

**SPECIALTIES AND INGREDIENTS  
INNOVATION-LED SOLUTIONS**

Company Credential 2024

# Content

<i><b>The Introduction</b></i>	<b>4</b>
<i><b>Core Competencies</b></i>	<b>6</b>
<i><b>Brand Symbol &amp; Vision</b></i>	<b>8</b>
<i><b>Corporate History &amp; Structure</b></i>	<b>10</b>
<i><b>Business Fields &amp; Products</b></i>	<b>14</b>
<i><b>Strategic Partners</b></i>	<b>20</b>
<i><b>GroupG Empowerment Model</b></i>	<b>24</b>
<i><b>Sustainability</b></i>	<b>26</b>

## The Introduction

Being founded on industrial expertise and a marketing mindset, since 2003, GroupG Asia Pacific has set the mission of creating high-quality care products for life. Based on the fundamental philosophy of supplying specialty ingredients to food, cosmetics, and pharmaceutical manufacturers in Asia, we have taken on the challenge of pursuing a comprehensive solution model with innovation at its core.

Along with the development of society, humans seek values beyond consumption, which is "Living a happier and healthier life" through the improvement of food, lifestyle, healthcare, and environment. For this goal, a one-way supply chain that starts from raw materials, manufacturing, to consumption is no longer enough. Instead, it is a more flexible and multi-dimensional value connection to take full advantage of all partners. GroupG Asia Pacific, therefore, believes in the philosophy: ***Creative Partnerships and Innovative Solutions are the keys that enable us to create Shared Values.***

As both a specialty ingredients supplier and a company that is serious and passionate about exploiting the value of innovation, we aim to become a global firm that is capable of making a wide range of contributions to society based on providing comprehensive solutions of ingredients, technology, and services. To achieve this goal, we will focus our unwavering passion on connecting and mastering technology on specialties to create valid commercial products. Besides, we strive to provide the same levels of quality, price, delivery times, and services throughout the market.

With our insatiable hunger for creating shared meaningful values and commitment to ongoing progress, you can expect great things from the future of GroupG Asia Pacific.

### Your Next Innovation!

Our corporate slogan encapsulates the spirit of GroupG Asia Pacific: Always be innovative and accompany you to your successes.



## Core Competencies

### More than 20 years of experience

Since 2003, GroupG Asia Pacific has been providing technology transfer and distributing food specialties, food ingredients, and fragrances for manufacturers in Asia. Serving 500 manufacturers who are both our customers and OEM partners, we have learned and accumulated profound professional insights into the industry.

### Best-quality ingredients

Backed by more than 50 world-leading suppliers who provide the best specialty ingredients, some of them possess the world's largest production capacity and worldwide patented technology, allowing us to establish a critical role when it comes to developing unique products for our clients.

### Innovation and Comprehensive Solutions

Based on the marketing approach, we understand that creativity and efficiency are the keys to brand success. Innovation – empowered by researching, sourcing, marketing, and sustainability is put at the core of our business model. We, therefore, offer a wide range of solutions that meet clients' specific needs. GroupG's Innovation Hub is responsible for continuing research and development, to provide our clients with the best product concept, formulation, application testing, and troubleshooting together with our profound local market understanding.

