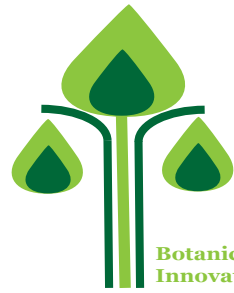


AGTECH - FOODTECH

Concept to Commercialisation
Contract Manufacturing and Advisory Services



botanicalinnovations.com.au

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Contract Manufacturing and Advisory Services



ABOUT US



Botanical Innovations is an Australian Bio Technology company adding value to naturally occurring elements to create a unique range of AUSTRALIN NUTRACEUTICAL Flavours, Fragrances and Ingredients for Functional Foods and Beverages, Cosmeceutical and Natural Healthcare applications.

Our unique product ranges includes Essential Oils, Plant Extracts, Cold Pressed Oils, Fermentations and Fruit Powders.

By unlocking nature's 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 also offer a range of concept to commercialisation services which include contract manufacturing and advisory services for companies operating in the agtech and foodtech space.

FOODTECH AGTECH SERVICES

MANUFACTURING

- Concept to Commercialisation Services
- New Product Development
- Value Adding Waste Streams
- Spray Drying
- Cold Pressing Seeds for Oil
- Plant Extracts
- Essential Oils
- Milling
- Small batch runs to commercial production
- Product Formulating Services
- Research and Development

CORPORATE ADVISORY

- Business Planning
- Marketing and Sales Research and Planning
- New Product Launches
- Identification and Assistance with Capital Raising
- Technology Evaluation, Selection and Commissioning
- International Advisory Consultancies
- Search and Selection Senior Management
- Interim Management Services

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MANUFACTURING SERVICES TURNING IDEAS INTO COMMERCIAL PRODUCTS



MANUFACTURING HACCP & GMP Accredited Facilities

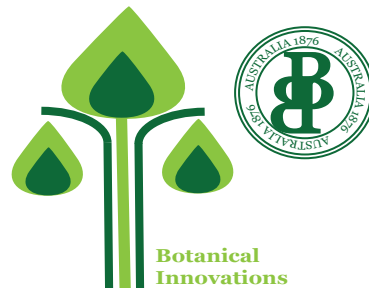
Concept to Commercialisation Services
New Product Development
Value Adding Waste Streams
Spray Drying
Cold Pressing Seeds for Oil
Plant Extracts
Essential Oils
Milling
Fermentation
Small batch runs to commercial production
Product Formulating Services
Research and Development
Commercial Kitchen Services
Fully Equipped Laboratory
Benchtop Trials



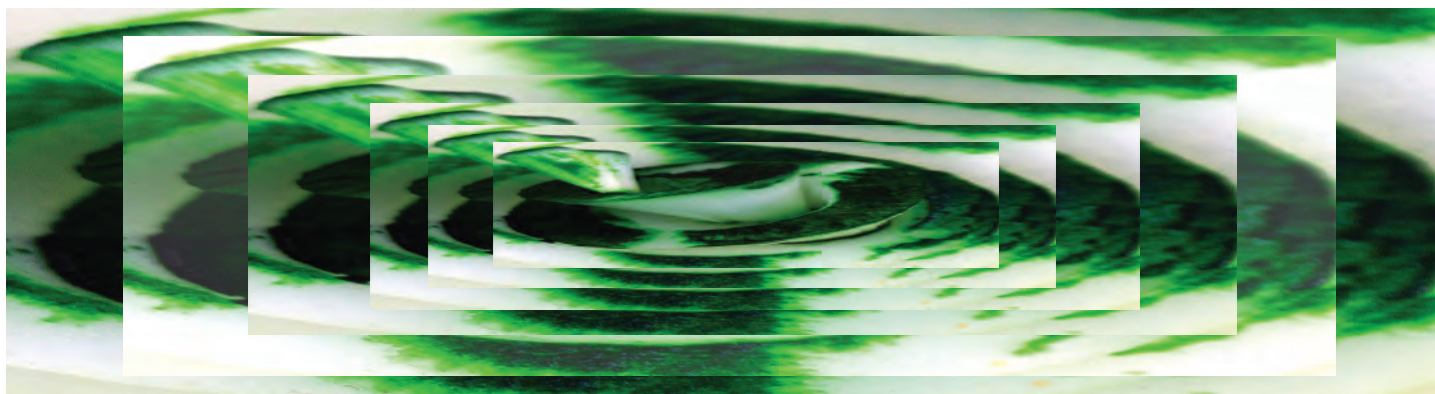
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Concept to Commercialisation
Contract Manufacturing and Advisory Services



MANUFACTURING SERVICES CONCEPT TO COMMERCIALISATION NEW PRODUCT DEVELOPMENT



WE CAN TURN YOUR IDEAS INTO FINISHED PRODUCTS

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.

