

The client and market

We are working with an **established ingredients manufacturer supplying the food industry** with a range of oils/fats and proteins. The **production** of these ingredients can require **extensive processing, high energy consumption**, and the use of **large quantities of organic solvents (e.g. hexane)**, all of which provide environmental risks. The food industry and its supply chain currently faces the dual challenge of moving to more sustainable sources (requiring alternative sources of oils/fats and proteins that can provide similar yield/quality to products such as palm oil), whilst finding 'greener' methods of processing that don't require the use of organic solvents and capital intensive processes. This **shift to sustainable farming and processing** is being increasingly demanded by more knowledgeable consumers keen to protect the environment and long term health of the planet and its occupants. The client has committed to extending and improving the sustainability of their operations and seeks innovative partners to enable this change.

The search

The client is therefore actively searching for **partners with expertise in the mild (sustainable and/or solvent-free) processing of plant-based raw materials that could enable the future production of oils/fats and proteins suitable for the food industry**. We are therefore interested to connect with start-ups and established companies that can demonstrate proof of concept at pilot scale and beyond, for technologies with the potential for production scale within 5 years (>100s of tons). Solutions of interest include:-

Technologies to mitigate current processing issues	Processing solutions to extract fats, proteins and other compounds from sunflower, rape (canola), soy and other raw materials
Use of organic solvents	Technology to assist extraction and refining - e.g. microwave, ultrasound, supercritical fluid, high-pressure, pulsed electric field, enzymes, etc.
CO ₂ and environmental footprint	Processes utilising green solvents - e.g. water, carbon dioxide, ionic liquids, etc
Energy consumption	Technologies that reduce/replace the use of fossil fuel-derived chemicals (e.g. in solvent production) and fuels (e.g. raw material processing)
Social impact	Solutions that don't require high CAPEX / large footprint to allow processing sites close to raw material
Capital expenditure	

Solutions from companies processing high value / difficult to extract compounds for the health / personal care industries, that can be scaled for the food industry are of particular interest.

What the client can offer

Our client has an established client base and global processing operations that provide routes to market for new and growing companies. The company is able to provide significant resources to scale up potential processes and relevant businesses, including financial investment and joint development. The client is interested in potential collaboration with groups looking to commercialise relevant technologies and companies who will consider a variety of collaborations, ranging from trading partnerships, licensing through to joint venture and acquisition.

Please send preliminary information on any proposed opportunity to: Diane Kolonko via diane@strategicallies.co.uk