



EXTRACTS &  
AROMATIC PRODUCTS

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SINCE 1865



# THE NATURE, OUR CULTURE

Farmers and processors in the Grasse region, the Mul family have been working for 5 generations to develop the Perfumed, Aromatic and Medicinal Plants (PPAM) sector.

The development of the extraction and distillation in the 1970s has given the Group a unique position: control of the production chain and complete traceability from the plant to the aromatic products. By setting up sustainable supply chains, we can offer traceable products with monitored quality and a guarantee of respect for human rights and the environment.







# TRADITION & KNOW-HOW

The MUL family has historically owned agricultural land in the Grasse region. The group's culture has been founded on the following principles:

- Respecting and developing tradition;
- Mastering of the entire production chain;
- Growing botanical that respect the environment.

This know-how, combined with the fact that the land is farmed by our company itself, means that we can guarantee traceability and security of supply, as well as innovation with new farming practices.

To recognise and promote know-how based on local history, as well as the quality and authenticity of products.

Supporting, accompanying and innovating in agriculture through 3 schemes:

- Creation of partnerships with identified producers;
- Support for existing cooperatives;
- Development of our own plots.



5  
GENERATIONS

180 ha  
AGRICULTURAL  
LAND

1  
EXPERIMENTAL  
GARDEN





# BOTANICAL EXPERTISE

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**THE GROUP SPECIALISES IN SOURCING PLANTS FOR THE PRODUCTION OF ITS NATURAL INGREDIENTS.**

This expertise (selection, quality monitoring) is reinforced by the activities of :

- **Treatment of plants** prior to extraction and distillation:
  - Crushing (cutters, hammers, impact) ;
  - Sieving ;
  - Drying (oven, dehumidification chamber, solar dryer) ;
  - Steam debacterizing ;
- **Recovery of co-products** from extraction and distillation operations (plant dregs) ;
- **Reducing environmental impact.**

A **guarantee** that the **active and organoleptic properties** of **plant raw materials** will be preserved, in line with the downstream expectations of the food, cosmetics and nutraceutical industries.

This activity complements our expertise in plants and gives stability to our supply chains for agricultural raw materials.

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# A HIGH-PERFORMANCE INDUSTRIAL FACILITIES

Pilot and production equipment for the extraction and distillation of natural raw materials:

- Series soxhlet extractors, ultrasonic ;
- Hydrodistillers of different capacities;
- Liquid and powder mixers of various capacities;
- Rectification and deterpenation columns.

A laboratory for analysis: organoleptic, physicochemical, microbiological and contaminant analysis.

A range of extracts for the flavour and fragrance industry, food, cosmetics and perfumery:

- **Concretes, resinoids and absolutes:** extraction using volatile solvents
- **Oleoresins and extracts** at different titrations: extraction with ethyl alcohol
- **Infusions:** gentle extraction with ethyl alcohol
- **Alcoholates and distillates:** alcoholic distillation
- **Essential oils and floral waters:** hydrodistillation or direct steam distillation
- **Extracts and aromatic products**, in solid or liquid form: blends.

3  
SITES IN FRANCE

450  
EXTRACT REFERENCES

5  
BROWN NOTES,  
OUR SPECIALITIES







# SUSTAINABLE SOURCING

## THE MUL GROUP MANAGES AND INTEGRATES THE SUPPLY CHAIN FOR NATURAL PLANT-BASED RAW MATERIALS:

Our strategy of securing raw material supply chains is at the root of our positioning and differentiation in aromatic extracts.

- **Reliable, secure** and **responsible** sourcing that guarantees **certified origin** and full traceability;
- Selection of the best **quality** raw materials;
- A **commitment** to local producers and communities through sustainable business models;
- Total **transparency** to guarantee the quality and security of the material (reducing the environmental impact of agricultural crops, committed sectors as a laboratory for social innovation).

