CONCEPT TO COMMERCIALISATION

CONTRACT MANUFACTURING

Turning Ideas into Commercial Products

- New Product Development
- Small Batch Runs to Contract Manufacturing
- Capabilities
  - Spray Drying
  - Botanical Extracts
  - Fermentation
  - Cold Pressed Oils
  - Essential Oils
- Value adding
  - Agricultural & Horticultural Seconds & Food Processing Waste Steams
- Identification, Manufacturing & Sourcing of Bio Chemicals for New & Existing Formulations
- Research & Development Product Formulation

Botanical Innovations is an Australian Bio Technology company adding value to naturally occurring elements to create functional food and beverage solutions, which combine taste and function.

The company invests heavily in research and development leading to innovations, new products and proprietary production methodologies and the development of a unique range of AUSTRALIAN FUNCTIONAL NUTRACEUTICAL, Flavours, Frances & Ingredients for Functional Foods & Beverages, Natural Healthcare and Cosmeceutical Applications.

The Botanical Innovations product range includes Plant Extracts, Fermented Plant Extracts, Cold Pressed Seed Oils, Fermented Fruit & Vinegar, Fruit Powders & Essential Oils.

By unlocking natures secrets Botanical Innovations has created new classes of flavours, fragrances and ingredients that contain phenolic rich phyto nutrients the natural chemical compounds produced by plants from photosynthesis.

Our database of scientific literature provides our customers with access to the latest research and applications for our unique range of products.

Botanical Innovations products:

**Plant Extracts and Fermented Plant Extract**
- Grape Seed Extracts
- Grape Skin Extracts
- Apple Peel Extracts
- French Oak Extracts

**Cold Pressed Oils**
- Grape Seed Oil
- Cherry and Macadamia Seed Oil
- Grape and Macadamia Seed Oil

**Essential Oils and Aromatic Waters**
- Basil
- Oregano
- Persian Catnip
- Thyme

**Fruit Powders**
- Grape Seed
- Apple Peel

**CONCEPT TO COMMERICALISATION CONTRACT MANUFACTURING**

- New Product Development
- Value Adding Horticultural & Agricultural Seconds & Processing Waste Steams
- Spray Drying
- Fermentation
- Research & Development
- Identification, Manufacturing, Sourcing of Bio Chemicals for New & Existing Formulations
- Product Formulation
- Marketing and Business Planning
- Small Batch Runs to Contract Manufacturing

Botanical Innovations using proprietary technology has created the following unique Flavours, Fragrances & Ingredients from Australian apples and apple pomace.

**Apple Products**
- Apple Extract Flavour-Sweetener
- Cold Pressed Apple Seed Oil
- Apple Peel Powder
- Apple Cider Vinegar
- Apple Peel Extract
Challenge
For Botanical Innovations’ founder Kerry Ferguson, the value proposition to develop the business was clear from the outset. In Central West NSW where Botanical Innovations is located, there is an abundance of horticultural crops that generate significant waste streams. Further to this, an estimated 65 percent of the region’s agricultural output has no level of value-adding. Research that Kerry undertook revealed that the number of health supplements available to consumers, both online and in-stores, is overwhelming and confusing; and there is a growing trend for naturally derived sustainable foods that have nutritional benefits and taste great. Kerry combined all these insights and in 2014 launched Botanical Innovations to transform and refine waste from the agricultural sector into functional food and beverages.

Solution
Settling on apples, cherries, grapes and oak, Botanical Innovations worked closely with Southern Cross University to develop a number of proprietary processes combining extraction, fermentation, cold pressing and essential oil production to produce extracts, fermented extracts, fruits & vinegars, cold pressed oils, essential oils and powders. Key challenges they needed to overcome included how to process the different fruits, separating the raw material into the target components (skin, flesh and seed), and processing these target components to create the products with zero or minimal waste. Botanical Innovations’ initial business plan was to manufacture and distribute the products to wholesalers as bulk ingredients. However, during the process of developing the products, they saw an opportunity to also develop a retail range, reflective of the impact that technological change is having on the food and beverage industry.

