



GOLDENWAX™
BOTANICAL WAX SOLUTIONS

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AAK

AAK
The Co-Development Company



WHAT IS GOLDEN WAX?

Golden Wax is brought to you by AAK, The Co-Development Company. Golden Wax brand of candle waxes provides value adding natural plant-based wax solutions to candle manufacturers, wax blenders, and candle supply companies worldwide. At Golden Wax, plant-based wax doesn't just mean soy: our product line offers soy, palm, coconut, and cottonseed wax solutions. And with our global capabilities and supply chain, we have the ability to offer an even wider variety of plant-based solutions.



BENEFITS OF PLANT-BASED WAX

Wondering 'why plant-based wax?' For these simple, yet compelling reasons: supply, demand, performance, and sustainability.

SUPPLY and DEMAND

Plant-based, or botanical, wax is a completely natural and renewable resource. Due to its intrinsic renewability, this plant-based product furnishes a secure and reliable supply (unlike fossil fuel-based mineral waxes). This reliable supply source provides your supply chain with better resource management for lower cost and higher profitability. The added benefits of using botanical wax for candle products? A long list of environmental advantages that perfectly answer today's consumer demands.

Candles crafted from vegetable wax are

- ◆ Non-toxic
- ◆ Biodegradable
- ◆ Clean burning (producing measurably less soot than other waxes)
- ◆ Completely free of animal-derived substances
- ◆ Available in non-GMO options (depending on basewax)



PERFORMANCE

Golden Wax products outperform on many factors and can be modified and combined with other waxes for optimal performance and price. Since they are versatile and adaptable, plant-based waxes offer easily customizable blends to meet individual customer needs. Our waxes are also available as flaked products that are much easier to work with than traditional paraffin slabs, and compatible with standard candle making equipment currently available on the market.

Botanical wax also provides consistent fragrance holding qualities, an important factor since scent is the consumer's primary decision-maker when purchasing products.

SOY, PALM, AND COCONUT BASED WAXES

Golden Wax brand of soy, palm, and coconut-based waxes can be used alone or blended with paraffin, slack wax, and microcrystalline waxes.

CANDLES BY THE NUMBERS*

IN THE MARKETPLACE:

Annual U.S. retail candle sales are approximately \$3.2 billion. 35% of retail candle sales are seasonal/holiday purchases. More than 1 billion pounds of wax are used annually to produce candles sold in the U.S.

IN THE HOME:

Candles are used in 7 out of 10 U.S. households. 90% of candles are purchased by women. The most influential purchase factors are scent, color, cost, and shape.

* National Candle Association website, candles.org



BENEFITS OF GOLDEN WAX BOTANICAL WAX SOLUTIONS

Golden Wax's global presence is brought to you by AAK, The Co-Development Company. AAK's control over the entire manufacturing process enables us to turn any of our plant-based oils into a wax. We provide quality control on each and every batch. Globally, AAK's logistics capabilities support and enhance our secure, reliable supply of plant-based wax.

THE 'GOLDEN WAX DIFFERENCE'

Through Golden Wax, AAK offers a strong portfolio of candle waxes with a multitude of botanical waxes available. We maintain strong process controls that protect the integrity of those products.

AAK is focused on and completely invested in supporting the candle industry. Our wax knowledge and expertise, including our precision hydrogenation process, gives us the ability to provide a wide variety of botanical wax bases. We can custom formulate wax solutions to meet

any IV or Melting Point parameters. With our complex blending capabilities to blend our various botanical wax bases (including soy, multiple fractions of palm, coconut, and other oils) we are able to create specialized formulation to fit any specific operational or marketing need. We are committed to developing new and innovative products together with our partner candle manufacturers and suppliers.

At our facilities in Richmond, California; Louisville, Kentucky; and Port Newark, New Jersey, quality control is a constant priority. In our dedicated WaxWorks Lab, we are able to assess burn performance, candle aesthetics, and perform analytical(*) testing. AAK is proud to maintain membership in the National Candle Association.

With the resources, knowledge, expertise, and commitment of AAK, Golden Wax products truly provide a difference in your final product.



SUSTAINABILITY

Plant-based waxes are, by nature, renewable resources, a preferred choice in the journey to sustainability. AAK is committed to the sustainable production of palm oil—while making a clear difference to the environment and the local communities where the raw materials are grown and harvested. AAK is a founding member of the Roundtable on Sustainable Palm Oil (RSPO) and offers RSPO-certified material.

Our Sustainable Palm Oil Policy provides the detailed framework to accomplish our ambitious goals.

Responsible growth—a fundamental part of our business model

At AAK, sustainable development is fundamental to our business. Hand in hand with financial growth, social and environmental responsibility is key to our continued development and future success. This is what we mean by “responsible growth.”

We believe that building sustainability into our everyday activities helps us achieve our vision of being the first choice in value-adding vegetable oil solutions.

AAK's model for responsible growth covers the five focus areas Marketplace, Supply chain, Environment, Workplace and Community.

Large pressure on natural resources, an ever-increasing demand for food, and a climate that seems to be rapidly changing—the challenges that our planet is facing are many. Responsible behavior is both a shared and an individual obligation; as a global company, AAK takes this very seriously and we strive to do our parts to the highest possible standards.

Our main purpose at AAK is to create value-adding vegetable oil solutions together with and for our customers. To succeed with this purpose, we are guided by our company principles, like responsible growth.

We define responsible growth as acting responsibly towards all of our stakeholders—investors, global and local customers, suppliers, employees, and the local communities in which we operate.

To learn more about our commitments, initiatives and achievements, please refer to the complete AAK Sustainability Report on our website.



RSPO

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[Visit RSPO.org](https://www.rspo.org)



Green Palm

AAK utilizes GreenPalm, a web-based platform enabling electronic trade in certificates that either support or use RSPO-certified palm oil and palm kernel oil.

[Visit greenpalm.org](https://www.greenpalm.org)