BOTANICAL INNOVATIONS METHODOLOGY

Stage 1 Product Prototype and Raw Material Assessment

Stage 2 Product Refinement

Stage 3 Product Specifications and Development

Stage 4 Pilot Production and Product Specification

MANUFACTURING SERVICES

HACCP &GMP Accredited Facilities

Concept to Commercialisation Services
New Product Development
Value Adding Waste Streams
Spray Drying
Cold Pressed Oil
Plant Extracts
Essential Oils
Milling
Fermentation
Small batch runs to commercial production
Product Formulating Services
Research and Development
Commercial Kitchen Services
Fully Equipped Laboratory
Benchtop Trials

ADVANTAGE

Botanical Innovations is able to assist you create unique and high value products from your concepts and ideas.

COMPETITIVE PRICING

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

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MANUFACTURING SERVICES VALUE ADDING WASTE STREAMS



Over \$2 billion worth of fruits and vegetables go to waste in Australia each year. This is a global problem over \$200 billion. Botanical Innovations has a zero waste policy and wherever possible we can turn your fruit and vegetable seconds, agricultural waste streams and plant based manufacturing waste into value added oils, extracts, fermentations, powders and a variety of consumer products.

Contact us to help you turn your waste into a value added product.

MANUFACTURING SERVICES HACCP &GMP Accredited Facilities

Concept to Commercialisation Services
New Product Development
Value Adding Waste Streams
Spray Drying
Cold Pressed Oil
Plant Extracts
Essential Oils
Milling
Fermentation
Small batch runs to commercial production
Product Formulating Services
Research and Development
Commercial Kitchen Services
Fully Equipped Laboratory
Benchtop Trials

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.

ADVANTAGE

Botanical Innovations is able to assist you create unique and high value products from agricultural, horticultural and processing waste streams.

COMPETITIVE PRICING

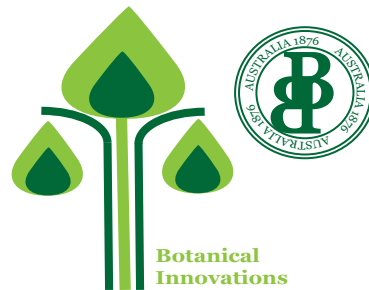
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MANUFACTURING SERVICES SPRAY DRYING



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 malto dextron or acacia gum.

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

MANUFACTURING SERVICES HACCP &GMP Accredited Facilities

Concept to Commercialisation Services
New Product Development
Value Adding Waste Streams
Spray Drying
Cold Pressed Oil
Plant Extracts
Essential Oils
Milling
Fermentation
Small batch runs to commercial production
Product Formulating Services
Research and Development
Commercial Kitchen Services
Fully Equipped Laboratory
Benchtop Trials

APPLICATIONS

Food & Beverage
Coffee, Tea, 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

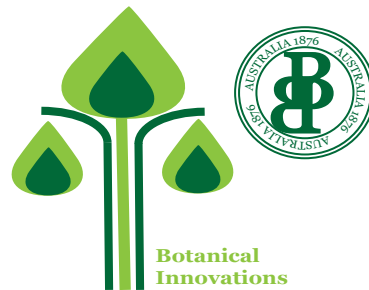
Our simple pricing structure consists of:
A once off establishment fee.
A fixed price per kilo priced according to volume.

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MANUFACTURING SERVICES COLD PRESSED OILS



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 a clear oil free from contaminants.

Contact us to discuss your requirements.

ADVANTAGE

Cold pressing creates a natural product free from solvents and contaminants. .

COMPETITIVE PRICING

Our pricing model is straight forward.

A once of establishment fee for a known process.

A fixed fee per tonne of raw material processed.

COLD PRESSED OILS 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

MANUFACTURING SERVICES

HACCP &GMP Accredited Facilities

Concept to Commercialisation Services

New Product Development

Value Adding Waste Streams

Spray Drying

Cold Pressed Oil

Plant Extracts

Essential Oils

Milling

Fermentation

Small batch runs to commercial production

Product Formulating Services

Research and Development

Commercial Kitchen Services

Fully Equipped Laboratory

Benchtop Trials

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AGTECH - FOODTECH

Concept to Commercialisation
Contract Manufacturing and Advisory Services



MANUFACTURING SERVICES BOTANICAL EXTRACTS



Botanical Extracts concentrate the natural components of the original botanical plant, tree, seed, herb, 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.

