

## 

As the world looks to the future and tries to understand what is next, one thing in common is the essence of what makes us all human. When it comes to emotions and shared feelings, there are various ways of expressing ourselves through language, traditions, food, beverage, aroma and the experiences that go with these actions. These macro trends are seen around the world and serve as the foundation to consumer behaviors that look deeper into the geographies, categories, flavors, fragrances and botanicals that uniquely define them.

**Macro trends** are about the consumer mindset, their lifestyle and consumption in general. They are deep-seeded and longer term concepts that are not associated with any specific market. They are not a fad, they are a way of life.

**Micro trends** are the year or years to come fads that consumers experience and help to create based upon what is happening in the current world. They are identified by specific actions or changes in market or consumer dynamics and are seen in current day culture. They evolve from the larger macro trends but can be tied to specific markets, categories, flavors, fragrances and botanicals.



