flavours closer to our customers in the food & beverage industry. The training course is held in a relaxed setting, and helps our customers understand and appreciate the science, technology, regulations and application of flavours in today's market.

With our openness in sharing our knowledge, we believe that the Flavour Academy training courses are a significant point of difference that brings immense value to our clients & agents.

## Our feedback:

"We have a very competent product development team, however I think it will provide some more knowledge for our team when trouble shooting more challenging products"

Peter, Technical Manager

"Being able to have better communication with the flavour house during the briefing process"

Mikko, GM

"Through this course, sensory evaluation of flavours will be easier as all technical terms used to describe flavours will be consistent through all of our company"

Megan, Technical Manager

# **Client Support: Market Trends**



Essential utilises a variety of local and global resources to uphold a reputable understanding of current market trends and industry challenges to develop our Proactive Presentations. Some of these sources for inspiration include:

Mintel Market Insights Industry
Subscriptions
& Additional
Research

On Site Consumer Research Sensory
Evaluation By
Our Trained
Sensory Panel

Domestic & International Shows

Our Asian Division





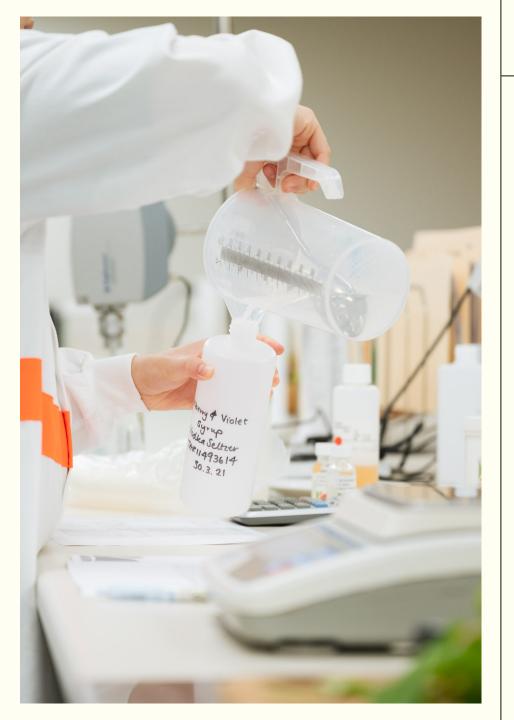












# Why us?



- Flavour **expertise** for all sweet flavour profiles across Australia & Asia.
- Our Flavour Academy program
- Speed of sampling
- Innovative flavour creation and matching competencies which assists our customers as we offer full service solutions.
- We offer **flexible** and convenient MOQs
- Consistent **quality** of product.
- **Competitively priced** as we centralise our raw material purchasing for Asia & Australia
- **Market** trends and presentation support



## Contact us



## **Essential Australia**

15 Network Drive Carrum Downs Vic 3201, Australia

+61 3 8770 8600 info@essentialflavours.com.au

## **Essential Vietnam**

Unit 20.02, 20th Floor, Worc@Q2 Building 21 Vo Truong Toan Street, Thao Dien Ward, Thu Duc City Ho Chi Minh City, Vietnam

+84 28 3535 9219 info@essentialflavours.com.au

## **Essential Singapore**

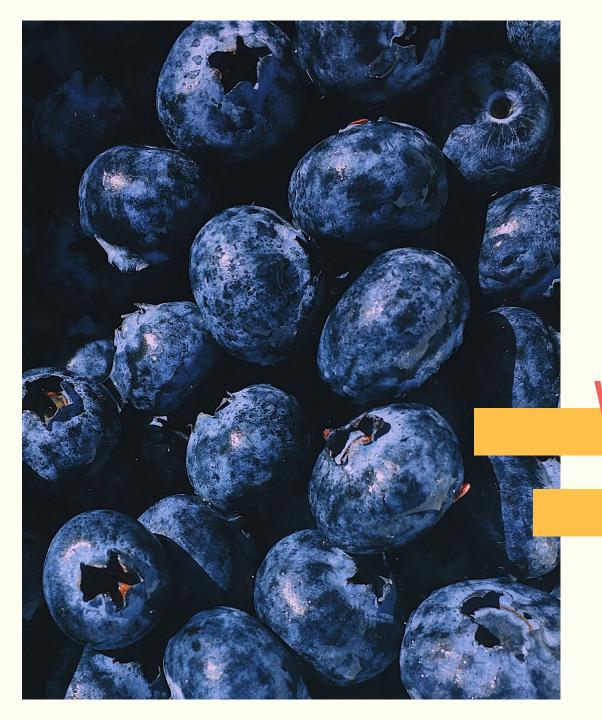
Terri Martin Commercial Director Asia Pacific

+65 8102 6913 (WhatsApp/ Mobile) terri@essentialflavours.com.au

## Website

www.essentialflavours.com





We look forward to being your partner in taste