**Specialties & Ingredients**

**Innovation & Branding**

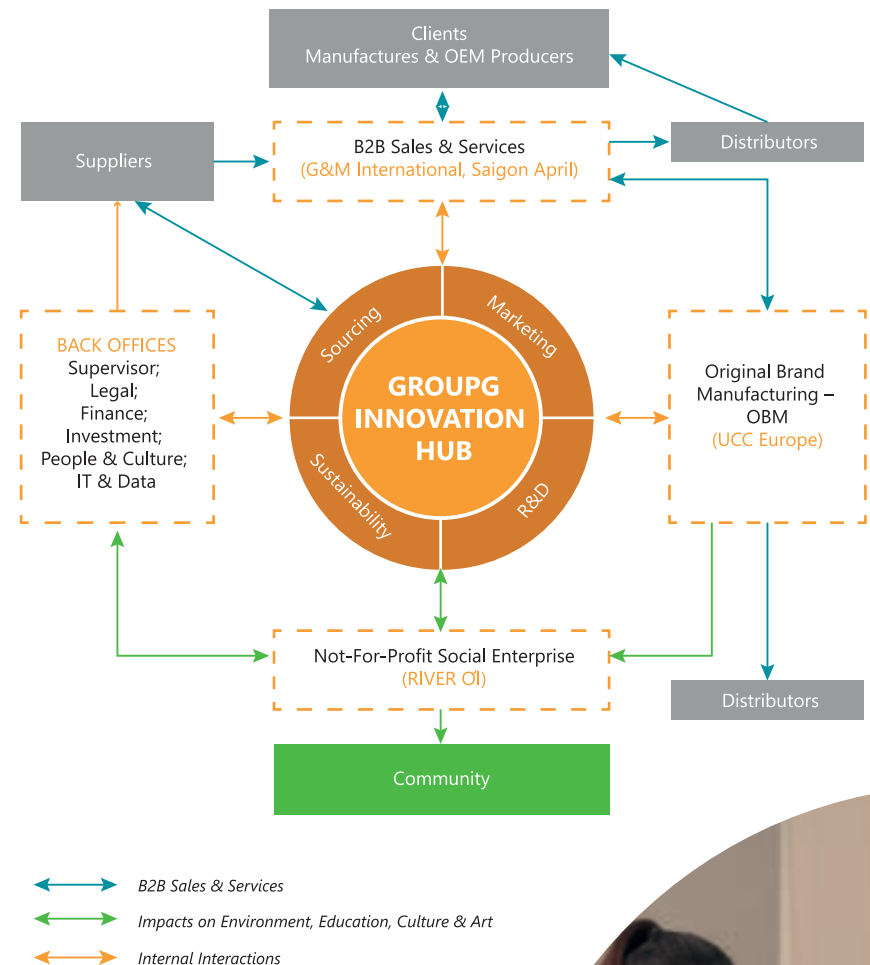
**OEM/ODM Consultancy & Management**

**OBM - Original Brand Manufacturing**

**Export Services**

**Health Care Products & Services**

### Innovation is at the core of our EMPOWERMENT Business Model



[Brand Symbol & Vision]

## Brand Symbol & Vision

Inspired by the Power button, the letter "G" is stylized into a symbolic logo of GroupG, representing the idea of generating (powering up) vitality and strength for the brands and products of our partners as well as our clients. The letter "G" has a line underneath it to signify a solid foundation, which also creates the impression of a horizon line, with the "G" resembling a rising sun, radiating brightness.



### VISION

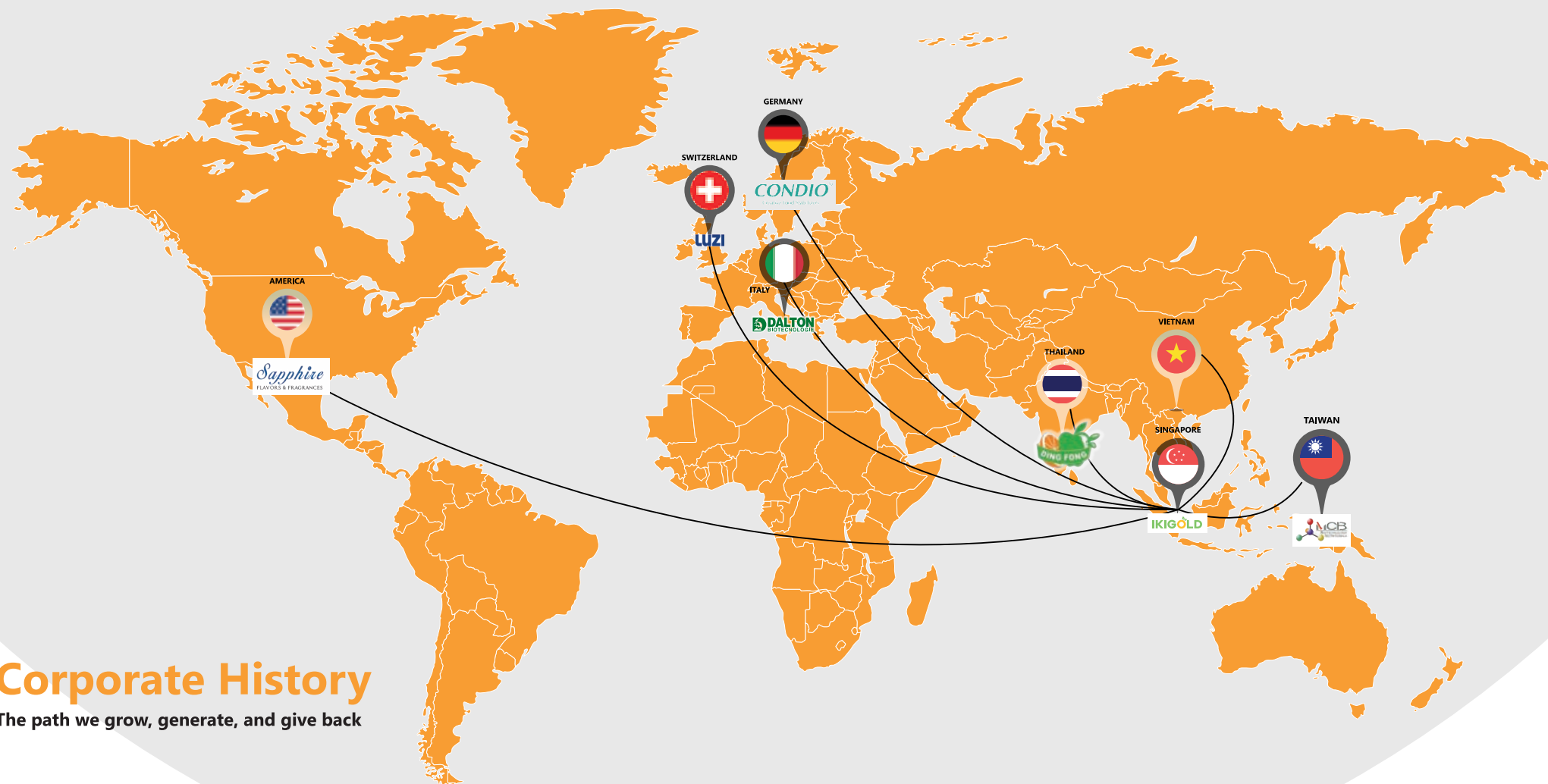
Becomes 1 of the 5 leading groups of companies that supply the best solutions of specialties, ingredients and innovation services for food, cosmetics, pharmaceutical and feed manufacturers in Asia within 10 years. This is achieved by providing comprehensive solutions to EMPOWER customers' products and brands.