66  
TRACKED  
BLOCK CHAINS

3  
OBJECTIVES: QUALITY,  
ORIGIN, TRACEABILITY

5  
CLIMATES,  
TERROIRS

# PAYS DE GRASSE

## FRUIT IN SHORT TRACK WITH LOCAL PRODUCERS

We support local production in the southern Provence-Alpes-Côte d’Azur region by offering longterm supply contracts.  
Our various technologies: **hydro-alcoholic maceration, fruit water, distillation or ultrasound extraction**, inspire our R&D department and our customers to incorporate them into foodstuffs or use them in cosmetics.



## THE EMBLEMATIC FLOWERS OF GRASSE

**Centifolia Rose, Orange blossom, Lavender, Mimosa**: these flowers are emblematic of the Grasse region. As part of our policy to revitalising agricultural revitalisation we are committed to working alongside producers and local authorities. The new plantations are part of a sustainable development approach and will be certified organic.



## PRUNING WOOD

**Cypress, Petitgrain, Violet leaf**, extracted or steam distilled, the recovery of prunings and agricultural by-products is a tradition and a historical knowhow. We are committed to working alongside local environmental initiatives to promote green waste rates with a view to the circular economy.





# THE MEDITERRANEAN

## THE GORGEOUS ORANGE BLOSSOM

We've been working for nearly 10 years with partners in Tunisia and Egypt to support the local **Orange Blossom** industry. This is transformed by hydro-distillation into Neroli and Floral Water. The Bigaradiers are also certified organic.



## THE SWEETNESS OF CITRUS

For our citrus fruits such as **Lemons, Oranges** and **Bergamots** in southern Italy, we work with identified partners. The essential oils, derived from the cold expression of the zests, are entirely traced through the producers' associations in Calabria and Sicily, in the Etna valley known for its unique terroir, to the processing site.

## THE HEAT OF RESINS AND AROMATICS



Alongside **Cistus Labdaniferus**, a Mediterranean plant that grows and develops in a hot, arid climate and is wild-picked, other crops are being studied for the production of essential oils on our production line in Portugal: **Eucalyptus, Marjoram, Pine, Rosemary, Sage, Thyme** and **Verbena**.

# THE BALKANS

## THE ROSE VALLEY

For nearly 15 years, we have been working with a local partner to support and develop the Rose damascena sector in the Kazanlak region of Bulgaria. Out of 125 hectares of **Damascena Rose**, 85 hectares are certified Organic. The freshly opened Damascena Roses are then processed on the distillation site near the plots to create an organic essential oil and floral water of *Damascena Rose*.

## MEDICINAL PLANTS

In Bulgaria, alongside Rose, we grow Fine **Lavender Angustifolia, Chamomile, Sage** and **Lemon Balm**, ensuring complete traceability from the production of the plant material to the distillation of the essential oils. All our supply chains are part of a sustainable development programme. Some flowers and plants are dried locally and imported to our sites in France for the production of floral waters, such as **Cornflower, Witch Hazel** and **Meadowsweet**.



## WILD FOREST CROP

Located in the heart of the Balkan mountains in Bulgaria, our porcini **Mushroom (Boletus Edulis)** production chain is based on responsible wild harvesting. We ensure traceability in the collection and drying of Boletus Edulis from June to November at its processing site. The sector supports the local economy by creating additional income for seasonal pickers. The ceps are then processed into oleoresin in our extraction plants in France.





# ASIA



## BENZOIN LAOS

**Siam Benzoin** is native to South East Asia. At the heart of many socio-environmental issues, our Benzoin Siam production chain is now experiencing a new boom in Laos. The Benzoin Siam production chain is entirely traced back to the Benzoin resin collection plots. Thanks to direct contracts with producers in the Luang Prabang, Phonsaly and Houaphan regions, the supply chain is built on a fair project guaranteeing fair remuneration and respect for production cycles.