COMPETITIVE PRICING

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

APPLICATIONS

Food & Beverage
Flavours, Condiments, Ingredient
Natural Healthcare
Health Supplements, Ingredients
Pharmaceutical
Antibiotics, Medical Ingredients, Additives
Cosmetics
Ingredients, Skin Care Products

MANUFACTURING SERVICES HACCP & GMP Accredited Facilities

Concept to Commercialisation Services
New Product Development
Value Adding Waste Streams
Spray Drying
Cold Pressed Oil
Plant Extracts
Essential Oils
Milling
Fermentation
Small batch runs to commercial production
Product Formulating Services
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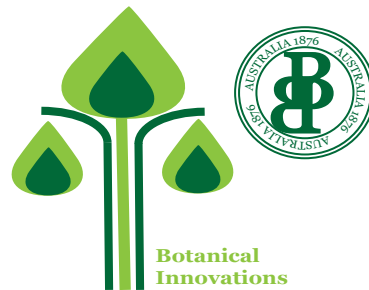
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MANUFACTURING SERVICES ESSENTIAL OIL DISTILLATION



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.

Hot steam helps to release the aromatic molecules from the plant material as the heat 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

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

MANUFACTURING SERVICES

HACCP &GMP Accredited Facilities

Concept to Commercialisation Services
New Product Development
Value Adding Waste Streams
Spray Drying
Cold Pressed Oil
Plant Extracts
Essential Oils
Milling
Fermentation
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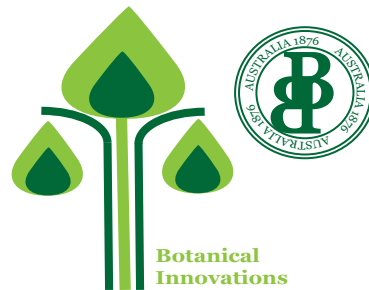
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MANUFACTURING SERVICES FINE POWDER - FLOUR MILLING



Botanical Innovations is able to mill and dry a large number of botanical products to create a fine powder or flour.

We are able to undertake small batch runs to large commercial production.

Flours and Powders have a variety of applications for functional foods and beverages, cosmetics and natural healthcare.

MANUFACTURING SERVICES HACCP &GMP Accredited Facilities

Concept to Commercialisation Services
New Product Development
Value Adding Waste Streams
Spray Drying
Cold Pressed Oil
Plant Extracts
Essential Oils
Milling
Fermentation
Small batch runs to commercial production
Product Formulating Services
Research and Development
Commercial Kitchen Services
Fully Equipped Laboratory
Benchtop Trials

APPLICATIONS

Food & Beverage
Flavours, Condiments, Ingredients

Natural Healthcare
Health Supplements, Ingredients

Pharmaceutical
Antibiotics, Medical Ingredients, Additives

Cosmetics
Ingredients, Skincare products

ADVANTAGE

Our milling process creates fine powders and flours for a variety of applications.

COMPETITIVE PRICING

Our simple pricing structure consists of:
A once off establishment fee.
A fixed price per kilo priced according to volume.

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MANUFACTURING SERVICES FERMENTATION



Botanical Innovations contract fermentation capabilities 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

MANUFACTURING SERVICES
HACCP &GMP Accredited Facilities

Concept to Commercialisation Services
New Product Development
Value Adding Waste Streams
Spray Drying
Cold Pressed Oil
Plant Extracts
Essential Oils
Milling
Small batch runs to commercial production
Product Formulating Services
Research and Development
Commercial Kitchen Services
Fully Equipped Laboratory
Benchtop Trials
Research and Development

APPLICATIONS

Food & Beverage
Flavours, Condiments, Ingredients

Natural Healthcare
Health Supplements, Ingredients

Pharmaceutical
Antibiotics, Medical Ingredients, Additives

Cosmetics
Ingredients, Skin Care Products

ADVANTAGE

The creation of a naturally fermented shelf stable product free from preservatives..

COMPETITIVE PRICING

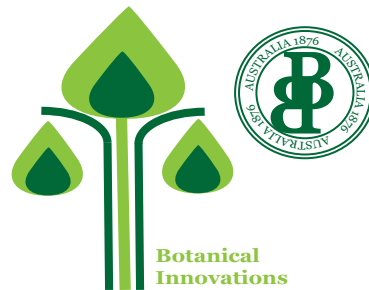
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MANUFACTURING SERVICES BOTANICAL FORMULATION SERVICES



Botanical Innovations Botanical Formulations 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.