### PERSONALITIES

- Innovation
- Ownership
- Sustainability

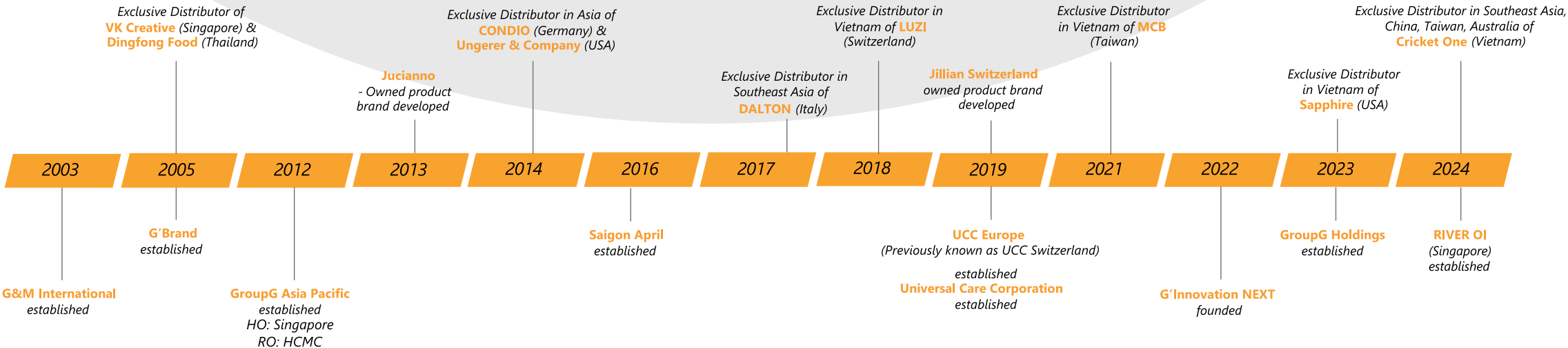
### RULES TO ROCK

- Conform
- Perform
- Transform
- Reform

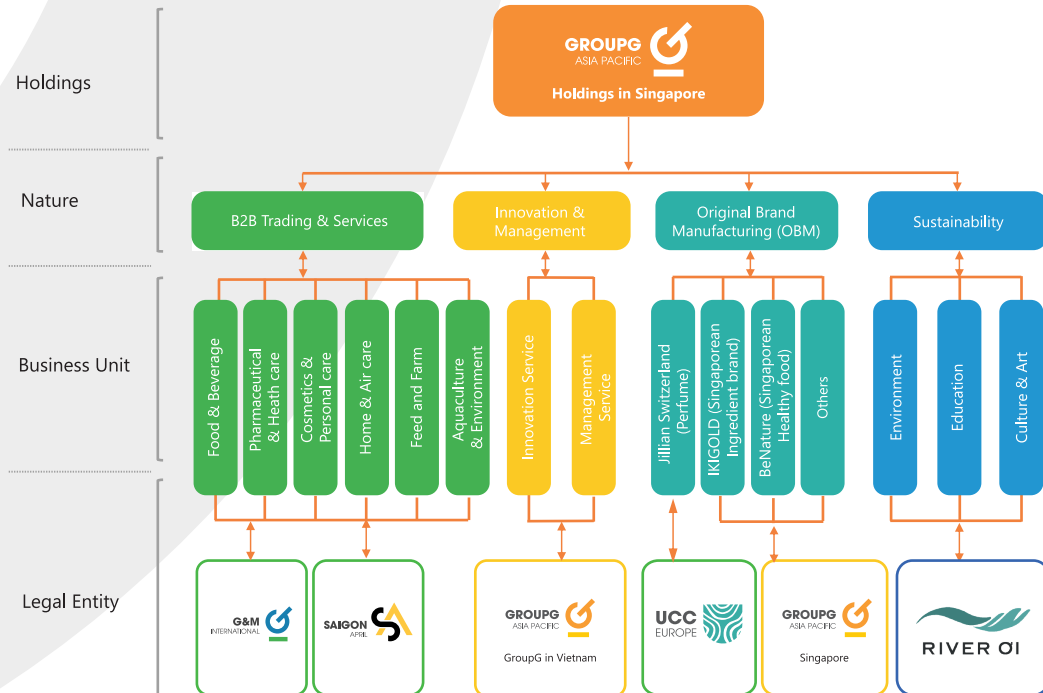


# Corporate History

The path we grow, generate, and give back



# Corporate structure



## Leadership



**JK Pham** (Jang Kâu)  
Executive Chairperson

- Representative of Vietnam in the Future Leaders Invitation Program (PIPA) by the Ministry for Europe and Foreign Affairs, The Government of France, 2024
- Eisenhower Fellow, Global Program 2021, www.efworld.org
- MBA in International Business & Finance (South Korea)
- 20 years of experience in Food & Cosmetic Specialties & Technology
- Chairperson of GroupG Asia Pacific (Singapore)
- Founder & Chairperson of Sóng Foundation
- Founder & Chairperson of G'Brand
- Co-founder & Strategic Director of UCC Switzerland GmbH
- Founder & Director of Non-profit Social Enterprise RIVER-OI
- One of 50 Most Influential Women 2019 by Forbes VN
- Inspirational Ambassador by WeChoice Awards 2020



**Thuy Quach**  
Deputy CEO -  
Business Development

- . International Business Background
- . 10 years of experience in Food & Cosmetic, Specialties & Technology
- . 20 years in Sales & Customer Service
- . CSO of GroupG Asia Pacific (Singapore)
- . Director of Universal Care Company (Exclusive distributor of Jillian Switzerland in Vietnam)
- . Director of G&M International Ltd.



**Linh Nguyen**  
Acting Director -  
Food Business Unit

- . MBA, Columbia Southern University
- . B.Sc. in International Business, Foreign Trade University (Vietnam)
- . 15 years of experience in Food & Cosmetic Specialties & Technology
- . COO of GroupG Asia Pacific (Singapore)
- . COO of Universal Care Company (Exclusive distributor of Jillian Switzerland in Vietnam)
- . Director of Saigon April Ltd.



**Trang Nguyen**  
Director -  
Innovation Hub

- . Master Programme in Entrepreneurship & Innovation Management, Aalto University (Finland)
- . Master of International Business, Queen's University (Canada)
- . Professional Certificate in Business Analytics
- . 8 years of experience in Product development, Innovation management & Branding strategy consulting



**Guillaume Messager**  
General Manager -  
UCC Europe

- . Master in Logistics and Supply chain Management
- . Over 11 years of experience working in multinational corporations (PSA Peugeot, Airbus, Thalès)
- . Leader of complex projects (value from €700k to €2,2M)
- . Expertise in strategic production planning management (annual production value at €15M)
- . Business Development Manager at UCC Switzerland GmbH



**Andy Pham**  
Digital Sales & Marketing  
Manager

- . B.Sc. in International Business Economics, Foreign Trade University (Vietnam)
- . MBA at Foreign Trade University
- . 6 years of experience in Digital Marketing and CRM
- . General Manager of Universal Care Company Ltd. (Exclusive distributor of Jillian Switzerland in Vietnam)