Outcome
It has taken two years for Botanical Innovations to develop their products to the point where they are ready to commercialise. Over this time, the company has evolved from being focused on research and development to being a producer of a unique range of functional food and beverages for wholesale and retail markets. They are launching an online shop and are exploring opportunities to supply the growing middle classes in China and India, and consumers in Japan and Korea, where there is a long tradition of drinking vinegars as a health tonic. Botanical Innovations will continue to collaborate with Southern Cross University and is planning to engage its own researchers to continue to add to its range of great tasting foods and beverages that have enhanced health and nutritional benefits.

Botanical Innovations has spent two years undertaking research and development to create proprietary technologies to manufacture its unique range of phenolic rich phytonutrients for functional foods and beverages.

Source: Celebrating Australian Food and Agribusiness Innovations, FIAL 2017
Australian Government Department of Industry, Innovation and Science Industry Growth Centres
VALUE ADDING AGRICULTURAL & HORTICULTURAL SECONDS & FOOD PROCESSING WASTE STREAMS

CONCEPT TO COMMERCIALISATION

Botanical Innovations has spent 2 years undertaking research and development to create a range of proprietary technologies to manufacture unique and novel products from agricultural and horticultural seconds and food processing waste streams.

We are able to turn low value seconds and processing waste streams into high value products.

CONCEPT TO COMMERCIALISATION

We offer a fixed price straight forward 4 step process for known production processes which takes a concept to a marketable product in a matter of months.

Stage 1  Product Prototype and Raw Material Assessment

Stage 2  Product Refinement

Stage 3  Product Specificaiton Development

Stage 4  Pilot Production Product Specification

CONTRACT MANUFACTURING SERVICES

New Product Development
Spray Drying
Botanical Extracts
Fermentation
Cold Pressed Oils
Research and Development
Product Formulation
Identification , Manufacturing & Sourcing
BIO Chemicals for New & Existing Formulations
Marketing and Business Planning
Small Batch Runs to Contract Manufacturing

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CONTRACT MANUFACTURING

FUNCTIONAL FOODS AND BEVERAGES
NUTRACUETICALS AND HEALTH SUPPLEMENTS
COSMETICS

Botanical Innovations
Contact Manufacturing Services
Contact Us to Help Your Business Grow

Spray Drying
Essential Oil Steam Distillation,
Botanical Extracts,
Fermented Plants, Fruits & Vegetables
Cold Pressed Oils,
Small Batch Runs,
Research and Development,
Product Formulation,
Chemical Substitution
Marketing and Business Planning

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CONTRACT MANUFACTURING

Spray Drying-Essential Oil Steam Distillation
Botanical Extracts- Plant, Fruit & Vegetable Fermentation
Cold Pressed Oils-Small Batch Runs
Research and Development-Product Formulation
Chemical Substitution-Marketing and Business Planning

CONTRACT MANUFACTURING AND ASSOCIATED SERVICES

BOTANICAL INNOVATIONS IS ABLE TO ASSIST YOU CREATE - INNOVATE AND COMMERCIALISE YOUR IDEAS TO GROW YOUR BUSINESS

Spray Drying
Essential Oil Steam Distillation
Botanical Extraction
Plant, Fruit & Vegetable Fermentation
Cold Pressed Oils
Small Batch Runs
Commercial Production
Research and Development
Product Formulation
Chemical Substitution
Marketing and Business Planning

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BOTANICAL EXTRACTS
CONTRACT MANUFACTURING

Botanical Extracts concentrate the natural components of the original botanical plant, tree, seed, flower, fruit or vegetable.

Our contract botanical extracts services will help you produce unique extracts specific to your requirements.

We are able to undertake small batch runs to larger production runs.

We can purify your extracts to meet your needs.

Contact us to discuss your requirements.

ADVANTAGE

Our natural extraction processes create botanical extracts that are true to nature. The cost of manufacturing is cost effective and proven.

COMPETITIVE PRICING

Our pricing model is straightforward.
A once of establishment fee for a known process.
A fixed fee per tonne of raw material processed.

