

The client and background to the search

We are working with an **established chemical manufacturing company that is seeking hydrocarbons from renewable / bio-based sources**. Of particular interest are C11-C15 alkanes, longer chain alkanes, and C11-15 branched chain isoalkanes / isoparaffins. Hydrocarbons have traditionally been made by the fractionation of crude oil but with growing consumer concern about the use of petrochemicals, our client wants to switch to sustainable sources of alkanes and isoalkanes.

The search

Our client is looking for companies or organisations developing or manufacturing bio-sourced C11-15 alkanes, longer chain alkanes and C11-15 isoalkanes / isoparaffins. The following companies or R&D organisations are of interest:

- **Biofuel companies operating or developing manufacturing processes for C11-15 alkanes (kerosene), longer chain alkanes or C11-15 isoalkanes / isoparaffins, or their precursors**
- **Green chemistry companies operating or developing sustainable manufacturing processes for C11-15 alkanes, longer chain alkanes or C11-15 isoalkanes / isoparaffins, or their precursors**
- **Biotechnology companies operating or developing biomanufacturing or fermentation processes for C11-15 alkanes, longer chain alkanes or C11-15 isoalkanes / isoparaffins or their precursors**
- **Companies or organisations producing chemicals for the personal care industry, that could provide C11-15 alkanes, longer chain alkanes or C11-15 isoalkanes / isoparaffins from sustainable sources**

Nice-to-haves

- Company or organisation is interested in supplying chemicals to the personal care industry
- Ingredients can be manufactured at scale (long term production of >1000 mt) and low cost
- Company or organisation is open to R&D partnerships or joint development arrangements

What the client can offer

The client is looking for chemical manufacturers / suppliers, or R&D partners, as part of their program of identifying new market opportunities. This therefore represents an excellent business opportunity to develop an R&D partnership with an established chemical company with market access to personal care companies.

Please send any preliminary information on any potential manufacturer/supplier or R&D partner to: - Diane Kolonko, via diane@strategicallies.co.uk