**Emilie Ng.**  
Supply Chain  
Manager

- . Master's in Production Management, Logistics, and Purchasing, Rennes University (France)
- . BBA in International Business Management, Foreign Trade University (Vietnam)
- . Over 10 years of experience in supply chain management with multinational companies in Vietnam and France
- . APICS Certified Supply Chain Professional
- . Expertise in ERP systems, procurement, negotiation, and supplier management

# Business Fields

**Our group of companies with full services & expertise, aims to offer one-stop-shop solutions.**

## 1. Ingredients & Specialties (B2B Distribution)

GroupG Asia Pacific offers a wide range of specialty ingredients from more than 50 world-leading suppliers. We are the exclusive distributor in Vietnam, Southeast Asia, and Asia markets of many prestigious specialty ingredient manufacturers such as CONDIO (Food Stability & Dairy Protein), Sapphire (Flavor), LUZI (Fragrance), Dalton Biotechnologie (Starter Cultures), DingFong (Fruit-derived Ingredient), Cricket One (Cricket Protein & Powder), etc.

## 2. Innovation & Branding

GroupG has more than 20 years of experience providing innovative solutions for brands and products - two critical elements for the success of every business. Our solutions cover many areas including food (dairy, beverage, coffee & tea drinks, confectionery, bakery, noodle & soup, meat products), cosmetics (perfume, personal care), home care, pharmaceutical & food supplements, feed and farm products.

Particularly for food and cosmetics, GroupG Innovation Hub provides a comprehensive range of services including market and product research, product ideation, formulation, brand positioning and identity creation, packaging development, laboratory testing, and production troubleshooting.

Regarding to branding only, we used to consult and develop brands for big FMCGs, Industrial Goods, Real Estate, Finance - Banking - Insurance, Healthcare, Telecommunication and Television.

## 3. OEM/ODM Consultancy & Management

In Vietnam and Southeast Asia markets, we work with more than 500 customers who are food, cosmetic, and pharmaceutical manufacturers. These partners possess large-scale, professional production capabilities and meet international quality standards. GroupG's deep understanding of products, materials, and technology, in conjunction with these partners, forms the foundation for our OEM and ODM consulting services, which help resolve production challenges and optimize resources for our clients.

## 4. Original Brand Manufacturing (OBM)

UCC Europe (previously known as UCC Switzerland) - a member of GroupG, founded in 2019, is a Swiss company that specializes in the research and development of scents and fragrant products. UCC owns Jillian Switzerland, a global luxury perfume brand created by world-leading perfumers in Switzerland and France.