MANUFACTURING SERVICES HACCP & GMP Accredited Facilities

Concept to Commercialisation Services
New Product Development
Value Adding Waste Streams
Spray Drying
Cold Pressed Oil
Plant Extracts
Essential Oils
Milling
Fermentation
Small batch runs to commercial production
Product Formulating Services
Research and Development
Commercial Kitchen Services
Fully Equipped Laboratory
Benchtop Trials

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APPLICATIONS

Fragrances, Flavours, Additives.
Colours, Preservatives,
Ingredients, Active
Ingredients

Food & Beverage Products
Natural Healthcare Products
Pharmaceutical Products
Cosmetics Products
Consumer Products
Industrial Products
Agriculture

**CREATE
ENVIRONMENTALLY
FRIENDLY, SAFE &
SUSTAINABLE PRODUCTS**

COMPETITIVE ADVANTAGE

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

SERVICES

Identification of botanical substitutes in
Existing and new products.
Scientific literature reviews
Sourcing of botanical substitutes
Formulation advice

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Concept to Commercialisation
Contract Manufacturing and Advisory Services



ADVISORY SERVICES

TAKE YOUR INNOVATIONS TO THE WORLD



We understand that it takes more than a the ability to turn a great idea into a product.

Our team of specialist technical advisors are able to assist you choose the right technology and develop appropriate marketing and business plans to continue to grow your business after we have helped you turn your idea into a market ready product.

CORPORATE ADVISORY

Business Planning
Marketing and Sales Research and Planning
New Product Launches
Assistance with Capital Raising
Assistance with Grant Applications
Technology Evaluation, Selection and Commissioning
International Advisory Consultancies
Search and Selection Senior Management
Interim Management Services

*"Growth is never by mere changes;
it is the result of forces working
together"*

James Cash Penney
Founder JC Penney

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ADVISORY SERVICES BUSINESS PLANNING



A business plan is a critical component of making your new product a success. Our team are able to assist you articulate this into a blueprint for your business.

BUSINESS PLAN COMPONENTS

- Executive Summary
- Mission or Vision Statement
- Business Description
- Market Analysis
- Management Team
- Operational Plan
- Sales Strategies
- Financial Information
- Profit and Loss Statements
- Balance Sheets
- Budget
- Capital Requirements
- Cashflow Forecasts

CORPORATE ADVISORY

- Business Planning
- Marketing and Sales Research and Planning
- New Product Launches
- Assistance with Capital Raising
- Assistance with Grant Applications
- Technology Evaluation, Selection and Commissioning
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ADVISORY SERVICES CAPITAL RAISING



Do you need capital to launch and support your new product. Our team are able to assist identify potential sources of capital and prepare the necessary documentation for debt, equity, cashflow finance, capital expenditure or possible government grants and incentives applications.

CORPORATE ADVISORY

Business Planning
Marketing and Sales Research
and Planning
New Product Launches
Assistance with Capital Raising
Assistance with Grant Applications
Technology Evaluation, Selection and
Commissioning
International Advisory Consultancies
Search and Selection Senior Management
Interim Management Services

CAPITAL RAISING

Debt
Equity
Grants and Incentives
Cashflow finance
Capital Expenditure

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ADVISORY SERVICES MARKETING AND SALES



We can assist with the marketing and sales of your product.

Who are you going to sell to?

What is the price?

Why are they going to buy your product?

Where and how are you going to sell your product to them?

CORPORATE ADVISORY

Business Planning
Marketing and Sales Research and Planning
New Product Launches
Assistance with Capital Raising
Assistance with Grant Applications
Technology Evaluation, Selection and Commissioning
International Advisory Consultancies
Search and Selection Senior Management
Interim Management Services

MARKETING AND SALES SERVICES

Market Research
Identification of Total Market
Target Market
Addressable Market
Key Customers
Development of Market Entry Strategy
New Product Launch
Sales Strategy

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ADVISORY SERVICES INTERNATIONAL PROJECTS



CORPORATE ADVISORY

Business Planning
Marketing and Sales Research and Planning
New Product Launches
Assistance with Capital Raising
Assistance with Grant Applications
Technology Evaluation, Selection and Commissioning
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Search and Selection Senior Management
Interim Management Services

Botanical Innovations has undertaken projects in:

Europe
The Ukraine
North America
Asia Pacific
India
China
Ghana

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ADVISORY SERVICES

TECHNOLOGY EVALUATION, SELECTION, COMMISSIONING



Our team of technical advisors are able to assist you evaluate technologies, develop tender documentation, select and commission production lines and integration into existing facilities.

This includes raw material processing, warehousing, packaging and product processing.

For products we have developed for you we offer technology licensing and royalty options.