APPLICATIONS

Food & Beverage
Flavours, Oils, Fats
Ingredients

Natural Healthcare
Oils, Health Supplements,
Ingredients

Pharmaceutical
Oils, Antibiotics, Medical Ingredients,
Additives

Cosmetics
Oils, Ingredients, Perfumes,
Skin Care Products
PLANT-FRUIT-VEGETABLE FERMENTATION CONTRACT MANUFACTURING

Botanical Innovations contract fermentation capabilities of plants-fruits and vegetables are based upon traditionally slow natural fermentation methodologies for the creation of pickles, fermented drinks, vinegars, syrups and other plant, fruit and vegetable fermentations. The slow conversion of fresh products to a fermented product can take 6 to 12 months.

Contact us to discuss your requirements

ADVANTAGE

The creation of a natural shelf stable product free from preservatives. The cost of manufacturing is cost effective and proven.

COMPETITIVE PRICING

Our pricing model is straightforward.
A once of establishment fee for a known process.
A fixed fee per tonne of raw material processed.

Botanical Innovations Contact Manufacturing Services
Contact Us to Help Your Business Grow

Spray Drying
Essential Oil Steam Distillation,
Botanical Extracts
Plant, Fruit & Vegetable Fermentation,
Cold Pressed Oils,
Small Batch Runs,
Research and Development,
Product Formulation,
Chemical Substitution
Marketing and Business Planning

APPLICATIONS

Food & Beverage
Flavours, Oils, Fats
Ingredients

Natural Healthcare
Oils, Health Supplements,
Ingredients

Pharmaceutical
Oils, Antibiotics, Medical Ingredients, Additives

Cosmetics
Oils, Ingredients, Perfumes, Skin Care Products
ESSENTIAL OIL
STEAM DISTILLATION
CONTRACT MANUFACTURING

Steam Distillation to manufacture and extract essential oils from botanical materials creates pure essential oils free from solvents.

The raw material is placed in the still and steam is forced over the material.

The hot steam helps to release the aromatic molecules from the plant material since the steam forces open the pockets in which the oils are kept in the plant material. The molecules of these volatile oils then escape from the plant material and evaporate into the steam.

The steam which contains the essential oil is passed through a cooling system to condense the steam, which forms a liquid from which the essential oil and water is then separated.

ADVANTAGE
Steam Distillation creates a natural product free from solvents and contaminants. The cost of manufacturing is cost effective and proven.

COMPETITIVE PRICING
Our pricing consists of:
A once of establishment fee for known process.
A fixed fee per tonne of raw material processed.

APPLICATIONS
Food & Beverage
Flavours, Fragrances, Colours, Ingredients

Natural Healthcare
Essential Oils, Health Supplements, Ingredients

Pharmaceutical
Antibiotics, Medical Ingredients, Additives

Cosmetics
Essential Oils, Ingredients, Perfumes, Skin Care Products

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Essential Oil Steam Distillation,
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COLD PRESSED OILS
CONTRACT MANUFACTURING

Cold Pressed Oils retain the seeds or nuts original nutrients, flavours and aromas. Cold pressed oils are as nature intended which makes them unique and different.

Our contract cold pressing services for seeds and nuts will help you produce unique oils specific to your requirements.

We are able to undertake small batch runs on our small presses and larger volumes on our larger presses.

We can filter the oil to create clear oil free from contaminants.

Contact us to discuss your requirements.

ADVANTAGE
Cold pressing creates a natural product free from solvents and contaminants. The cost of manufacturing is cost effective and proven.

COMPETITIVE PRICING
Our pricing model is straightforward.
A once of establishment fee for a known process.
A fixed fee per tonne of raw material processed.