In addition, aiming to contribute to a healthier life, GroupG also pioneers developing and owning premium healthy food and ingredient brands. These brands emerge from a fusion of creativity, innovation, and collaborative research efforts between us and our suppliers worldwide.

## 5. Export Services

We connect and export Vietnam's key products to the world including tropical fruits (fresh, dried, powdered form), other agricultural products, poultry and aquatic products.
























## 6. Healthcare Products and Services

With long experience working with pharmaceutical manufacturers, GroupG Asia Pacific has opportunities to bring high-quality healthcare products and services to the market.





## Products by Market Segments

MARKET SEGMENTS	APPLICATIONS	PRODUCTS	PARTNERS
<b>Dairy &amp; Ice Cream</b>	UHT Milk, Yogurts, Ice Cream	Stabilizer, Flavor, Fruit Preparation, Culture, Malt Extract, Kombucha Powder	   
<b>Beverages, Coffee &amp; Tea</b>	Soft Drinks, Sport Drinks, Instant Coffee & Tea	Flavor, Fruit Preparation, Malt Extract, Kombucha Powder	   
<b>Confectionery</b>	Cookies, Candies, Crackers and Biscuits	Flavor	  
<b>Pharmaceuticals</b>	Effervescent Tablets, Medicine, Ointments and Creams	Flavor	 
<b>Ready Meals &amp; Snacks</b>	Instant Noodles, Instant Porridge	Savory, Stabilizer, Protein	  
<b>Meat and seafood processed products</b>	Meatball, Fishball, Egg Tofu, Sausage	Lacto Powder, Stabilizer, Flavor	  
<b>Perfume &amp; Scents, Personal Care, Home Care</b>	Air care, Detergents, Cleaners, Haircare, Personal care	Fragrances, MMB, IPG	 
<b>Animal Feed &amp; Farm</b>	Livestock and Aquaculture Feed	Lacto Powder, Flavor	 



A Product of GroupG Asia Pacific

A Singaporean brand that redefines premium, high-quality, and exclusive food ingredients. Developed by GroupG, with over 20 years of expertise in the industry, IKIGOLD's offerings are curated and produced from the finest sources around the world. Anchored in three key categories: authentic flavors, fruit-derived ingredients, and plant extracts, the brand elevates the food industry by focusing on products that are both exceptional in quality and sustainable in their impact. Inspired by the Japanese concept of "Ikigai", IKIGOLD is dedicated to contributing to a better life for all, reflecting its promise of "Best and Rest for Your Future".

### HIGHLIGHT PRODUCT

#### FLAVOR

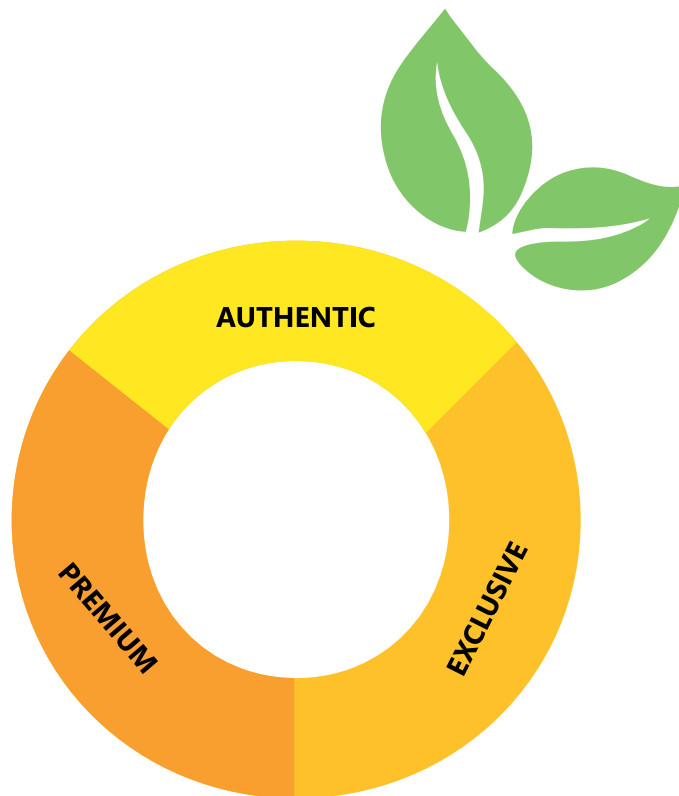
- Fruity
- Milk & Vanilla
- Tea & Flower
- Coffee & Energy Drink

#### JUICE

- Fruit Concentrate
- Squash

#### EXTRACT

- Natural Sweetener Solution
- Functional Extract
- Plant & Fruit Extract



## FOOD, BEST & REST FOR YOUR FUTURE



Food ingredients are researched, crafted, and produced in collaboration with prestigious global partners.



We offer a comprehensive solution that goes beyond flavor, enhancing both the structure and functionality of your products.



Our exclusive, tailored ingredient solutions are designed to elevate your brand's competitiveness.