CORPORATE ADVISORY

Business Planning
Marketing and Sales Research and Planning
New Product Launches
Assistance with Capital Raising
Assistance with Grant Applications
Technology Evaluation, Selection and Commissioning
International Advisory Consultancies
Search and Selection Senior Management
Interim Management Services

TECHNOLOGY EVALUATION, SELECTION, COMMISSIONING

Evaluate Technology
Develop Tender Documentation
Select Technology, Commissioning Assistance

Technology Licensing and Royalties
Options

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ADVISORY SERVICES

INTERIM MANAGEMENT SERVICES



We understand that without the right people with the right cultural fit for your organisation the new project we have assisted you with will never be the great success you are looking for.

Our team of advisors are able to act as interim managers and assist with the search and selection of senior management to assist with the development, production, marketing and sales of your new product lines if required.

CORPORATE ADVISORY

Business Planning
Marketing and Sales Research and Planning
New Product Launches
Assistance with Capital Raising
Assistance with Grant Applications
Technology Evaluation, Selection and Commissioning
International Advisory Consultancies
Search and Selection Senior Management
Interim Management Services

INTERIM MANAGEMENT SERVICES

We understand that every organisation is different. The implementation of a new project may require new skills.

We are able to provide interim management services and assist with the search and recruitment of a senior management to ensure the success of your project.

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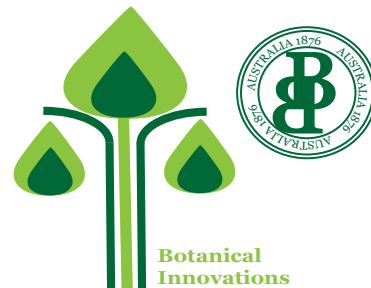
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Celebrating Australian Food and Agribusiness Innovations Book, FIAL 2018
Apple Extract Sweetener



Challenge

Research has shown there is a direct link between high consumption of sugary products and weight-related chronic health problems including an increase in the risk of developing type 2 diabetes. This has led the World Health Organisation to advocate for all countries to adopt a sugar tax similar to Mexico and the United Kingdom.

Botanical Innovations saw an opportunity in the growing requirement to reduce sugar in food products. They set out to create a fruit-based natural sweetener that has the ability to function like sugar in every day foods and beverages. The biggest technical challenge was to make the product function like a bulk sweetener without compromising on taste, mouthfeel and texture. Also critical to the project's success was ensuring the product could be competitively priced to attract broad application and uptake of the product.

Solution

Botanical Innovations started by researching the advantages and disadvantages of sweeteners currently available. They collaborated with industry and research partners including Southern Cross University to develop prototypes and conduct trials. The initial prototypes manufactured were extremely energy intensive, which had a negative impact on the price. Further development was required to identify a process that used less energy and water.

After 18 months, the team successfully created a pure fruit extract made from 100 per cent Australian Apple. Apple Extract Flavour and Sweetener is a new fruit-based alternative to sweeteners and sugars suitable for a variety of food and beverage applications including ice cream, sauces, ready meals, confectionary, baked goods, snacks, soft drinks and dairy products. Its ability to function effectively in both hot and cold food and beverage manufacturing makes it a valuable alternative to sugar and high intensity sweeteners.

Outcome

The key driver behind the invention was consumer and regulatory demand for alternatives to sugar with more than 30 countries implementing sugar taxes to reduce sugar consumption. This demand is translating into sales growth for Botanical Innovations Apple Extract Sweetener as food and beverage manufacturers look for alternatives to sugar that are able to maintain a product's existing flavour with a reduced sugar content. It has created new opportunities for manufacturers seeking clean Australian and international sugar free labels.

Apple Extract Sweetener won the Ingredient Innovation Award at the Food & Beverage Industry Awards in 2017 and is opening new domestic and international market opportunities for Botanical Innovations. The company is passionate about creating new functional taste sensations that improve health and the new knowledge and skills acquired through this project provides exciting opportunities for the company in the future.

Source: Celebrating Australian Food and Agribusiness Innovations, FIAL 2017
Australian Government Department of Industry, Innovation and Science Industry Growth Centres

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BOTANICAL INNOVATIONS FEATURED

Celebrating Australian Food and Agribusiness Innovations Book, FIAL 2017

Creating Functional Nutraceutical Flavours, Fragrances & Ingredients from Waste



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. www.botanicalinnovations.com.au

Source: Celebrating Australian Food and Agribusiness Innovations, FIAL 2017

Australian Government Department of Industry, Innovation and Science Industry Growth Centres

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Concept to Commercialisation
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