APPLICATIONS

Food & Beverage
Flavours, Oils, Fats
Ingredients

Natural Healthcare
Oils, Health Supplements,
Ingredients

Pharmaceutical
Oils, Antibiotics, Medical Ingredients,
Additives

Cosmetics
Oils, Ingredients, Perfumes,
Skin Care Products

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Spray Drying
Essential Oil Steam Distillation,
Botanical Extracts,
Plant, Fruit & Beverage Fermentation
Cold Pressed Oils,
Small Batch Runs,
Research and Development,
Product Formulation,
Chemical Substitution
Marketing & Business Planning
SPRAY DRYING
CONTRACT MANUFACTURING

Spray Drying produces a dry powder from a liquid or slurry by rapidly drying with a hot gas and sticking the liquid to a carrier like multi dextrin.

Spray Drying is the preferred method of drying many sensitive materials for the food, health supplement, cosmetic and pharmaceutical industries.

ADVANTAGE

Spray drying creates a free flowing powder. It is less expensive than freeze drying, fast and suitable for small batch sizes.

APPLICATIONS

Food & Beverage
Milk Powder, Coffee, Tea, Eggs, Cereal, Spices, Flavouring, Starch, Colourings, Oils

Natural Healthcare
Vitamins, Essential Oils, Health Supplements

Pharmaceutical
Antibiotics, Medical Ingredients, Additives

Cosmetics
Oils, Essential Oils, Ingredients

COMPETITIVE PRICING

Our simple pricing structure consists of:
A once of establishment fee.
A fixed price per kilo priced according to volume.
R&D, PRODUCT FORMULATION, CHEMICAL SUBSTITUTION MARKETING AND BUSINESS PLANNING CONTRACT MANUFACTURING

Do you have a great idea, concept or product and need help turning it into a commercial product ready to market.

We are able to assist you with research and development, proof of concept, scale up for commercial production through to market testing and commercial production.

Contact us to see if we can help you turn your ideas into products.

COMPETITIVE PRICING

Once we understand the work required we will provide a fixed price contract divided into staged milestones at which stage you can review the project, evaluate and determine the best way forward to the next stage.

Botanical Innovations Contact Manufacturing Services Contact Us to Help Your Business Grow

Spray Drying
Essential Oil Steam Distillation,
Botanical Extracts,
Plant, Fruit & Vegetable Fermentation
Chemical Substitution
Cold Pressed Oils,
Small Batch Runs,
Research and Development,
Product Formulation,
Marketing and Business Planning

PRODUCT OPTIONS

Food
Oils, Flavours, Fragrances, Colours, Ingredients

Nutraceuticals
Oils, Essential Oils, Health Supplements, Ingredients

Pharmaceutical
Oils, Essential Oils, Antibiotics, Medical Ingredients, Additives

Cosmetics
Oils, Essential Oils, Ingredients, Perfumes, Skin Care Products
CHEMICAL SUBSTITUTION
FLAVOURS, FRAGRANCES & INGREDIENTS
Essential Oils, Plant Extracts, Vinegars, Acetic Acid Frements

Spray Drying-Essential Oil Steam Distillation
Botanical Extracts- Plant, Fruit & Vegetable Fermentation
Cold Pressed Oils-Small Batch Runs
Research and Development-Product Formulation
Chemical Substitution-Marketing and Business Planning

CHEMICAL SUBSTITUTION SERVICES
HELPING YOU CREATE ENVIRONMENTALLY FRIENDLY SAFE PRODUCTS

Botanical Innovations Chemical Substitution services have been developed in response to addressing pending legislative and regulatory changes to the access and use of chemicals with environmental concerns coupled with rising consumer demand for clean and green products which are biodegradable residue free and environmentally friendly.

APPLICATIONS
Substitution of Fragrances, Flavours, Additives, Colours, Preservatives, Ingredients, Active Ingredients

Food & Beverage Products
Natural Healthcare Products
Pharmaceutical Products
Cosmetics Products
Consumer Products
Industrial Products
Agriculture
Manufacturing
Fumigants
Sanitisers
Disinfectants

SERVICES
Identification of chemical substitutes in existing and new products.
Scientific literature reviews
Sourcing of chemical substitutes
Formulation advice

COMPETITIVE ADVANTAGE
The ability to create and brand green sustainable environmentally friendly products.

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CONTRACT MANUFACTURING
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