We are committed to creating products that promote sustainability and prioritize both human health and environmental well-being.

## Strategic Partners

### Partner in Stabilizer

GroupG is the exclusive distributor in the Asia Pacific of CONDIO - one of the leading European specialist in stabilizer solutions, catering to various requirements in the food industry.

CONDIO develops and produces natural stabilizers and food ingredients for the food industry. These stabilizers are tailor-made to customers' needs and able to help optimize recipes and technology.

CONDIO stabilizers are blends of various raw ingredients from natural sources. Offering a wide range of plant-based (such as pectin, guar gum, soy protein, starch, etc.) and animal-based raw ingredients (such as milk protein and gelatin), we help our customers to achieve specific results in the final food product.



### Partner in Flavors

GroupG supplies a wide range of flavors for the food, beverage and pharmaceutical industry, which produced by our well-known partner. Since 2023, we have been the exclusive distributor for Sapphire (USA) in Vietnam market.

We can provide different forms of flavors including liquid, powder, paste, emulsion, encapsulation, etc. for many kinds of food applications with all required quality certificates.

Flavors provided by GroupG are solutions combined from its flavor creativity with a profound knowledge of other food ingredients to meet the exact requirements of individual customers.



### Partner in Fruit Concentrates, Purees & Preparations

GroupG provides various choices of fruit concentrates, purees, and fruit preparations such as squash, smoothie, jam ect. Our fruit juice materials are from the highest quality, clean, fresh, ripe, healthy tropical fruits in Vietnam, Thailand, America, and Europe.

In collaboration with renowned producers in local markets, GroupG provides a variety of purees, concentrates, squashes, jams, and smoothies made from fruits, tailored to customer requirements with product differentiation or best adapted to market trends.

Since 2015, we have been the exclusive distributor for Dingfong Food (Thailand) in Vietnam market to supply various kinds of fruit squash, fruit-flavored jelly, konjac, etc.



### Partner in Dairy Cultures

GroupG is the exclusive distributor in Southeast Asia for Dalton Biotechnologie, a company specializing in the production of probiotics and microbial food cultures

All products are the successful result of their over thirty-year long experience in the field of dairy production.

The continuous research and product development, together with their relentless effort to meet customer demands, have allowed Dalton to devise an extensive product list in which all dairy producers will find fully-customizable solutions to satisfy their every need.



### Partner in Kombucha

GroupG is the exclusive distributor in Vietnam of INSTAKOMBU™ from MCB (Taiwan) - a leading nutraceutical powder ingredient manufacturer in Asia Pacific.

Kombucha is a fermented tea originated in Asia 2000 years ago and recently popularized by Western celebrities due to its weight loss and multiple health benefits such as anti-oxidation, anti-inflammatory, detox and anti-bacteria.

INSTAKOMBU™ is MCB's exclusive Kombucha powder. Thanks to MCB's patented micro-encapsulated manufacturing process, the product contains multiple active contents and represents the unique flavor of Kombucha. Moreover, Kombucha in powder form enables seamless transportation, making it suitable for various applications and manufacturing processes while keeping active ingredients and its health benefits.



### Partner in Fragrance Compounds

GroupG has been the exclusive representative of LUZI (Switzerland) in the Vietnam market since 2018.

LUZI is a family-owned Swiss company that specializes in the development of unique scents for top-quality fine fragrances, personal care, household, and industrial products. Founded in 1926, and headquartered in Switzerland, LUZI has 2 production sites: one in Switzerland and one in Malaysia, more than 40 agents worldwide, and 14 perfumers.



Their scents are carefully created to contribute to the success of their client's products, always considering the latest trends and innovations. Each fragrance composition is created to touch your senses and arouse your emotions. This is only possible with the right combination of creativity and technical expertise. They develop unforgettable scents which in turn create unforgettable moments for customers.

## Strategic Partners

### Partner in Cricket Protein & Powder



GroupG is the exclusive distributor of CRICKET ONE in Southeast Asia, Taiwan, China, and Australia.

CRICKET ONE is renowned for farming crickets and transforming them into high-quality, sustainable ingredients for food, pet food, beverages, and cosmetics. It operates Asia's largest cricket processing facility and was awarded S\$1 million as the winner of the seventh edition of The Liveability Challenge (TLC) 2024, presented by Temasek Foundation and organized by Eco-Business.

CRICKET ONE's products are among the first to be approved by European countries, and they serve clients in the EU, North America, Japan, and various other regions. GroupG collaborates with CRICKET ONE to continue innovating and promoting crickets as a sustainable part of the daily diet.

### Partner in Market research & Product test

SPICE is specialized in providing Marketing & Research solutions for businesses especially in Food & Beverage and Agriculture.

In strategic partnership with GroupG Asia Pacific, the agency offers to our customers:

- 1- Full IDEA TO MARKET (I2M) consumer research solutions, tailored to ensure actionable recommendation to your business needs and objectives.
- 2- Research expertise and intuitive understanding of brands and consumers to devise break-through strategic choices.
- 3- Unique PRODUCT FEEL TEST PROCESS for innovation projects in which specialized moderating and analyzing skills set that helps R&D team better understand consumers' taste profile, faster in formula development and get higher score in quantitative phase.