## CEYLON TEA

Thanks to a local partnership, we select the best qualities of organically grown **black and green tea**, depending on the terroir and altitude of the plantations. L'île aux Epices, as its name suggests, also offers us a wide choice of plant-based raw materials, which we trace with the same rigour through our local supply chain.



# THE TROPICAL BELT

## SPICES FROM EQUATORIAL AFRICA

Our interest in this geographical area began with the **cocoa** industry. The search for unique vintages and aromatic profiles led us to a programme to rehabilitate plantations abandoned at the end of the colonial period. Since then, we've been developing the cultivation of other spices such as pepper and freshly distilled sour ginger.



## AMERINDIAN HERITAGE



Originally from South America, **Tonka** beans are one of the brown notes we specialise in. Harvested in the wild, we are working to develop responsible harvesting techniques, know-how and a dynamic supply chain with stable, fair incomes. We are expanding our presence in this area to secure our supplies of **Ambrette**, **Peru Basalm** and **Coffee** with the same ethical approach.

## THE RICHNESS OF THE RED ISLAND



Madagascar, the world's leading producer of vanilla, is at the heart of our responsible purchasing policy and our supply chain development strategy. Thanks to our complete vertical integration of the **Vanilla** sector, our agronomy teams are present on the ground, working to set up sustainable programmes for the production of traced and certified organic essential oils such as **Ylang Ylang**, **Clove**, **Niaouli**, **Ravintsara** and **Geranium**.





# VANILLA

**VANILLA, A KEY COMPONENT OF OUR PLANT-BASED RAW MATERIALS SUPPLIES,  
IS OUR FIRST SUPPLY CHAIN PROJECT.**

Over the decades, we have developed a range of vanilla extracts that respect and enhance the organoleptic characteristics of each botanical variety and pod origin:

- **VANILLA PLANIFOLIA**, Madagascar, Mexico, Indonesia, Uganda
- **VANILLA TAHITENSIS**, Tahiti, Papua New Guinea
- **VANILLA POMPONA**, French Guiana

The Group is working on new vanilla plantation programmes and also in partnership with producer groups.

- **Mastery and expertise** in traditional quality preparation;
- Certified **traceability** from pod to extract;
- Quality control to authenticate **origin and purity**;
- **Organic, RFA, UEBT & Fair Trade** certifications;
- Commitment to local **CSR programmes**;
- **Accreditation** for packaging and export.



## **Our products are tracked and certified:**

- Vanilla Absolutes
- Vanilla oleoresins (10X, 20X, 30X)
- Infusions (1X, 2X, 3X), alcoholates and vanilla tincture
- Distilled vanilla water
- Liquid & powdered vanilla extracts
- Pure debacterized vanilla powder
- Exhausted vanilla powder debacterized
- Exhausted vanilla seeds debacterized
- Whole vanilla seeds debacterized

70%  
OF THE GROUP'S  
BUSINESS

7  
ORIGINS

3  
REGIONS IN  
MADAGASCAR





JARDIN  
D'EXPÉRIMENTATION

# BIODIVERSITY & INNOVATION

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The JEX - Jardin d'expérimentation (Garden of Experimentation), is a 1 hectare space that meets the agricultural challenges of climate change, sustainable development and the transmission of know-how. It is a Research & Development centre for Perfumed, Aromatic and Medicinal Plants (PPAM) for our partner farmers and our customers.

- **REFLECTION & INNOVATION** around new agro-ecology techniques that integrate Organic Agriculture (AB) certification.
  - Creation of **AGRICULTURAL MODELS** that protect biodiversity with integral soil cover and no-till practices, tested here on more than 30 species of PPAM.
  - **REINTRODUCTION OF CROPS** or trials on new plant species, acclimatisation.
  - **TRANSMISSION** of know-how through **TRAINING & LEARNING** in the cultivation of PPAM using agro-ecology.
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1 ha  
EXPERIMENTATION

40  
CULTIVATED  
BOTANICAL VARIETIES

6  
AGRONOMISTS





↑ *Catalogue*



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