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The pressure on distilleries to appeal to the next generation of whisky consumers is immense and indeed an ever-present challenge. Millennials, Gen Z and even Alpha into the future will demand a wide range of flavours and taste experiences that come through at a fast pace. While different cask types have given us a wide variety of whisky flavour combinations in the past this technology is starting to reach maturity, indeed some distilleries are using up to 4 different cask types to differentiate their beverages in a competitive market. The quest is on to discover the next flavour differentiator in whisky. AB Biotek this year are bringing our next piece of technology to the whisky distilling industry which is flavour focused.

We believe these yeasts and the ones that follow will be a key flavour and product differentiator in the whisky industry going forward. AB Biotek have characterized in great detail 100 different yeast strains via two industry leading sensory organizations and linking these observations with a broad range of flavour compounds when analyzing the spirit via GC-MS. The 8 new Pinnacle Distinction products have been chosen to deliver a wide variety of new make spirit flavours. Each of these products are fully compatible for co-inoculation with our 2<sup>nd</sup> generation distillers yeast Pinnacle MG+ giving distillers the option of dialing up or dialing down the flavours that are available depending on their requirements.

|       |   | Informal Descriptor   |  | Aroma                            | Palate                               | Mouthfeel (x/10)                         |
|-------|---|---|--|----------------------------------|--------------------------------------|--|
| 1 (A) |  | <br>Artisan Rye Bread        |  | Cereal<br>Nutty<br>Oily          | Nutty<br>Biscuit<br>Caramel          | Viscosity-7.5<br>Heat-2<br>Astringency-5 |
| 2     |  | <br>Citrus Blossom           |  | Citrus<br>Floral<br>Fruity       | Sweet<br>Citrus<br>Fruity            | Viscosity-5.5<br>Heat-5<br>Astringency-5 |
| 3(B)  |  | <br>Red Berries & Rose Water |  | Fruity<br>Floral<br>Red Berry    | Fruity<br>Sweet                      | Viscosity-4<br>Heat-8<br>Astringency-3   |
| 4 (L) |  | <br>Fruit Bun                |  | Fruity<br>Floral<br>Spicy        | Banana<br>Floral<br>Sweet<br>Biscuit | Viscosity-7.5<br>Heat-2<br>Astringency-5 |
| 5     |  | <br>Apple Pie                |  | Green Apple<br>Buttery<br>Cereal | Caramel<br>Soft<br>Herbaceous        | Viscosity-6<br>Heat-2<br>Astringency-5   |
| 6 (T) |  | <br>Banana Split             |  | Banana<br>Nutty<br>Oily          | Banana<br>Sweet<br>Floral            | Viscosity-9<br>Heat-2<br>Astringency-5   |
| 7     |  | <br>Fresh Fruit Salad        |  | Fruity<br>Fresh<br>Green/Grassy  | Fruity<br>Sweet                      | Viscosity-6<br>Heat-8<br>Astringency-5   |
| 8     |  | <br>Balanced Floral & Fruity |  | Floral<br>Fruity<br>Cereal       | Nutty<br>Biscuit<br>Caramel          | Viscosity-2<br>Heat-5<br>Astringency-5   |