### Partner in R&D, OEM/ODM

THE INCUBATOR CENTER (Binh Duong, Vietnam)

- . Offering flexible opportunities to customers innovation process;
- . Facilitating the possibility for us to offer smaller customers/volumes;
- . Allowing market tests and development at reduced MOQ (from 1,500 liter) and complexity;
- . Providing benefits for new projects/products i.e. market tests, assortment development, packaging designs, market channels and geography;
- . Adding customer benefit enabling to conduct trials, adapt and fine tune concepts;
- . Reducing risk that promotes willingness for trials;



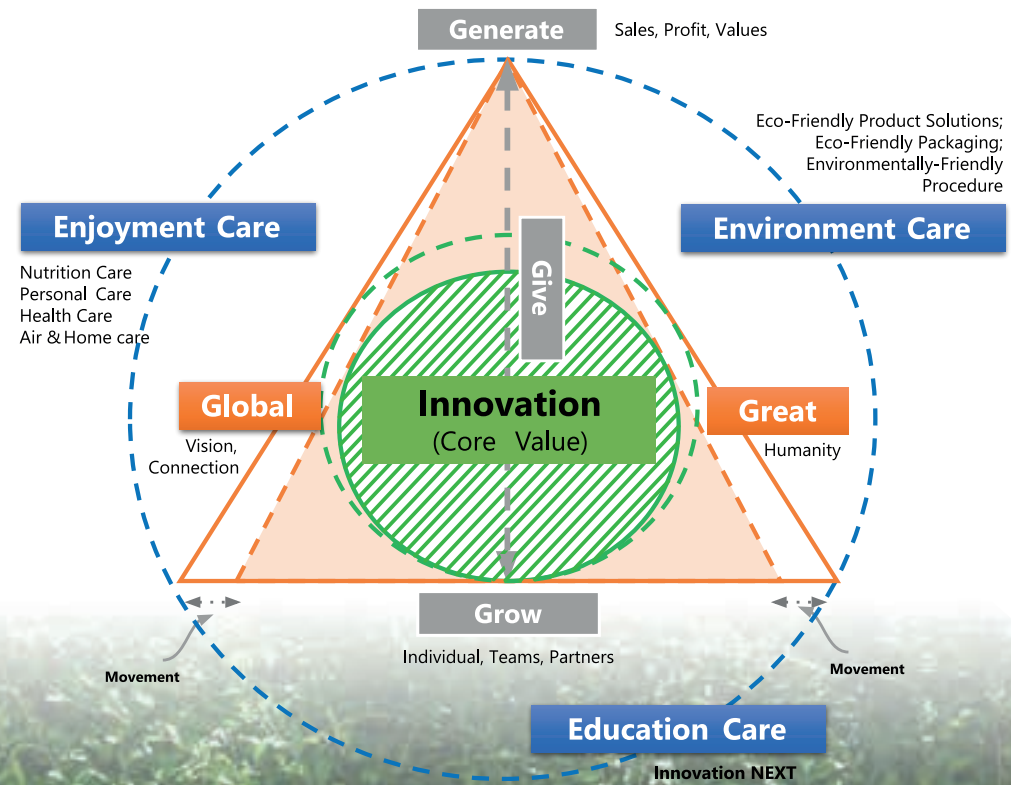
# GroupG Empowerment Model

## 3G becomes 5G and 3E

At GroupG, everyone is empowered to Grow, Generate, and Give (back). We provide individuals with resources, authority, opportunity, and motivation for their work, as well as hold them accountable for their actions. This will make everyone GROW, happier, and GENERATE more proficiently, thus giving them capabilities and opportunities to GIVE back to their families and society.

With our network worldwide, each of us is enabled to take GLOBAL vision and connection to help create GREAT care products for life. The team members are exposed to continuously updated data and information, and many opportunities to join international and domestic training, workshops, exhibitions, and conventions.

The innovation we pursue: for Enjoyment Care, Environment Care, and Education Care.



## Sustainability

GroupG Asia Pacific identifies sustainable development as a vital aspect of the company's business operations. We are committed to pursuing a **Creating Shared Value (CSV)** business model and continuously striving to deliver sustainable values for the industry, the environment, the community, and society.

We focus on **researching and developing comprehensive solutions, utilizing natural and environmentally friendly sources.** Our strategic partners are leading global companies in the specialty ingredients sector, applied in the food, cosmetics, and pharmaceutical industries.

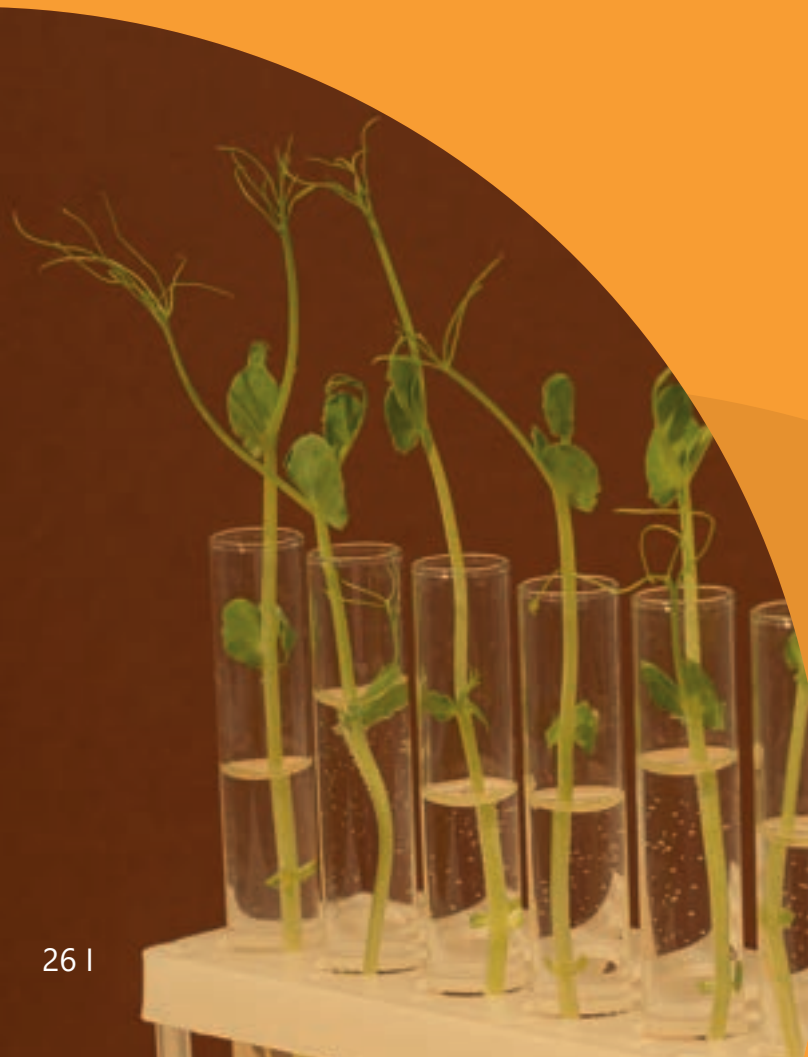
Collaborating strategically with reputable partners contributes to optimizing formulas and leveraging advanced technologies, thereby **facilitating the industry's development of sustainable products and minimizing environmental impact.** This sustainable effort by GroupG contributes to the value chain of the industry.



**RIVER-OI**, a non-profit social enterprise is not only a part of the CSV model but also embodies the passion and desire of our Executive Chairperson Ms. JK Pham (known as Jang Kêu). Ms. JK serves as both the Chairperson of the Sống Foundation and the Executive Director of RIVER-OI. With 11 years of experience in developing the prominent Sống Foundation (Foundation for Supporting & Development of Sustainable Living Communities) in Vietnam and a remarkable 24 years of dedication to meaningful social activities since her coordination of a UNDP environment project, Ms. JK decided to establish RIVER-OI in Singapore. The aim is to create positive impacts on communities in Vietnam, Singapore, and the surrounding region.

**RIVER-OI**, River of Knowledge, Creativity and Arts, focuses on three main pillars:

1. Innovation NEXT (Education): This pillar champions education and nurtures the potential of the younger generation. Through innovative and impactful initiatives, such as scholarships for students in cutting-edge industries, workshops, and support for research and publications, RIVER-OI empowers the next wave of change-makers.
2. Environment NOW (Environment): With a keen eye on global challenges, RIVER-OI raises awareness and actively engages in combating climate change. It extends initiatives such as Resilient Housing and Green Happiness beyond Vietnam, reaching neighboring regions, as a testament to its unwavering dedication to preserving our living environment.
3. River FLOW (Culture & Arts): Celebrating indigenous cultural heritage, RIVER-OI employs arts as a driving force for community development. By preserving and promoting cultural values, it weaves a vibrant tapestry of identity and progress.



# Contact

## **HEAD OFFICE**

470 North Bridge Road,  
#05-12 Bugis Cube, Singapore 188735  
Phone & WhatsApp: +65 8298 9117

## **HO CHI MINH CITY OFFICE**

24 B2 Road, Saritown Sala, An Loi Dong Ward,  
Thu Duc City, HCMC, Vietnam  
Hotline: +84 9 8230 5330 | +84 9 8871 4615

## **HANOI OFFICE**

#208-209-210, HNCC Building, No.1 Luong Yen,  
Hanoi, Vietnam  
Hotline: +84 24 3719 9888 | +84 24 3633 0226

## **EMAIL**

Inquiry of products and services: [sales@groupg.com.sg](mailto:sales@groupg.com.sg)  
Look for distribution solutions in Asia Pacific: [contact@groupg.com.sg](mailto:contact@groupg.com.sg)  
Corporate in perfume distribution (Jillian Switzerland): [info@ucceurope.co](mailto:info@ucceurope.co)  
Career & Internship opportunity: [pnc@groupg.com.sg](mailto:pnc@groupg.com.sg)  
Sustainability: [info@riveroi.org](mailto:info@riveroi.org)

[www.groupg.com.sg](http://www.groupg.com.sg)